



How to ensure your key SME's survive...

The power of community engagement.





Our Core Product Offerings



- Specialized Equipment and Tooling
- Engineering Services
- Service and Maintenance
- Process Development



Our recipe for success



- Advisory board
- Diversification
- Nimble/agile – fail fast
- Fully engaged with community stakeholders & associations
- Tell your story...



Our Customers; Our Partners:



HONDA



SIEMENS





The POWER of PARTNERSHIPS





Energy



GE has played a large part in Steelworks Design's success.



With confidence in our abilities, GE is acting as a champion of our skills and expertise to other facilities around the globe.

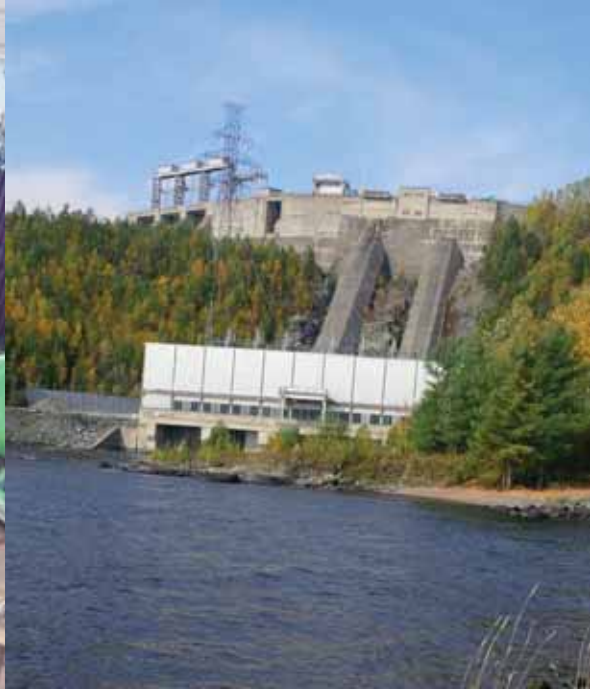
Successfully completing more than 150+ jobs across 5 different GE Branches across North America:

- GE Power Conversion
- GE Hitachi
- GE Research
- GE Oil & Gas
- GE Power & Water





Energy



Lower Notch Hydro Station Bar Pusher



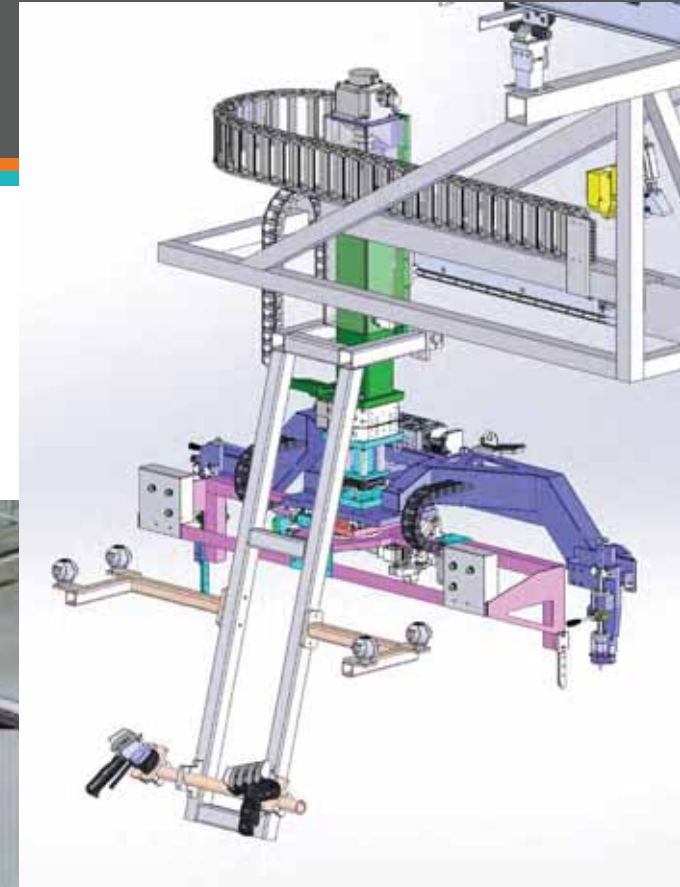
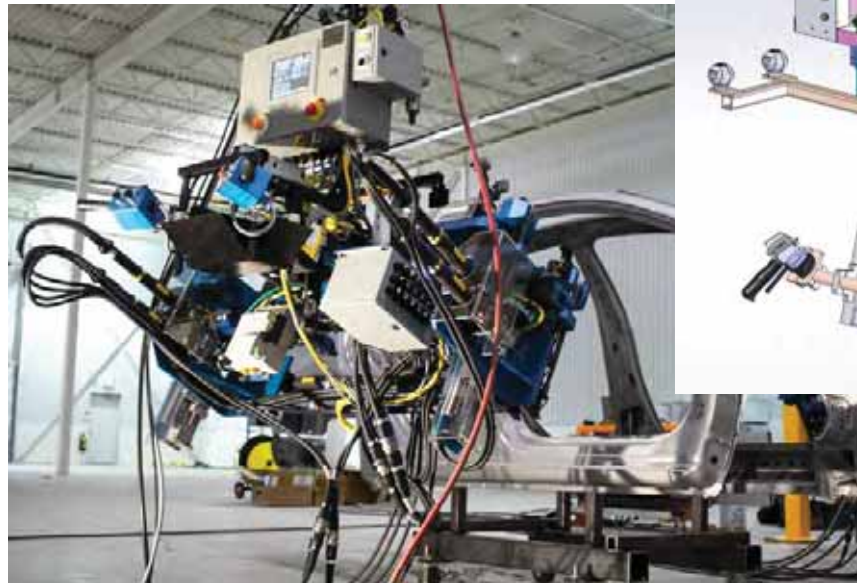
Automotive



