

THE GMCI SOLUTION

Imaging Systems Technology, Inc.

Design engineering for "smarter" highways

Imaging Systems Technology, Inc. (IST) knows the benefits of collaboration in business. The Toledo, Ohio electrical engineering firm often partners with other small companies in the Edison Industrial Systems Center (EISC) to solve manufacturing problems. But when GMCI's Dan Mason introduced the firm to GSYS Corporation, a Cleveland-based applied R&D company, IST president Carol Wedding never imagined that their teaming arrangement would lead to mutual recognition and a product that could save millions of lives. IST and its partner GSYS are working with NASA Glenn to design and market a "smart highway" collision avoidance system that can detect obstructions in a tractor trailer's blind spots.

The Challenge

GSYS president Christopher Adams had invented and patented a collision avoidance system known as the CoverHaul 18ä. The product utilizes the pre-existing trailer wiring as a means of powerline communication. This multiplexing technology allows for the exchange of power and data between the tractor trailer via the standard electrical connector. IST was a specialist in designing sensors for bumper systems. "GSYS had the concept and the intellectual property, and we had the development capabilities," said IST's Wedding. Together, the two technologies have the potential of saving millions of lives on the nation's highways.

GMCI Advantage

IST and GSYS teamed as one of the five winners of the first GMCI Commercialization Assistance Awards. IST and GSYS used the assistance funds to develop a prototype of the CoverHaulä for field tests and to solidify their relationship with an industry leader. "The most helpful thing we've gotten from being a Garrett Morgan company was being introduced to GSYS," said Wedding. "Based on the commercialization grant we received, we have visited three potential heavy hitter industry leaders who are interested in our system, and we're looking at more." Shortly after the GMCI award, IST was bestowed with the 1999 Emerging Technology Award by the Ohio Department of Development's Thomas Edison Program, which honors small, technology-based companies.



Selected Dividends

- Named a winner of a GMCI Commercialization Assistance Award.
- Commercialization 'indicators' training with service provider Dawnbreaker assisted in developing short and long range plan.
- Selected as the 1999 Edison Emerging Technology Award Winner.
- Introduced to GSYS, a high-tech firm to aid in new product development.

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