

## EXPANDING FILTRATION BUSINESS THROUGH STRATEGIC COLLABORATION WITH GENEDGE

**ABOUT PORVAIR FILTRATION GROUP INC.** Porvair Filtration Group is an international leader in the development and supply of high performance, innovative materials and solutions for applications in filtration and separation. Porvair manufactures in both the UK and USA and has an extensive network of sales offices and distribution channels throughout the world. Its expertise in a wide range of media and the dedication of its design, manufacturing, sales, test and research teams ensure it is at the forefront of filtration technology.

**THE CHALLENGE.** As Porvair sought to expand its business, it faced a significant challenge - expanding its aerospace line while transitioning to a more predictable revenue model. To compound this, the company grappled with a workforce barrier, particularly in technical staffing for design systems and mechanical engineering. These workforce gaps hindered their ability to meet project timelines and customer expectations. Upon being accepted into the GoVA Retooling Program, Porvair realized that a clear commercialization plan was needed to drive expansion of their offerings and improve revenue predictability. The company turned to GENEDGE, part of the MEP National Network™, for their expertise in risk planning and commercialization strategy.

**MEP CENTER'S ROLE.** Through the collaboration effort with GENEDGE in the GoVA Retooling Program, Porvair developed a robust plan to address their commercialization needs. For Porvair to be successful, they had a need to optimize some of their processing parameters which included developing a design of experiments (DOE) and testing panels to understand the optimization potential. Because of the type of products being manufactured, highly sophisticated testing was required. Testing necessary included electronic backscattering diffraction (EBSD) and scanning electronic microscopy (SEM) work. GENEDGE supported finding resources and having the testing completed.

The partnership between GENEDGE and Porvair proved to be a turning point. With GENEDGE's assistance and the additional support from the third-party team, Porvair was able to improve internal efficiencies and standardize production processing. The successful execution of their commercialization plan and the follow-on support helped Porvair to stabilize their revenue model and continue their growth trajectory.

**"Collaborating with GENEDGE through the GoVA Retooling Program has been a game-changer for our business. Their comprehensive network of Virginia-based resources connected us with the expertise we needed to sharpen our competitive edge."**

-Steve Potter, Porvair Filtration Group, General Manager

## RESULTS



4 new jobs



\$100,000 retained Sales



\$25,000 in cost savings



\$25,000 in new investment

## CONTACT US



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