Since 2002 Honda Canada has been a customer of Steelworks Design Inc.

Honda Indiana became a customer in 2013

Currently marketing to Honda Ohio, Alabama and Mexico





Automotive



TS Tech Trimont MFG is a Tier 1 Supplier of door panels to Honda MFG.



Steelworks Design assisted Mariposa Dairy with the development of a new goat cheese press system. This system went on to win the Premier's award for innovation.





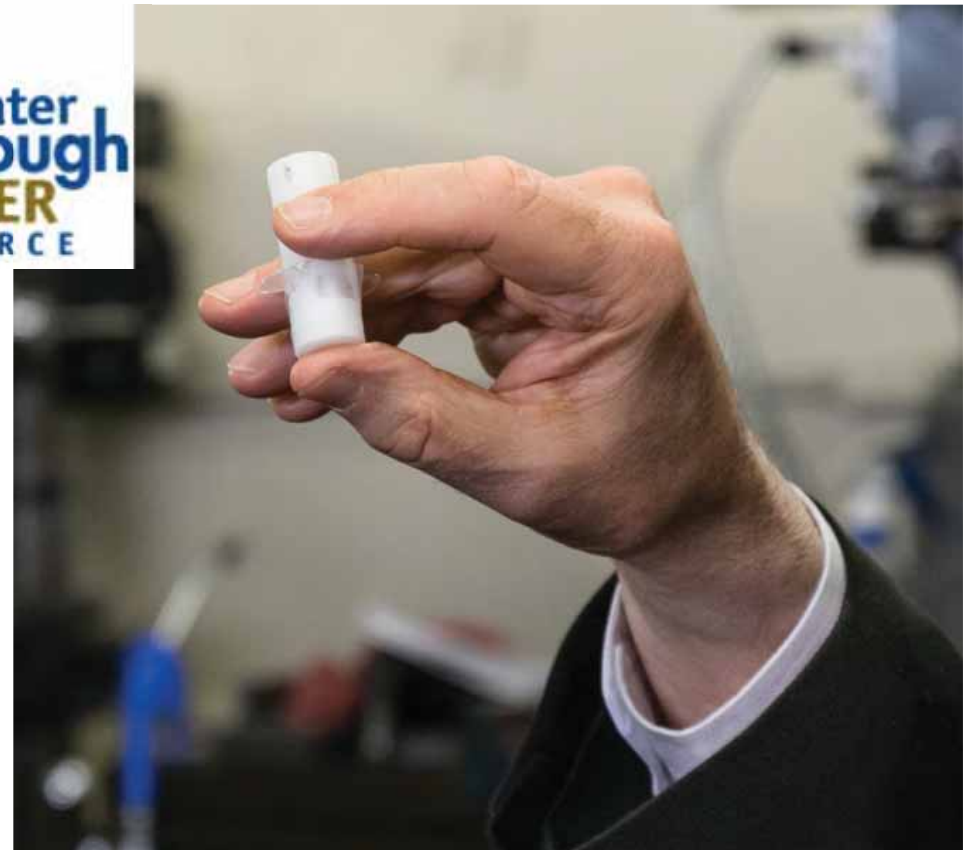
Process Development



PKA SoftTouch Corp.



