

The client

Our client is a global electronic device manufacturer who is continuously developing a pipeline of new products. Some of these devices contain heating system that are designed to operate at high temperatures of around 200-300°C. One of the main challenges the client faces with their current heater design is the limitation to control heating effectively across the device. The client would like to prototype a new heater design where the heater can be divided into 3 or more sections so that each section can be heated up independently, to the temperatures needed at different periods of time.

The search

The client is actively searching for partners with capability to design heaters with multiple zone temperature control that need to be flexible and integrated to allow for precise thermal management at each section. All forms of heating are of interest (i.e. infrared, microwave, resistive, induction, etc).

Any heater designs would need to meet the following technical characteristics: -

- Diameter < 10mm
- Length < 50mm
- Energy < 1100J
- Power < 50W
- Voltage < 5V
- Capable of fast ramp up rate

Potential solutions of interest could come from the following industries: -

- Microheaters
- Printed / flexible heating elements for consumer applications
- Domestic and / or commercial / scientific heating appliances
- Igniters in automotive or gas furnaces, water heaters, boilers
- Processing industries – food, pharmaceutical, ceramic manufacture, etc

Potential partners would need to be able to demonstrate that they have the expertise and know-how to assist the client with the multiple section heater design. This could be via case studies, proof-of-concepts, technical specification of similar heater products, etc.

What the client can offer

Our client continually invests in product development to ensure their products remain at the forefront of technical performance. They have an established customer base with global R&D facilities and is actively searching for partners to support their product development efforts. The client already offers a wide range of products to worldwide markets and therefore this represents an excellent business opportunity for existing and new technology partners.

Please provide details of any potential technology partner or service provider to Diane Kolonko via diane@strategicallies.co.uk