

KSBDK Success Story 2011



Owners	Douglas Hodgens and Sean Reed
Nature of Business	Robotics Integrator
City	Wichita
County	Sedgwick
Phone	316 – 425-6050
Business Structure	LLC
Business Began	2009
Employees	4
KSBDK Consultant	Ken Elliott



“During our start up and along the way, the KSBDK has provided excellent resources that have helped us in planning and securing financial assistance. It has been an invaluable resource and will continue to be a part of our business as we build a quality company focused on people and innovation.”



Left to right: Sean Reed, Douglas Hodgens and Daniel Moya

www.AdvatecLLC.com

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Advatec, LLC, the premier provider of manufacturing robotics and robotic services in the Wichita Metro Area started as a dream of Doug Hodgens and Sean Reed in 2009. The business was based on their passion for American Manufacturing. For Doug and Sean, their love of robotic automation and the need for manufacturers to drive process improvements in a down economy was their driving factor to launch the business. Their strong faith, diverse backgrounds and combined 30+ years of industrial experience became their main strengths that they have been able to rely upon for their success.

The two contacted the KSBDK shortly after starting their business. They attended several of the free courses available through KSBDK and immediately starting working with Ken Elliott, their consultant. Ken advised them step-by-step through the development of their business plan and cash flow. Doug said, “There is no question that the KSBDK has played a key role in helping us launch a successful start up.”

“From the day we started this business, we have always believed that faith, family, hard work, customer relationships, quality components and service would be the key to our success.”

Starting a new business in the economic crisis of 2009 presented many challenges, especially when it comes to finance. The two were able to personally finance the first year of operational expenses. However, when it was time to expand and hire due to an increase in business, this young company was in need of financial assistance. Securing traditional financing with a start up business is very difficult, but the KSBDK was able to provide the necessary resources to assist in bridging this gap. “Ken had experience working with the South Central Kansas Economic Development District (SCKEDD), and we were able to secure the funding we needed to expand our business,” says Doug. With this funding they were able to hire the individuals they needed and were able to triple their gross sales from the previous year.

Having a solid business plan and understanding the financial impact of every decision you make is recommended by Doug and Sean. For small business start ups, a planned approach and cash flow are keys to success. Doug says, “understand the needs of your business and use the resources and services available at KSBDK to help drive your success story.”

Doug and Sean believe in people and providing an atmosphere that drives success. They want their employees to have a passion for the business and to be a part of the bigger picture. As Sean states with a smile, “there is nothing else we would rather be doing.”