Steelworks Design assisted PKA SoftTouch with the process development of a new insulin injection system. This system will reduce the pain diabetics face when having to use insulin, and bring the diabetics drug market into a new age.





Service and Maintenance

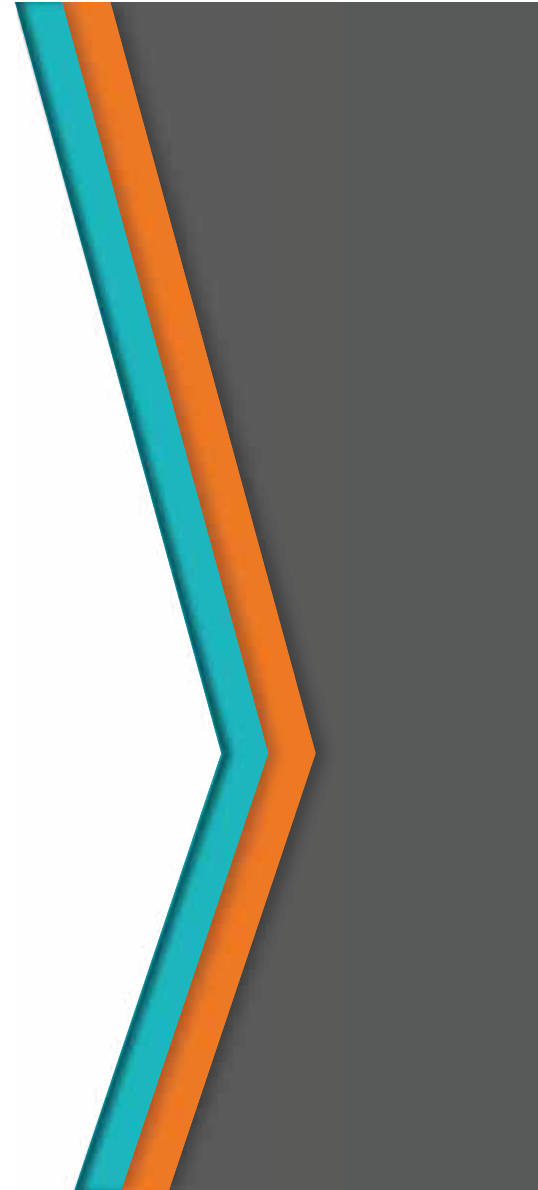


Offering customized service and maintenance contracts, as well as industrial construction to suit each companies needs. Steelworks Design's newest product offering is expected to become a large portion of sales as the offering grows and matures.



