

CLIENT CASE STUDY



THE PROBLEM

Inficon, a publicly-traded, New York-based manufacturer of vacuum instrumentation and process control software, had successfully developed and sold its HAPSITE® chemical identification system to customers in the private sector and was looking to enter the defense and homeland security market spaces. However, Inficon's Environment, Health & Safety unit had little experience in selling to state and federal governments. Complicating the problem was that DoD usually requires chemical agent detection equipment to undergo years of testing before procurement.

THE SOLUTION

Relying on EPA test results of the HAPSITE® and proven use in the private sector, we helped the client penetrate the Department of Defense (DoD) and the Department of Homeland Security (DHS) as a commercial-off-the-shelf (COTS) product. Rather than purchasing the equipment from DoD's traditional Nuclear, Chemical and Biological (NBC) budget, the Armed Forces were able to procure the HAPSITE® through their medical budgets.

We also helped Inficon identify several federal and state contractual opportunities and set up numerous meetings with decision-makers to include a private breakfast with then-DHS Undersecretary Asa Hutchinson and as well as a meeting with U.S. Representative Jim Walsh of the House Appropriations Committee.

THE RESULTS

Inficon was able to successfully secure contractual opportunities with the Department of the Army and the Department of the Air Force. Additionally, we were able to help Inficon expedite the funds necessary to pay for procurement of the HAPSITE® by U.S. Army National Guard Civil Support Teams (CST's) after funding was authorized by Congress.