

**District 10 Statistics**  
**The Honorable Michael Turner (R)**

**Success Story**  
**Innovative Weld Solutions Limited**

**460** Jobs Created/Retained

**31** Businesses Started

**\$10,350,575** Capital Infused

**3,986** Hours Counseled

**570** Clients Counseled

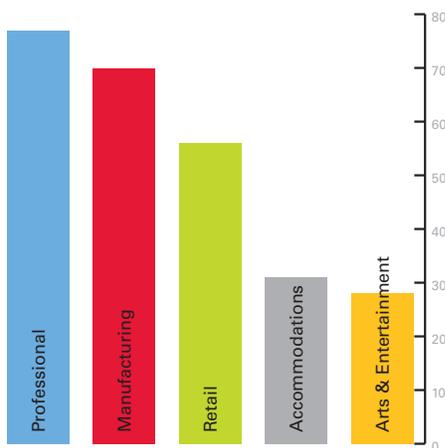
Dr. Anthony Ananthanarayanan is a leading authority on welding science. He has a doctorate in welding engineering, 20 years of experience working at companies such as General Motors and Delphi Corporation and has authored 25 welding patents. After leaving Delphi as Delphi Technical Fellow: Welding, he established his own company, Innovative Weld Solutions Limited (IWSL), to further develop his advanced welding techniques. He has no shortage of ideas and expertise and came to the Small Business Development Center (SBDC) at The Entrepreneurs Center in Dayton for help focusing his efforts.

Ananthanarayanan met with Certified Business Advisor® Pat Newcomb and they selected the top three areas that he could target. “She helped me focus on things that are possible now, that I can commercialize and implement,” says Ananthanarayanan. He attended a morning mentoring event where he pitched his technology and received feedback from a panel of business owners, marketing specialists and financial advisors. When Ananthanarayanan talks with individuals in his key potential markets he is now able to convey why his techniques are important instead of just what they are, thanks to his meetings with Newcomb.

Ananthanarayanan’s processes have produced aluminum structures twice as strong as anything else in the industry and welded lithium ion batteries of higher quality than previously possible. He continues to develop his techniques and reach out to markets which could benefit from them.

“Talk to people like Pat early on. The earlier you talk with them the more quickly you’ll get on the right track,” Ananthanarayanan advises.

Top 5 Businesses Started and Existing



**Small Business Development Centers**

**John R. Kasich**, Governor  
**David Goodman**, Director  
 Development Services Agency



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