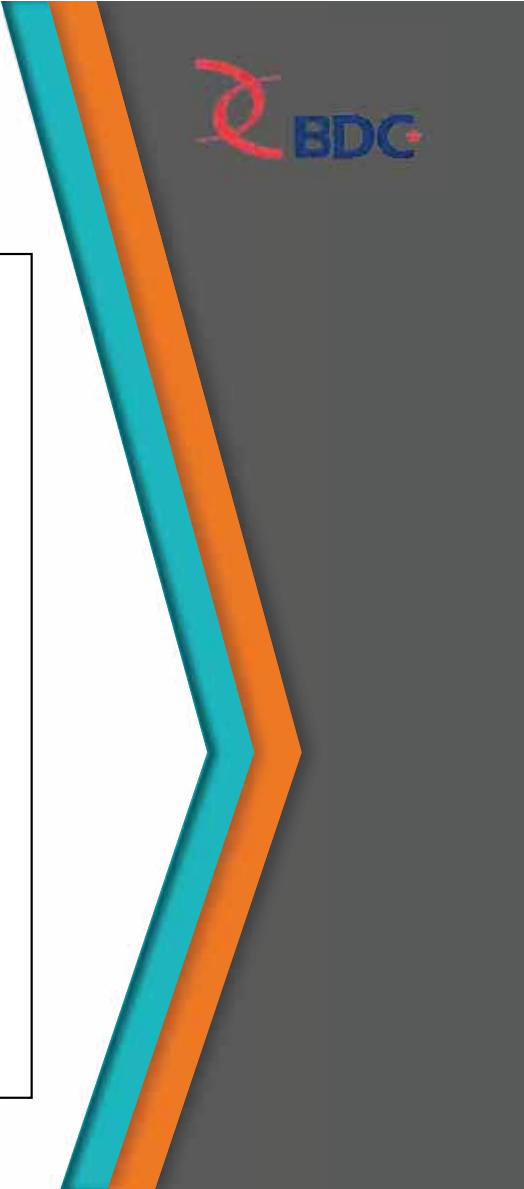
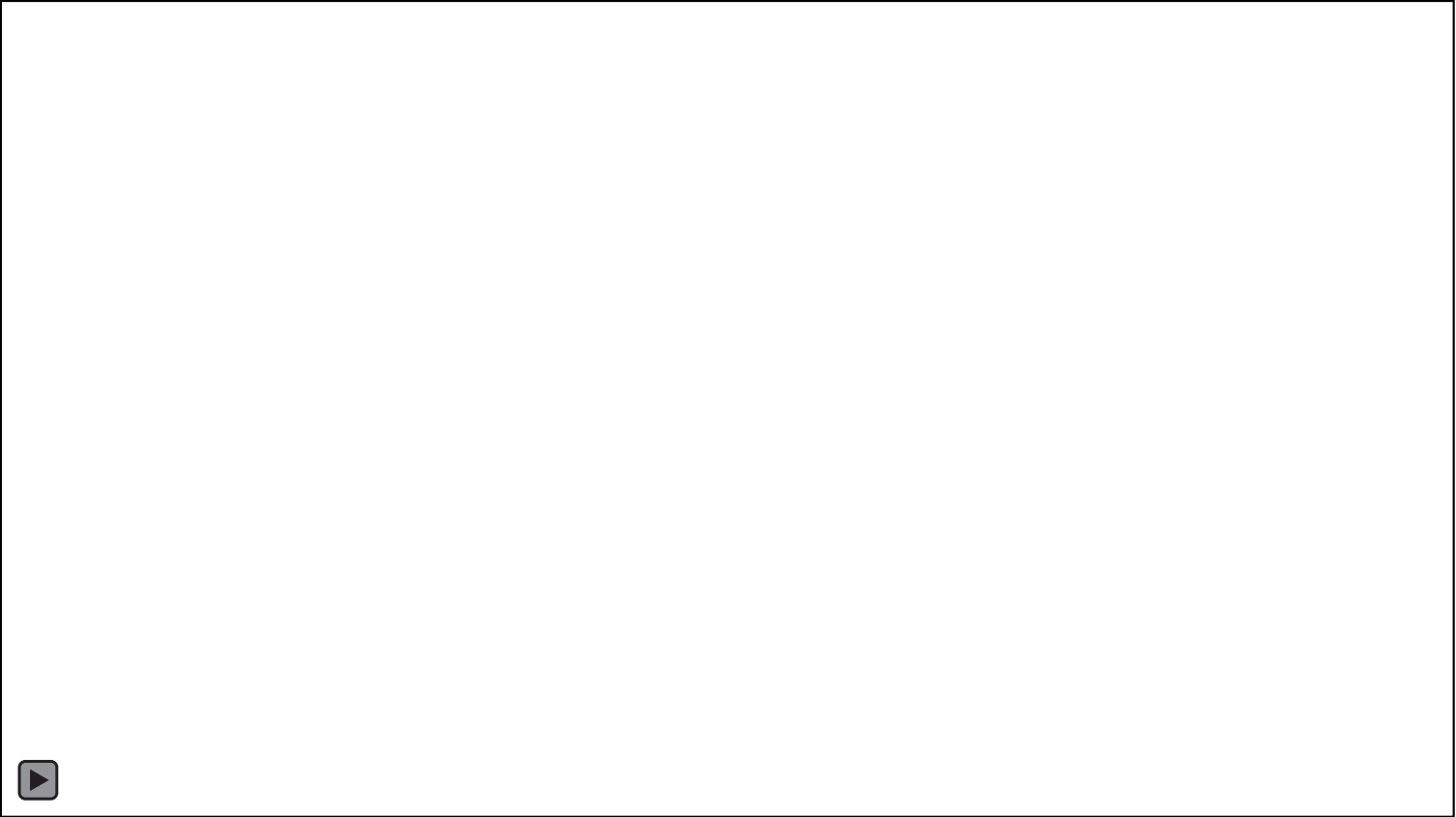


Key ingredient to our success...
our Advisors





BDC Video – SWD & Advisory Boards





Daniel Peloquin - CEO & Managing Partner - Daniel Peloquin Consultant
Former Country President – Schneider Electric Canada



Leading SWD in management mentorship, structural realignment, operational efficiency, overall professionalization and increased profitability.

