



# Montie Design

We build products.

## Statement of Capabilities

2013



- Montie Design (NC Corporation)
- Product Development & Prototyping Firm Shop.
- Morrisville, NC (5 Min South of RDU Airport) and Spring Creek, NC.
- Available Now to Design, Engineer and Build Prototypes.
- Utilizing our staff of Mechanical Engineers, Industrial Designers and Machinists.

### Summary

Montie Design provides concept-to-marketplace product commercialization and product development services. Working as partners to our clients, we integrate mechanical engineering and industrial design to bring about products that balance performance, aesthetics, and cost. We can also make your prototype in our machine shop and build your production units in our Spring Creek, NC facility.

Call today - we are your on-demand engineering and prototyping team!



## Mission Statement

Our mission has four guide posts:

**Design great products** that improve lives and accomplish the mission of our client.

**Teach** the next generation why and how to design great products.

**Provide** for Montie Design associates and contributors through quality inspired work at a reasonable profit.

**Inspire** a generation of citizen marksmen, outdoorsmen and defenders of family and the Constitution.

## Differentiators

Montie Design has the capabilities of a traditional design firm with mechanical engineering, industrial design and prototyping capabilities.


Quick-Turn Manufacturing of Custom Products – Our experience with the Montie Gear line gives us a unique perspective and the capabilities of a small manufacturer, allowing us to go beyond just building prototypes and into the realm of doing very specialized, quick turn manufacturing of custom products.


Experience Designing Small Arms Accessories – We have several contributors with a variety of experience designing accessories for clients and for our Montie Gear line or products. Our enjoyment of the shooting sports translates to enthusiasm for designing great small arms products and accessories.

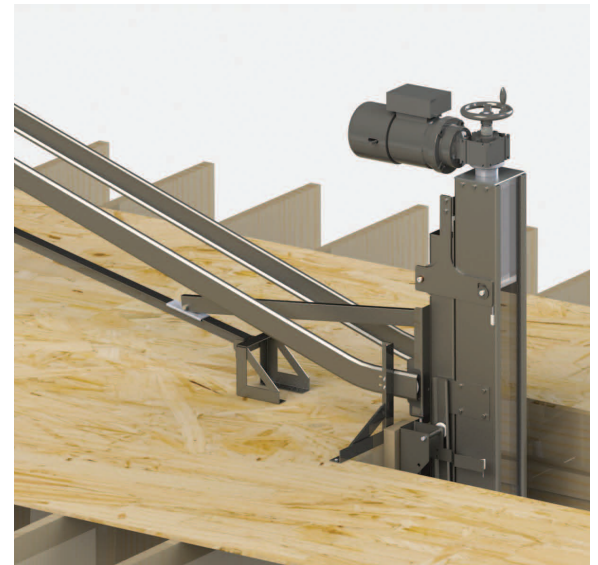
## Past Performance

Montie Design is new to the military space. Here are examples of successful commercial engagements:

 Rackmount Enclosures (High Reliability) - One of our major clients is market innovator Extreme Networks. Network World magazine ranked the Montie Design-engineered Extreme Networks BlackDiamond X8 as one of 12 “Hot Products” debuting at the May 2011 Interop IT Expo and Conference.

 Shooting and Outdoors Equipment - We are also the creators and manufacturers of Montie Gear firearms accessories. This line of products show cases the entire breadth of our capabilities, including our ability to identify a market need and work with the users to design and prototype a product that meets a targeted need in a simple way with a very robust product that performs very well in the field.

 Consumer Products – SGBLUE needed to take an industrial technology and convert it to an attractive, high-function air purifier in the consumer space. We took sketches from the industrial designer, specifications from the client and created a documented design that was easily transferred to the contract manufacturer.







# Extreme Networks Rackmount Chassis

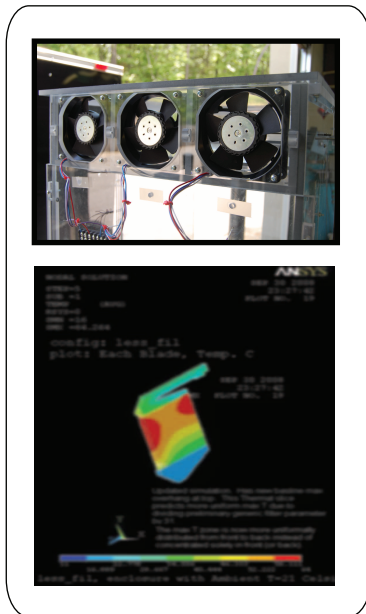


Industrial Design /  
Branding

Engineering / Airflow  
and Thermal Analysis

Tolerance Analysis

Manufacturing



Dimensions in mm

tolerance	variance
0.100	0.001111
0.120	0.001600
0.120	0.001600
0.120	0.001600



Designing a square box requires an ID team to create a design language based on the control of details, while fitting-in with a large portfolio of existing branded products. Our in-house ability to integrate engineering and ID from the very beginning helped drive two successful new product designs.

Ethernet switches are performance-oriented with an expectation for high reliability. Having mechanical engineering and analysis on the same team while using the ongoing thermal analysis as part of the design process, we were able to confirm the results through the use of a physical mockup.

The use of new OrthoDirect connectors in a radical configuration to provide extreme data throughout performance required a careful tolerance analysis to ensure a robust design. Our approach to tolerance analysis is now being promoted as an industry standard by the connector manufacturer.

