

## FERMITRON, INC. POSITIONED FOR GROWTH THROUGH NEW CERTIFICATIONS

**ABOUT FERMITRON, INC.** FermiTron, Inc., is a service-disabled, veteran-owned full-service electronic product design and manufacturing corporation started in 2011, serving businesses ranging from promising startups to Fortune 500 corporations and government entities. Located in a standalone facility in Casselberry, Florida, their six employees provide focused and targeted assistance on customer projects all the way up to full turnkey product development solutions. FermiTron's services include custom electronic circuit design, RF/wireless, printed circuit board (PCB) layout, firmware development, prototyping and test services, printed circuit board assembly, production and production support.

**THE CHALLENGE.** FermiTron serves industrial, government (particularly Department of Defense (DOD)) and consumer markets. FermiTron realized that too often they were not eligible to bid on projects because the company did not have an accredited quality certification. Companies avoided sending FermiTron request for quote (RFQ) opportunities knowing that FermiTron lacked required quality certifications.

**MEP CENTER'S ROLE.** FermiTron reached out to the Manufacturers Association of Central Florida (MACF), part of the FloridaMakes Network and the MEP National Network™, for assistance. A business advisor worked with company management to assess FermiTron's quality certification needs. FloridaMakes then matched the company with the right training resource and assisted them with securing a training grant to offset a portion of the costs. FermiTron successfully achieved both ISO9001:2015 and AS9100D certifications. These quality certifications have made FermiTron eligible for all incoming RFQs.

**"The FloridaMakes Network was very helpful in assisting FermiTron to become eligible for additional bid opportunities because of the quality certifications. The reimbursements from the training grant were also a big help to our small company. FermiTron is now better positioned for future growth."**

-Guilford Cantave, Chief Executive Officer

## RESULTS



\$125,000 in new investment



\$15,000 training grant award



1 new market (aerospace)



ISO9001:2015 and AS9100D  
quality systems compliant

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