

Suprameca

Innovate and sell more quickly

To accelerate the marketing of an innovative submarine sealing gun, this start-up chose joint development with well-appreciated financial support and addition of new competences as a bonus.

In many cases, the innovative product imagined by companies never sees the light of day. Why? Because they cannot patent, industrialise and market this product in a sufficiently short time due to insufficient means.

It is true that the challenge, both financial and human, is really hard, especially for very small companies. This is the reason why, after having patented its invention and made a first prototype, Suprameca asked Cetim for joint development.

From the idea to marketing

The start-up, born in a company incubator in the region of Toulon (France), was then able to accelerate the marketing of its submarine sealing gun (SUB 150), marketed since early 2010.

"Joint development with Cetim provided us with many competences, advantageous external vision and significant financial support", Suprameca CEO and founder Dominique Vinci explains.

After the project was accepted by the Comité d'évaluation des projets innovants (Cepi) (Innovative project assessment committee), the design and innovation engineering experts of the Centre implemented the necessary competences for the operation to succeed.

From the design to the management of the project including the market analysis, all the stakeholders involved pooled their competences for the project to succeed.

Cancelling chance

As a result, thanks to CAD, the design of the gun was revised and the number of components necessary for its manufacture was reduced. And this is not the end! The experts helped the company in its supplier selection process.

At the same time, an ergonomics study was carried out in order to make the use of the gun in industrial applications easier.

A joint development which, in the end, did not leave chance a chance...



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OUR CUSTOMER

Corporate name
Suprameca

Workforce
7 persons

Activity
Design and manufacture of energy equipment in the life and property safety sector, based on mechanical and pyrotechnical technologies

Cetim's asset



Within the framework of the projects carried out in joint development, Cetim accepts deferred compensation, proportionally to the success of the marketing. Therefore, the Centre shares the risks with the industrialist.