



Profile:

LEKTRON was founded in 1975 as a specialty lighting consultancy / distributor; in 1995 became Lektron LED Technologies. LEKTRON has produced LED lighting solutions for some of the largest companies in America including numerous Fortune 100/500 companies as well as many regional and local entities. LEKTRON now has over 55 million LED's in service worldwide and have over 11 years of experience helping clients illuminate their businesses with LED's.

Problem:

When a hurricane in the Houston area knocked out a crucial supplier, Lektron Inc. scrambled to salvage a high-profile bid for the State of Oklahoma, worth more than \$1 million. They were on a tight timeline to complete the project because a supplier had dropped out. They needed a fixture to be designed and manufactured in a week.

Solution:

With a tough timeline and a million-dollar bid on the line, Lektron turned to EngATech with high expectations to deliver the designs. "I went through 3D SolidWorks training with EngATech, so I knew they had some quality personnel there. We were pretty demanding in the timelines and how the final products would work. EngATech was able to roll with the punches as even the design ideas were changing to accommodate the short timeline."

EngATech utilized the latest in 3D communication, such as remote visual login technology and SolidWorks eDrawings® to give Lektron immediate access to the design process, enabling them to meet the constrained timeline.

EngATech's philosophies in client communications resulted in drawings delivered right on schedule for Lektron's metal fabricator to build the fixtures. "We were able to submit the completed fixtures with our bid, and we ended up being the low bidder on the project. "EngATech worked well with us, they were able to accomplish all our goals and the final product looked really good. Given the timeline, they did an excellent job."

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"There's no way we could have even bid for this project without EngATech's help."

Gordon Gray
Electrical Engineer