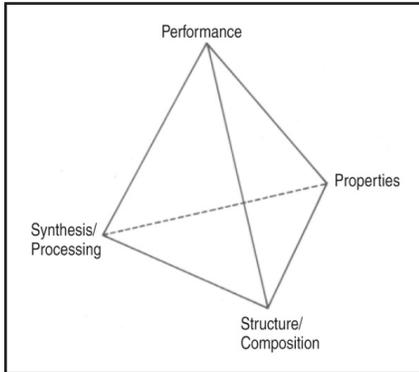


# Materials Outovation® Practice at Edgewater Capital



**Materials Outovation®** Practice of ECP focuses on businesses whose core theme for growth relies on leveraging the *composition, structure, properties, and processing* of materials to provide **customized performance** in a material or a component for a specific application.

Material families of interest include metal, alloys, ceramics, glasses, polymers, composites, adhesives, coatings, cements, concrete, and others.

Phrases such as **“mission critical”, “enabling”, “high performance”**, among others are often used to describe the materials and components produced by companies in this practice.

Examples of Edgewater portfolio companies leveraging different sides of the materials tetrahedron:

- FMI relies on 3-d weaving (structure and processing) of carbon fiber to produce composites with isotropic properties.
- Pure Wafer conducts processing operations to restore the properties of damaged silicon wafers.
- TRITEC adjusts the chemistry and processing of PTFE materials to enhance seal properties.
- DanChem adjusts the chemistry and processing of chemicals.

Our portfolio companies often utilize a **customer co-development model** – listening carefully to the critical needs of the customer and then customizing solutions to address these needs. Highly engaged application engineering teams continually collaborate with materials experts delivering innovations in materials composition, processing, structure with the multi-functional properties demanded by the end customer.

**Materials Outovation®** refers to the systematic process of looking “outside” the organization (at suppliers, consultants, other companies, customers, universities, experts, startups) to find ways of triggering innovation “inside” the organization for new markets, new applications, new customers and new technology – all of which enhances highly profitable growth. The professional networks of our operating partners provide a rich source for industry specific contacts.

The practice aspires to instill in each portfolio company world class business tools including environmental health and safety conscious culture, a lean operational culture inspired by the Toyota Production System and a streamlined supply chain – all in a spirit of continuous improvement, set in a backdrop of highly professional governance practices (adopted from the NACD guidelines).

We encourage a transparent open culture, emphasizing management team and employee empowerment including continually investing in the development of our people.

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## References

<sup>1</sup> <https://www.youtube.com/watch?v=4hypF0T0Kd8>