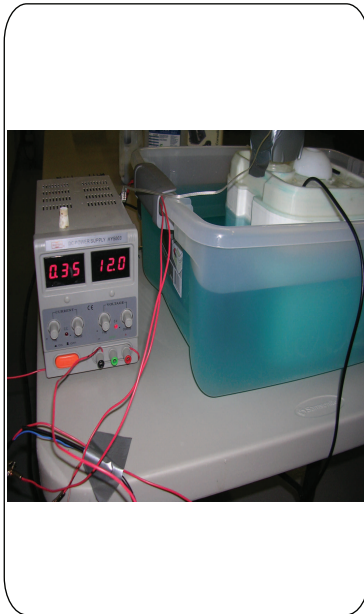
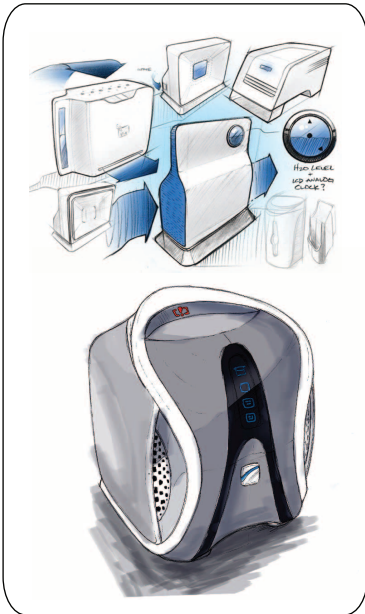
Our client is an international company with design and manufacturing teams spread across multiple continents. We quickly integrated with them to provide a mechanical solution on a highly compressed schedule resulting in a high return on their investment.



# sgblue Project Home Air Purifier



Worked with 3rd Party Industrial Designer	Engineering	Prototypes, Testing	Manufacturing
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Montie Design worked with a local industrial design firm to convert their sketch-based concepts into CAD models. The client had a strong vision for the look and customer experience of the device. Effective communication between the industrial designers and our engineering team allowed us to finish on time.

This product actively mixes air with an enzyme suspended in water. The complex outer shape required by the client presented significant challenges in creating a design that could be manufactured in high volumes while meeting the technical requirements of the moving water and air in the product.

This was the first consumer product by our customer, whose technology is well-proven on an industrial scale. Showing that the technology could function in a home environment required prototypes and careful testing while concurrently developing the production unit on a very tight schedule.

The aesthetic requirements and organic shaped parts pushed the boundaries of standard injection molding tooling processes. Keeping tooling cost low while meeting client aesthetic and technical performance requirements were an important part of this successful design.



# Montie Gear Outdoor Gear / Shooting Rest



Industrial Design & Prototype Testing

Brand Development

Test & Evaluation Driven Marketing

Domestic Production Using Local Vendors



HEIRLOOM QUALITY,



TROUBLESOME GAP TOUGH



“Every once in a while there is a design that is so simple; so apparent and so perfect, you ask, “Why didn’t I think of that?” Montie Designs X-Rest is one such design.”

Tactical Gear Magazine



Montie Gear started off as an institutional learning tool, quickly developing into a well-respected brand. The brand is all about rugged, locally made, well-designed products that perform amazingly well. This type of success is driven by an emphasis on ID, customer experience and testing from the beginning of the design process.

As the reputation of the Montie Design products grew, so did the need for a specific brand. The brand we have strived to develop has been a great way for Montie Design to express our unique corporate values in a very intimate way.

There is no better advertising than a referral. Montie Gear uses a custom developed program that identifies relevant media outlets, blogs and lead users. Opinion and thought leaders then write about the products. This approach has achieved substantial, organic sales growth with almost no advertising.

Buy Local is a strong trend in the US right now. Montie Gear leverages existing Montie Design vendors to manufacture high-quality, high-value products in a sustainable way. This approach creates a win/win/win situation for our local vendors, customers and Montie Gear.





# Successful Client Engagements



**epec**

ENGINEERED TECHNOLOGIES



# Professional Associations





**Company Profile**

Name: Montie Inc. dba Montie Design  
Address: 100 Dominion Dr., Suite 101  
Morrisville, NC 27560  
Phone: 919-481-1845  
Fax: 919-460-5929  
Email: info@montie.com  
Established: 2006  
Number of Facilities: 2  
Number of Employees: 6  
DUNS: 849019278  
CAGE Code: 5CPZ2  
Company Designations: Corporate Entity, Not Tax-Exempt, Small Business

**NAICS Codes Served**

541330 - Engineering Services  
541340 - Drafting Services  
541420 - Industrial Design Services  
541490 - Other Specialized Design Services  
541613 - Marketing Consulting Services  
541614 - Process, Physical Distribution, and Logistics Consulting Services



**Point of Contact:** Montie Roland, President  
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Mr. Roland is an accomplished practitioner and entrepreneur in the area of product design and manufacturing. Mr. Roland has 15 years' experience developing products in diverse market spaces, including industrial, commercial and military. Mr. Roland earned a B.S. in Mechanical Engineering from North Carolina State University and is President Emeritus of the Carolinas chapter of the Product Design Management Association; President of the RTP Product Development Guild; Founder and Host of the annual RTP Product Design Street Faire; and the past Eastern Co-Chair of the Industrial Design Society of America, Carolinas Chapter.