



GREAT PLAINS

TECHNOLOGY & MANUFACTURING CLUSTER

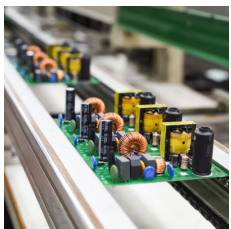
SEPTEMBER 2022 NEWSLETTER

Member Spotlight

Viaanix - Wichita, Kansas

VIAANIX Our member spotlight this month is Viaanix, Inc from Wichita, Kansas. The company is a comprehensive Internet of Things (IoT) solutions provider that works closely with manufacturing companies throughout the region. Their services include IoT enablement, software and hardware development, product development, device manufacturing, and more.

Viaanix is one of the only end-to-end IoT solutions and ecosystem enablement providers in the Midwest, making them a valuable resource for Kansas manufacturing industries, including GPTMC community members. "You want to collect data from your process?" Founder and CEO Jay Talreja commonly asks. "No matter what it is, we can help you connect and customize an online dashboard. We make it simple and inexpensive as it can be." For this reason, Viaanix's solutions and strengths align with the Kansas Framework for Growth strategies for enhancing advanced manufacturing in the state. In addition, Viaanix recently attended the Ag Equipment Manufacturing breakout session at the Kansas Ag Growth Summit, as they are providing smart agricultural solutions to companies and farmers in the region. One of their recent agricultural projects was implementing water-monitoring solutions on an irrigation system.

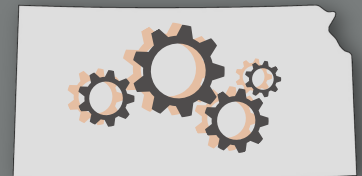


As the Industry 4.0 concept is still new to many small manufacturers, the biggest challenge Viaanix faces is building awareness about the benefits of IoT technologies. Manufacturers risk being left behind if they don't act on digitizing their systems. "A company's true threat is COI - the cost of inaction. Without any strategy, Kansas businesses run the risk of being left behind enemy lines in the next Industrial Revolution that's already here," says Bruce Fritz, Director of Partnerships. For companies that are new to digitization, or exploring new solutions, Viaanix suggests that they do their research on the total costs of maintaining equipment and the potential value of optimization. The advantageous ROI of digitization may not seem obvious at first glance, but it's most always there.

Viaanix has a big vision for the future, which is to deploy a Kansas-wide IoT network ecosystem, an inexpensive medium onto which small manufacturers can connect at a low cost. The company strives to accomplish this by continuing to build awareness of technologies and advantages, cultivating current and new customer relationships, seeking new partnerships, and retaining a high performance and happy workforce. For more information or to reach out to Viaanix, visit www.viaanix.com.

Did You Know...

...that there are more than 2500 manufacturers in the state of Kansas? (**Source: KDC**). The key to success for many of these companies is having collaborative connections with partners and other manufacturers, and access to critical resources throughout the region.



Manufacturers can accomplish this through the GPTMC community. Members have access to a business directory of companies and organizations, interactive programs, discussion forum, regional events, and more. Get started with us today, or join 230+ other manufacturing entities at www.greatplainstmc.org.

Give Us A Follow!



GROWKS Program Available for Small Businesses

Kansas was awarded \$69 million through the U.S Dept. of Treasury's State Small Business Credit Initiative (SSBCI) to establish the GROWKS Loan and Equity Fund Programs. These programs are being administered by the NetWork Kansas staff and its partners.

The purpose of GROWKS is to expand capital access to underserved communities and populations, and target sectors such as advanced manufacturing, aerospace, distribution, food and agricultural, and technical services. Both of these programs will provide loans and equity investments that match private capital investment.

For more information about the programs and/or to apply, please visit www.growks.com, or contact NetWork Kansas directly at info@networkkansas.com to connect with a partner to get started.



Upcoming Partner Events

- 10/13 - CKMN in Salina
- 10/19 - Best Practices in Fabrication

View and sign up for more events at <https://greatplainsstmc.org/events>

Newly Established Office of Registered Apprenticeships

Through Executive Order #22-07, Governor Laura Kelly established the Office of Registered Apprenticeship within the Kansas Department of Commerce. This office will foster a workforce that gives workers the skills and experience required to meet the needs of businesses and industries in Kansas.

There are 212 recognized Apprenticeship programs in Kansas that include 3,396 participating Kansas residents.



