

KYNTEC CORPORATION

LAUNCHING AN ENERGY ABSORPTION TECHNOLOGY
COMPANY WITH SOLIDWORKS SOLUTIONS



Using SOLIDWORKS design and product data management solutions, KYNTEC has developed multiple product lines, ranging from shock absorbers and hydraulic damping equipment to rate controllers and recoil management systems, in just one year.

Challenge:

Establish design and workflow processes for the development of energy absorption technology products that support rapid certification of quality standards and growth.

Solution:

Implement SOLIDWORKS Professional design software and SOLIDWORKS Enterprise PDM product data management software solutions.

Benefits:

- Delivered specials two to three times faster than competitors
- Created product families in just two weeks
- Realized workflow automation and revision control quickly
- Supported rapid growth while remaining lean

A group of professionals with over 40 years of combined kinetic energy absorption technology experience banded together in 2012 to form KYNTEC Corporation. The company has leveraged its experience and expertise in supplying engineered custom solutions for the most demanding industrial, aerospace, and defense damping systems applications to become a major player in the energy absorption technology market.

In just one year, the company has created multiple product lines ranging from shock absorbers and hydraulic damping equipment to rate controllers and recoil management systems. With roughly 40 percent of its business in standard products and 60 percent comprising engineered-to-order or made-to-order "specials," KYNTEC has quickly established a reputation for advanced technology, fast delivery, and top-notch quality.

Launching a successful start-up company in an existing market presented a range of challenges, according to Vice President of Engineering Jerry Spyche. "As industry veterans, we saw the opportunity to exploit several application niches, but we also understood the obstacles to breaking into an established space," Spyche recalls. "To be successful, our operation had to remain lean yet productive. We had a clear vision of where we wanted to go and believed that we could leverage 3D design and workflow automation technologies to put the processes and procedures in place that enabled us not only to succeed but also to manage expectations for rapid growth."

Having managed CAD evaluations and implementation decisions in the past, KYNTEC management selected SOLIDWORKS® Professional design software and SOLIDWORKS Enterprise PDM (EPDM) product data management software as its standard solutions.

"We never considered looking at other packages because we knew that the SOLIDWORKS tools greatly enabled what we needed to accomplish," Spyche recalls. "The success of our company depended on developing products the right way from the beginning. There was no margin for error. To be faster and better than competitors, we needed the design visualization, communication, and production capabilities of SOLIDWORKS and the process control, workflow automation, and revision controls of EPDM."

The start-up company also benefited from the speed of implementation inherent in SOLIDWORKS solutions. KYNTEC had SOLIDWORKS CAD tools and the EPDM system up and running in a matter of weeks.

FAST QUALITY CERTIFICATIONS

With SOLIDWORKS solutions, KYNTEC was able to rapidly achieve important workflow automation and revision controls for its development processes. The workflow automation and design data control of EPDM were especially important for attaining these industry-critical development processes.

"In addition to enabling required development processes, EPDM has helped us to manage and sustain explosive growth without having to add resources," Spyche stresses. "EPDM and the success we've enjoyed are inseparable because the system provides the controls that we need to be faster than anyone else, particularly with customer specials, where we are two to three times as fast as the competition. By controlling revisions and automating workflows, EPDM allowed us to build the guide rails that keep our development efforts focused, efficient, and on track."

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RAPID DEVELOPMENT OF PRODUCT LINES

Using SOLIDWORKS design tools in an EPDM-controlled development environment, KYNTEC has ramped up new product development. The company's engineers have made extensive use of SOLIDWORKS design configuration tools to create entire product families in just two weeks.

"The parametric nature of SOLIDWORKS design software and the EPDM system have enabled us to release major product families at the rate of two per month," Spyche notes. "Configurations save a lot of time, such as quickly developing six product designs in our standard shock absorber line from a base model. Establishing a standard drawing template also helped. But part of the reason that we are lightning fast is that we have to be."

EXPANDING INTO NEW APPLICATIONS

KYNTEC also relies on SOLIDWORKS solutions to expand its product offering beyond traditional kinetic energy absorption technologies. For example, the company's new KynSHOT firearm recoil damping management system represents the potential for significant volume and additional growth.

"Many start-ups go through a transition phase during which they experience some falloff," Spyche says. "As founders, we have disciplined ourselves to use SOLIDWORKS and EPDM to avoid that. We don't take shortcuts and have established processes to ensure that the same level of quality goes into new, nontraditional products. This approach has enabled us to power through the transition phase, continue to develop great products, and keep our growth rate accelerating."



KYNTEC relies on SOLIDWORKS design configuration capabilities to create entire product lines, in as little time as just two weeks.

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