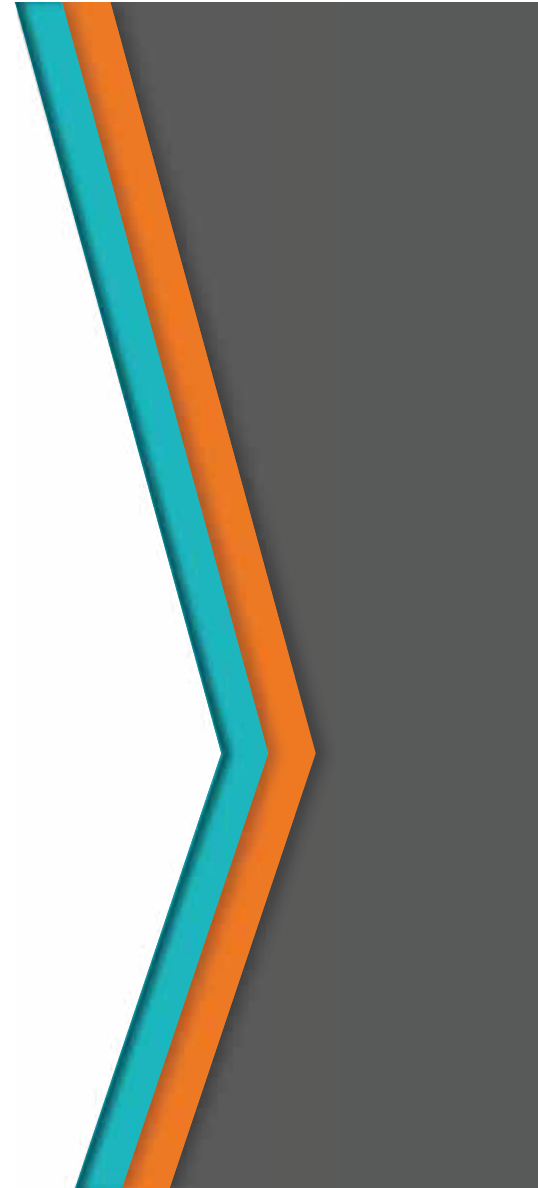




D. Gregory Walling - Managing Director - The Sullivan Group



Led SWD through financial restructuring after 2008 recession and currently leading SWD in raising capital, financial mentorship and increased profitability.





Growth through Export...

EXPORT SALES currently represent 50% of our business, with all historical export sales resulting from **domestic reputation.**

Our Sales have grown by 300% since leveraging the services and mentorship of MEDI, EDC and BDC

Looking forward, we want to focus our efforts on expanding our presence in foreign markets...





Community Support & Program Participation

Steelworks Design has actively participated in:

- AGS – Federal Growth pilot project
- EDC Mentorship Program
- NEBS – New Exporters to Border States
- TAP GTA – Trade Accelerator Program
- Toronto Board of Trade

- Federal Trade Mission to Netherlands to announce CETA (March 2014)
- Federal Trade Mission to China (November 2014)
- 2 CME Trade Missions to Washington, DC (2013 & 2015)
- GE/EDC led missions to Mexico (4 trips)
- Participation in Ontario Government Trade Show to Alberta Oil Sands



Community Support & Program Participation

Steelworks Design has actively participated in:

- Made in Peterborough campaign
- Peterborough Advanced Manufacturing Program
- Nuclear Energy supplier days
- Participation in Wisdom Exchange – MEDT

- IRAP grants – graduate engineers
- EODP – Community Futures grants for website development, training, etc.
- CME SMART
- Yves Landry – training
- Canada Jobs Grant – training in updated software and modelling techniques

If I have seen further, it is by standing
upon the shoulders of giants.

Sir Isaac Newton





How can you help your key SME's?

- Visit their facility and understand fully what they do, and what they need to grow in your community
- Connect the dots to all sources of funding: BDC, EDC, Community Futures, grants, etc
- Introduce the concept of Advisory Boards, and key community members that might fit with the companies growth objectives
- Introduce associations and network channels
- Invite SME's to take part in trade shows and trade missions
- Set up supplier days to connect multi-nationals to SME's
- Look at opportunities for mergers/acquisitions/partnerships
- Help SME's leverage relationships with academia (stay current with R&D etc)

- *Profile your SME's whenever possible... help tell the story.*



Our TEAM... Small town work ethic... Global Vision





Owners who are all in.

Passionate about building a company that is relevant to the future. Committed to building high value jobs and generating Canadian wealth.

"Together... great things are possible" ...

