

RAPID APPLICATION GROUP EYES RAPID GROWTH

ABOUT RAPID APPLICATION GROUP. Terry Hill launched Rapid Application Group about five years ago, providing advanced production centered around additive manufacturing technology. The firm supports mission-critical parts through rapid prototyping, low and high-volume 3D printing, tool-less investment castings, reverse engineering, and other rapid tooling processes. The work takes place across a variety of industries, including aerospace, defense, oil and gas, motor sports and healthcare. RAG is the only disabled veteran-owned 3D manufacturer in the country and employs about a dozen workers at its Broken Arrow headquarters.

THE CHALLENGE. After starting from his garage, Terry Hill's initial success with Rapid Application Group led to a small but functional production facility. RAG's unique capabilities generated additional business and Hill was soon eyeing a significant expansion—both in physical factory space and sales growth.

Looking for advice, he turned to Jenny Cothran, a manufacturing extension agent with the Oklahoma Manufacturing Alliance, part of the MEP National Network™. Cothran had worked with Rapid Application Group on several projects and enjoyed a solid relationship with Hill.

MEP CENTER'S ROLE. Cothran met with Hill and a new 10,000-square-foot site was secured. Applications engineers working for the Manufacturing Alliance helped design a factory layout that optimized production capabilities. Making use of Hill's expertise, Cothran and engineers helped RAG purchase specific equipment to optimize resources and capacity. On certain fabrications, production times were reduced by more than 90 percent. Cothran used her local, state and national networking connections to help Rapid Application Group form more than a dozen business-to-business relationships, leading to a significant increase in sales. That work, in turn, increased the industry recognition of RAG's unique abilities, expanding business further. Additionally, Cothran helped RAG work its way through the process to earn ASA9100 industry certification, leading to many additional markets.

During the pandemic, RAG quickly pivoted and began using its resources to produce personal protective equipment. Cothran and others at the Manufacturing Alliance helped connect the company to the right state and federal agencies, ensuring the pieces got into the hands of the people that needed them most.

"We come to work every day to lead the industry in additive manufacturing. The Oklahoma Manufacturing Alliance is right there with us, helping us grow and helping our community prosper."

-Terry Hill, President and CEO

RESULTS



5 new high-tech, high-wage jobs



\$3,000,000 in increased sales



\$600,000 in new capital investments



90% decrease in production time

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