



# On-Point Defense Technologies

## Panhandle Defense Company Looks to Expand Operations

### Company Profile

Founded in Fort Walton Beach in 2012, On-Point Defense Technologies is a veteran-owned small business. Their work supports the Department of Defense and other defense companies by designing, developing, integrating, and testing commercial and defense products.

### Situation

To meet an increased demand for products, On-Point Defense Technologies' senior management team sought to expand operations in Okaloosa County. With only half of the \$180,000 working capital needed for expansion, the company pursued funding from manufacturing-friendly banks, angel investors, venture capitalists, and manufacturing research grants.

### Solution

On-Point Defense Technologies management contacted FloridaMakes for assistance. With help from the FloridaMakes business advisor, the company applied for a Recruitment Retention Expansion Grant from the University of West Florida and received \$85,950 in funding. A strong partnership with the Northwest Florida Manufacturers Council, FloridaMakes, and UWF made this project possible. Additionally, the UWF Haas Center for Business Research & Economic Development provided research to aid in the company's strategic decisions.

### Results:

- \$7 million in increased and/or retained sales
- 27 increased and/or retained jobs
- \$85,950 in cost savings

### Testimonial

"The NWFMC FloridaMakes business advisors and the UWF Haas Center for Business Research & Economic Development invested in our local business to help us grow. Now we want to promote the NWFMC FloridaMakes business advisors and the UWF Haas Center for Business Research & Economic Development to other manufacturers in the Florida Panhandle to help with any challenges they may face. We can all prosper together and grow our community," said Keith Driver, President of On-Point Defense Technologies.