

## ELEVATING EXCELLENCE: SPECTRUM CUSTOM MOLDS & MANUFACTURING, INC.'S SUCCESS IN ACHIEVING ISO CERTIFICATION

### ABOUT SPECTRUM CUSTOM MOLDS & MANUFACTURING, INC.

Spectrum Custom Molds & Manufacturing, Inc., based in Palmetto, Florida, is a family-owned company that specializes in custom injection molding and precision tool building. Founded in 2018 by Michael Guidoboni, a former software engineer with 20 years of corporate experience, the company turned around a struggling tool shop into a successful business. Now led by Michael and his son Adam Guidoboni, the Chief Operating Officer, Spectrum has expanded from a 5,000-square-foot leased facility to a 20,000-square-foot owned property. It serves over 140 recurring B2B clients across industries like medical, aerospace, and electronics. Focusing on quality, precision, and strong customer relationships, Spectrum has seen considerable organic growth.

**THE CHALLENGE.** Spectrum Custom Molds & Manufacturing, Inc. aimed to strengthen its reputation for quality and grow its market share among larger B2B clients, especially in industries with strict standards like medical and aerospace. Although the company had been ISO-compliant in its processes since 2019, obtaining official ISO certification was necessary to compete for contracts with multinational corporations and tier-one suppliers. Without certification, Spectrum struggled to prove its commitment to quality to potential clients, risking missed opportunities in high-precision, high-volume markets. Additionally, Spectrum aimed to validate its internal processes and improve operational efficiency to support its rapid expansion.

**MEP CENTER'S ROLE.** Spectrum partnered with FloridaMakes and the Sarasota Area Manufacturing Association (SAMA), part of the FloridaMakes network, to obtain ISO certification. FloridaMakes played a leading role by conducting an initial assessment of Spectrum's needs, securing state funding to support the project, and guiding the certification process with hands-on support and strategic planning. They collaborated with a Third-Party Provider (TPP) specializing in ISO standards, who offered technical expertise along with FloridaMakes' ongoing support, including workshops and process alignment over six to seven months. Spectrum's prior preparation, with four years of maintaining ISO-compliant records, combined with its employees' dedication to following established processes, ensured a smooth journey. This joint effort resulted in Spectrum earning ISO certification in November 2024 with no findings on its first audit, underscoring the success of the partnership.

"Realistically, we were already compliant with ISO requirements, but achieving formal certification demonstrated to our customers our commitment to quality and reliability. As a current member of SAMA, part of the FloridaMakes network, the opportunity to achieve ISO certification was recognized and put into motion with FloridaMakes. The process was seamless, and earning certification with zero findings was a proud moment for our team."

-Michael Guidoboni, President

## RESULTS



Invested in precision machinery to meet ISO standards, enhancing production capabilities.



Gained access to aerospace and electronics markets requiring ISO certification.



Trained staff on ISO processes, enhancing quality control and operational skills.



Saved **\$50,000** by avoiding penalties and reducing rework through ISO compliance.



Secured **\$500,000** in new contracts, retaining clients with enhanced credibility

## CONTACT US



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