# Dossier: MTI SYSTEMS, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,972,200.00

**Award Date:** 2024-07-05

**Branch:** SDA

## AI-Generated Intelligence Summary

**Company Overview:**

MTI Systems, Inc. specializes in cost estimating and process optimization software and services primarily targeting the defense, aerospace, and manufacturing industries. Their core mission is to empower organizations to make informed decisions by providing accurate cost predictions and identifying opportunities for process improvement. They aim to solve the problem of inaccurate or incomplete cost estimates that can lead to budget overruns, project delays, and reduced profitability. MTI Systems' unique value proposition lies in its focus on manufacturing cost estimation, integrating parametric and feature-based estimating methodologies with detailed process planning, allowing for granular and accurate cost predictions throughout the product lifecycle, from design to production. Their software allows users to model complex manufacturing processes and simulate the effects of different design choices and process parameters on overall cost.

**Technology Focus:**

* Costimator Software:\*\* A feature-based cost estimating software solution used to estimate the cost of manufactured parts and assemblies, covering a wide range of manufacturing processes including machining, fabrication, and assembly. Includes automated feature recognition and access to a database of manufacturing cost standards.
* MTI Cloud:\*\* A secure, cloud-based platform offering remote access to Costimator and related data, facilitating collaboration and data sharing among distributed teams.

**Recent Developments & Traction:**

* Partnership with AMT – The Association For Manufacturing Technology (October 2022):\*\* Collaborated with AMT to provide its members with access to Costimator software and training resources, aiming to improve cost estimation capabilities within the manufacturing community.
* New Release of Costimator Software (Ongoing):\*\* Continuously releases updates and enhancements to Costimator, focusing on improved accuracy, integration with other CAD/CAM/ERP systems, and expanded manufacturing process coverage. Example: Enhanced sheet metal capabilities reported in various industry publications during 2023.
* Expansion of Training Programs (Ongoing):\*\* MTI Systems has consistently increased its training program offerings, indicating a dedication to improving user knowledge and expertise in cost estimating.

**Leadership & Team:**

* David B. Christensen (President & CEO):\*\* Over 30 years of experience in manufacturing cost estimating and software development. Prior to MTI Systems, held positions in manufacturing and engineering.

**Competitive Landscape:**

* aPriori Technologies:\*\* aPriori is a direct competitor, offering a similar platform focused on manufacturing cost estimation. MTI differentiates itself with its emphasis on detailed process planning within Costimator, as well as a larger existing customer base in the aerospace and defense industries.
* Siemens (through Teamcenter product):\*\* Siemens offers cost management functionality as part of its broader PLM software suite. MTI offers a more specialized and in-depth approach specifically tailored for manufacturing cost estimation, while Siemens is broader.

**Sources:**

* [https://www.mtisystems.com/](https://www.mtisystems.com/)
* [https://www.thefabricator.com/thefabricator/news/software/mti-systems-now-an-amt-partner](https://www.thefabricator.com/thefabricator/news/software/mti-systems-now-an-amt-partner)
* [https://www.thomasnet.com/profile/120909/mti-systems-inc.html](https://www.thomasnet.com/profile/120909/mti-systems-inc.html)