

ConexSmart

Where Quality, Timing, and Trust Unite

How you do anything is how you do everything. From its very inception, this has been the guiding principle for ConexSmart.

The Veteran-Owned Small Business specializes in manufacturing wire harnesses, unmanned aerial systems and aircraft modification services.

As a premier manufacturing solution provider, ConexSmart brings customers' engineering visions to life. It maintains a sharp eye from the beginning of a customer interaction, which aids in comprehending intricate drawings and intuitively identifying areas that require attention.

"Our Veterans, who comprise around one-third of our team, add a unique dimension to our expertise. Their military insights give us a profound understanding of the products' real-world implications," says Keith Vierela, CEO of ConexSmart.

This intimate understanding empowers the team to formulate solutions that are pragmatic, streamlined, and aligned with the dynamic needs of the customer.

ConexSmart doesn't stop at meeting customers' specific engineering requirements. It goes a step further and identifies discrepancies and pinpoints elements that might not align with specifications. As significant portions of the projects undertaken by the company are mission-critical and time-sensitive, emphasis is placed on meeting deadlines rather than focusing solely on financial considerations. For instance, if the client encounters a component with a lengthy production lead time, ConexSmart can propose an equal alternative that could be produced swiftly, albeit sometimes at a higher cost. This helps the customer make an informed decision around risk management and prioritize time efficiency over cost savings.

All this is possible because of ConexSmart's novel strategy for onboarding new clients. When clients submit a request



Keith Vierela,
CEO

for a quote, the company employs integrated software solutions, such as a comprehensive ERP, that swiftly engages with its primary suppliers via API connections. As a result, up to 90 percent of the required parts for a substantial quote can be gathered within hours, a task that might take others a week. Subsequently, it focuses on acquiring the remaining 10 percent of more challenging-to-obtain components, streamlining the process.



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Making the engineering changes required on aircraft during field testing is simplified with ConexSmart. Instead of pausing the testing, returning the harness to the production facility for reworking,

and then waiting for its return, clients have a better alternative with its Responsive and Mobile On-Site Assistance (RAMONA). The solution empowers ConexSmart's team to construct harnesses on-site in real-time, making immediate changes as required. This has proven invaluable in scenarios ranging from first-article production to modifying aircraft for specific missions, even in the case of a supersonic test aircraft.

In one instance, the company encountered a client with a sizable in-house wire harness manufacturing capability. However, the client needed a solution to meet their deadlines due to time-sensitive programs facing delays. They engaged ConexSmart's services to manufacture 4,000 harnesses within a year. This partnership effectively provided surge capacity, allowing the client to respond to the urgent demands of their customers, particularly those serving the warfighter. This highlights the company's ability to react swiftly to time-critical requirements and facilitate the timely delivery of crucial products.

"We distinguish ourselves as the most cost effective yet most valuable wire harness and manufacturing partner. While our pricing might not appear the lowest on paper, our overarching commitment to quality and on-time delivery is where the cost savings truly materialize," says Kristen Hitner, Chief Marketing Officer of ConexSmart.

Departing from the traditional adage that limits options to two out of three factors—cost-effectiveness, quality, and speed—ConexSmart stands apart by delivering all three concurrently. Its connection to the mission at hand underscores its distinctive cultural orientation. Unlike scenarios where products cater to personal or leisure needs, its products directly serve those on the frontlines, saving lives and contributing to operation success. **CR**