



Technology partners found to move idea forward

The Problem/Need

Can-Do National Tape Company, a custom tape fabricator and distributor, worked with the University of Tennessee Center for Industrial Services to develop new product ideas. One of the ideas was a wearable medical device that used Can-Do's tape fabrication capabilities but required additional sensor technology to make it functional. Because Can-Do was not a product development company, they needed a technology development partner to help move the concept forward.

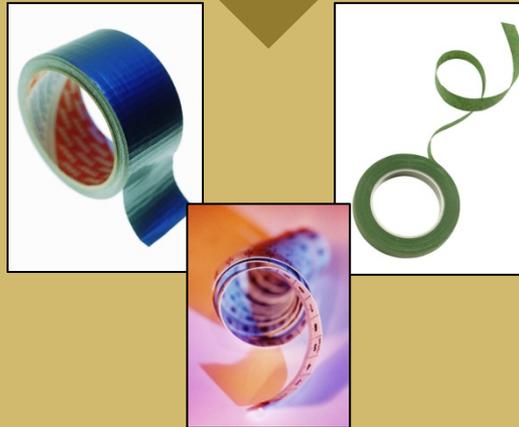


Project Outcomes

- Identified potential solutions and contract research partners; sought bids from partners and SBIR funding.
- Found and vetted three potential R&D partners with ties to several potential markets.
- Uncovered another opportunity: one potential partner had a boat repair technology and was looking for a tape distributor.
- Discussed partnership agreement and SBIR funding.

Key Requirements

- Sensing material that will change color when detecting target condition.
- Easily incorporated into tape medium.
- Cost effective and environmentally friendly for disposable use.
- Weather-resistant to last the requisite period of use.
- Made by a firm that is willing to partner on co-development of the product.



Project Impact

- As a result of this project, Can-Do:
- Found three potential partners that could help them develop the product.
 - Identified a potential market that could double to triple their sales volume.
 - Created new intellectual property that could be patented.
 - Discussed another new product opportunity with a partner company.
 - Decided to cancel the project because it was not in line with Can-Do's strategic direction.

"Although we ultimately decided not to move forward with this product idea, the idea had merit and did not exist in the market. Working with CIS helped us to find the right technology partners to make this idea into a product."
– Rick Winkel, Can-Do National Tape Company