FROM INSPIRATION TO PRODUCTION

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H. B. STRAND,

SAW MILL MACHINERY, FARM IMPLEMENTS

WAGONS AND BUGGIES.

Sekhome, W. T.

GREAT GREAT GREAT GRANDPA
Salient Technologies provides innovative product design and ideation for startups and leading brands that want to achieve a competitive edge in their marketplace.
OUR EXPERTISE

- Product Strategy
- Industrial Design, UX/UI
- Medical Direction
- 2D Drafting
- 3D Solid Modeling
- Renderings & Animations
- Prototyping Services
- Reverse Engineering & 3D Scanning
- Patent Illustrations
OUR FIELD 130-140 PRODUCTS/YEAR

- Consumer Goods
- Industrial & Agricultural
- Sporting Goods & Outdoor
- Medical
- Household
- Military / DoD / Research
- Technology & Hardware
- Toys & Games
SALIENT SUCCESS COMES FROM

• Healthy Process
• Intentional Growth
• Company Culture
• Focus on the End User
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HEAD TO HAND – REPEATABLE PROCESS

- Idea (head)
- Concept Design
  - Industrial Design
  - Virtual Design
  - Initial Functionality
- Prototype Development
  - Virtual Prototype
  - 3D Prototype
- Production Design/Support
  - Mass Production
  - Custom Additive Manufacturing
- Retail (hands)
INDUSTRIAL DESIGN

- Discover
  - Aesthetics
  - Ergonomics
  - Usability
  - Variation

- Explore Alternatives
- Brainstorm
VIRTUAL PROTOTYPE

• 3D CAD
  • Fully Defined
  • Test Interference
  • Mass Properties
  • Center of Gravity

• Stress Analysis
  (Simulation)

• Gain Approval
PHYSICAL PROTOTYPE

• Verify
  • Fit
  • Form
  • Function
  • Feel

“Design is not just what it looks like and feels like. Design is how it works.”
-Steve Jobs
PROTOTYPE

• Test the Market
  • Instant Feedback and Reaction

• Pre-Orders
  • Trade Show
  • CrowdFunding
  • Licensing
PROTOTYPE-OF-THE-YEAR
POPULAR SCIENCE

• Welding Helmet
• 3D Printing
• Casting
• Testing
PRODUCTION

• Our final deliverable is a set of instructions on how to build our design
  • Engineering Drawings
  • Dimensions
  • 3D Geometry
PRODUCTION

• Process Requirements
  • Injection Molding
  • Machining
  • Assembly
PRODUCTION

• Time to Market
  • Shortened Design Cycle
  • Stay Ahead of Competition
  • Don’t Miss the Window
SALIENT SUCCESS COMES FROM

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INTENTIONAL GROWTH

• Sacrifice For What Matters
• Go Back to School
• 5-year Growth Plan
• Systems
• What types of Projects
  • Passion
  • Profit
  • Play / Have FUN
INTENTIONAL GROWTH-SYSTEMS

Projects

View
- Grid View
- List View

Show
- Everything
- Project State: Active Projects
- Project Type: All
- Client: All
- Tag: All

Project Name | Client | Project Type
--- | --- | ---
Salient Marketing |  | 
Salient Meetings & Proje... |  | 
Salient Reimbursements ... |  | 
Salient Project Proposal ... |  | 
Salient IT & Shop |  | 
Salient Govt Project Proc... |  | 

Add Project
INTENTIONAL GROWTH - BE SELECTIVE

• Surround Yourself with People Who Are SMARTER Than You
• Hire the Holes
• Take Projects You LOVE
SALIENT SUCCESS COMES FROM

• Healthy Process
• Intentional Growth
• Company Culture
• Focus on the End User
Let’s do what we love to do

Company Culture
Safe Place to Fail

Company Culture
WORK IN MONTANA TO... LIVE IN MONTANA
Company Culture

What is a Maker?

• 100 years ago
  • Before the industrial revolution
  • Before mass production
  • Everyone was a
    • Tinker
    • Crafter
    • Weekend warrior
    • Actually made things
    • Looked at the world differently

It is in our DNA
Opposite of a Maker is a Consumer
NASA VALVE

• Big Challenge
• Testing Complex Geometries
• Pushing Boundaries with Accelerated Discovery
MAKER PERSPECTIVE

SET YOUR OWN PATH → FULLY CUSTOM RAIL

DIFFERENT EVERY TIME
SALIENT SUCCESS COMES FROM

• Healthy Process
• Intentional Growth
• Company Culture
• Focus on the End User
DESIGN FOR THE USER
(UI/UX)
DESIGN AROUND THE USER
SALIENT SUCCESS COMES FROM

The *Proven*
*Formula* for
*SUCCESS*
at *ANYTHING*
Thank you!

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