

ROBERT A. FOISIE innovate@wpi.edu SCHOOL OF BUSINESS



V.H. Blackinton & Co., Inc., 221 John L. Dietsch Boulevard P.O. BOX 1300 Attleboro Falls, MA 02763 P.800-699-4436

Manufacturing began at V. H. Blackinton, headquartered in Attleboro Falls Massachusetts, prior to the US Civil War. The company is the largest manufacturer of badges and insignia for police, fire, security and public safety including the ATF, TSA, Secret Service, CIA, and FBI in the USA.

V.H, Blackinton is a world leader in security badge technology. Recent products introduced by the company include a patent for incorporating RFID components in a badge which has been sold multiple hundreds of thousands of RFID badges worldwide.



The company is in the process of integrating a wearable body-cam into its product line. WPI students are assisting by providing market research, electrical engineering, manufacturing methods and development of prototypes.

The company needs 4 engineers to work as a team consisting of 2 graduate & 2 undergraduate students, to work about 10 hours each week. Most of the work may be done on campus after an initial meeting at the company. Weekly reports and a summary presentation are required at the end of the project. The project may be extended at the discretion of the company.

Electrical & Computer Engineering Majors – Bluetooth, cell phone integration, power source, camera lens design, sourcing of commercially available components and exiting patents

Mechanical, Materials and Manufacturing Engineering Majors – lenses, assist in defining costs, sources of supply, manufacturing and fabrication methods.

Business, MBA, Marketing and Entrepreneurship Majors – market research, review public data regarding bodycam adoption, identify current market participants and their product offerings, survey local based law enforcement

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The project timeline begins in January and should be completed before mid-April 2016. Students will be selected by a brief interview process with the company and should have the following qualifications.

> You should be able to describe why you would be a good match for this paid consulting assignment.

ECE/ME/MTE/MFE Students

- 1. Interest in the Project
- 2. **Engineering Acuity**
- Basic Research and Organizational Skills 3.
- Ability to do Internet, Phone, and other basic Searches 4.
- Knowledge of basic Manufacturing Processes. 5.
- 6. **Presentation Skills**
- 7. Availability Minimum 10 Hrs./Week

MG/MGE/ETR/MKT/MSM&I/MSOA&M/MBA Students:

- Interest in Project 1.
- 2. **Customer Interaction Skills**
- 3. Market Study Skills
- 4. Basic Research and Organizational Skills
- 5. Ability to do Internet, Phone, and other basic Searches
- 6. **Presentation Skills**
- 7. Availability Minimum 10 Hrs./Week

You will work in a team with the goal of providing actionable advice to the company.

If you are interested please email blackinton@wpi.edu and include a letter explaining why you are a good candidate for one of these positions.

> Undergraduates earn \$14 to \$18/hour. Initial estimate is 50 hours of work for each student.

Graduate/PhDs earn \$18 to \$22 per hour. Initial estimate is for 50 hours for each student.

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