The services of the Registered Apprenticeship Office includes:

- Evaluating, and reporting on the extent, quality, and impact of registered apprenticeships in Kansas
- Developing strategies to modernize the registered apprenticeship program to include additional industries such as healthcare, IT, agricultural manufacturing, and distribution and logistics
- Developing and advocating for registered apprenticeship program policies that place a special focus on veterans, women, people of color, those formerly incarcerated and others with barriers to successful employment

For more information and to attend the Office's informational "Dinner Bell Calls", visit

<https://www.kansascommerce.gov/workforce/kansasregisteredapprenticeship/>

Small Business R&D Acceleration Grant



The Kansas Department of Commerce (KDC) has announced a new program called the *Small Business Research and Development Acceleration Grant* to assist small businesses with advancing new products and/or services to commercialization.

Awardees of the program will partner with a higher education institutions in Kansas to complete the research and development work for the project. They will receive a 50/50 matching grant up to \$25,000 to use towards the technical assistance such as prototype development, testing, validation, supply chain/market analysis, manufacturing molds, materials, and development activity from the institution. The grant is available to registered businesses located in Kansas with 50 or fewer full-time employees (60% of the employees must be in Kansas). The company must also contribute \$1 of its own resources for every \$1 of the grant. Each business can only receive one award per state fiscal year. Additional awards must be for a different product or service.

The fall 2022 applications are due **October 17, 2022**. Grant awardees will be announced in November 2022. For more information and/or to apply, please visit

<https://www.kansascommerce.gov/rdaccelerationgrants/>

Celebrate Manufacturing Day in October



National Manufacturing Day is on October 7th this year! Manufacturers throughout the country will celebrate all month long by inspiring the next generation of the workforce by showing students, young adults, and parents what really happens behind the scenes and addressing common misconceptions about manufacturing.

Manufacturers typically open their doors to allow tours so that students and individuals can see how their operations work throughout the month. If a tour isn't available with your company there are several other ways that you can celebrate!

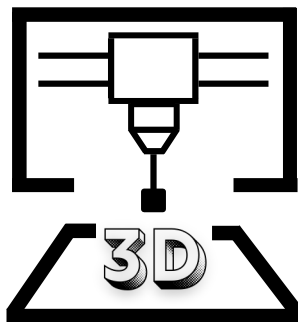
- Career Fair: Have several positions open? Invite community members to learn more about the company and apply!
- Visit Schools: The future of workforce starts with younger kids. Visit classes, create fun trivia questions, and explain how cool manufacturing is.
- Company Cookout: Honor the people who keep your company going! Plan a fun company day with a BBQ, games, and more.
- Interview an Employee: What do your employees enjoy most about their job? Share their feedback on social media or newsletters.
- Give Back To Your Community: Your community sees you when you see them. Give back by sponsoring a team or donating to an event.

For event resources, media kits, and more information about Manufacturing Day, please visit <https://greatplainstmc.org/manufacturing-day>.

Types of Additive Manufacturing - Blog

Did you know that there are different types of additive manufacturing processes? Each process has the same core technique - developing an object by adding or combining layers of materials - but a few aspects such as the material and technology being used makes each method different. As a 3D printing user, it is important to understand the difference between these categories so that you can successfully develop products for your company. The 7 categories include:

- **Sheet Lamination**
- **Material Jetting**
- **Material Extrusion**
- **Directed Energy Deposition**
- **Vat Photopolymerization**
- **Powder Bed Fusion**
- **Binder Jetting**



Read the rest of the blog [here](#) to learn more about each additive manufacturing process, the benefits and limitations, materials that are used, and how you can determine the best option for your company. If you have other questions about 3D printing, please contact the GPTMC at info@greatplainstmc.org.

Discussion Forum Topics

The GPTMC discussion forum allows you to ask questions or provide support to other members. Check out the latest question.

- AEM shared information about [how companies can prepare for the aging workforce](#). What is your company doing to prepare for this? Are the new employees able to retain all the information needed to take over a position?
- Share your thoughts at www.greatplainstmc.org/join-discussion-forum

See you at the Kansas Manufacturing Summit

Don't forget to sign up for the 6th annual Kansas Manufacturing Summit on October 13th in Mulvane, Kansas! This event brings manufacturers and industry leaders together to discuss issues and the future of manufacturing in the state. Sign up at <https://web.kansaschamber.org/events/2022-Kansas-Manufacturing-Summit-1107/details>

The GPTMC will have a booth set up at the Summit. Stop by to say hi and ask us questions! Hope to see you there!