

## HIGH COUNTRY INDUSTRIAL: ISO 9001 CERTIFIED

**ABOUT HIGH COUNTRY INDUSTRIAL, CORP.** High Country Industrial, Inc., (HCI) of Cheyenne, Wyoming, is a dynamic fabrication business with a focus on commercial, residential, and industrial services. Established in 2009, the company has achieved significant growth and is now recognized as a trusted provider of high-quality fabrications across the United States. They have a track record of serving various sectors, including oil and gas and wind energy, where steel fabrication is a fundamental requirement. HCI's success is underpinned by their unwavering dedication to ensuring customer satisfaction, offering tailored solutions to meet the unique needs of each client.

**THE CHALLENGE.** In a bid to further solidify its standing in the industry, HCI embarked on a journey to obtain ISO 9001 certification. This move aimed to enhance sustainability and position the company to secure new contracts with the Department of Defense. However, the challenge lay in finding a reputable ISO 9001 consultant at a fair price. Thankfully, Manufacturing Works, an organization with extensive experience in working with ISO 9001 consultants and part of the MEP National Network™, facilitated the connection between HCI and Core Business Solutions, a vendor with a proven track record.

**MEP CENTER'S ROLE.** Following a successful introductory call, the project was initiated, and a clear scope of work was defined. In addition to this, Manufacturing Works and the Wyoming Business Council collaborated to secure a state cost-share grant, significantly reducing the financial burden of the consultation and certification process for HCI.

As a direct result of these efforts, High Country Industrial successfully completed its ISO 9001 consultation, achieved certification, and benefited from the cost-share grant. This achievement did not go unnoticed, as HCI witnessed increased attention and visibility, resulting in the acquisition of new contracts and the expansion of business opportunities.

"High Country Industrial successfully attained ISO 9001 certification with the assistance of Manufacturing Works. Not only did MW help us in identifying a suitable consultant, but they also continued to work closely with us until the project was successfully completed. As a result, this achievement has unlocked a multitude of opportunities for HCI."

-Kristyn Williams, Owner

## RESULTS



**\$573,000** in new or retained sales



**\$10,000** in certification savings



ISO 9001 Certified



Documented quality plan

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