



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**

NIST
National Institute of
Standards and Technology
U.S. Department of Commerce

Hollings Manufacturing Extension Partnership

Brian Lagas
NIST MEP Program Manager – E3



Vision

MEP is a catalyst for strengthening American manufacturing – accelerating its ongoing transformation into a more efficient and powerful engine of innovation driving economic growth and job creation.

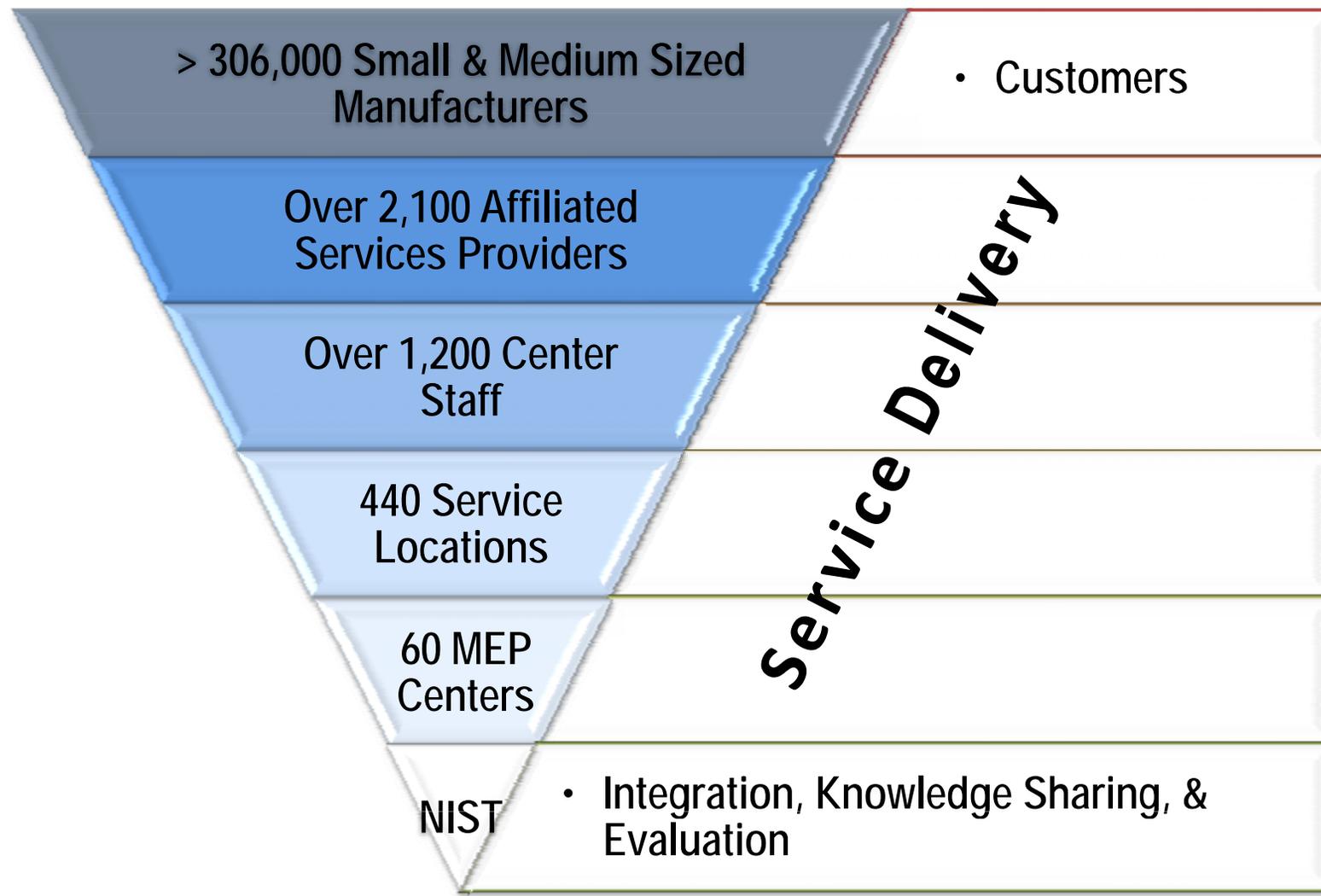
MEP Drives Innovation

by serving as a strategic advisor to promote business growth and connect manufacturers to public and private resources essential for increased competitiveness and profitability.

The MEP Program in Short . . .

- Program started in 1988, with at least one center in all 50 states by 1996
- 60 centers with 440 field locations
 - System wide, Non-Federal staff is over 1,200
 - Contracting with over 2,100 third party service providers
- Partnership Model – Federal/State/Industry
- MEP System budget ~ \$300M
 - 1/3 Federal, 2/3 State and Industry (fees for services)
- Program started because of “market failures” in terms of access to information, technical expertise and cost
- Emphasis on performance – program and center – measured based upon impact of center services on client firms

Partnering to Drive a National Program

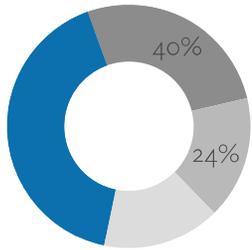
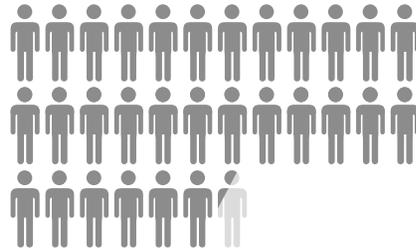


How Centers Work With Manufacturers

- **Initial contact** – group sessions, referral
 - **Assessment** – informal walk-through, detailed company analysis
 - **Identify** potential issues, define proposed project and approach for solving it
 - **Negotiate** with company and sign project contract with fee paid to center
 - **Project execution** – center staff, partner organization, and/or third party consultants
 - After completion, project follow-up by center to assure customer satisfaction and explore further project opportunities
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- Project impact data collected by contractor for NIST approximately 6 months after project completion

Client Impacts Resulting from MEP Services – FY 2013

30,131
Manufacturers served in FY2013

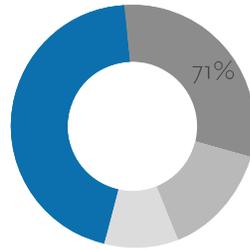


61% clients

chose to work with MEP because of the knowledge and expertise of Center Staff.

Other reports include:

- Cost of Services - 40%
- Fair Service - 24%
- Reputation - 23%



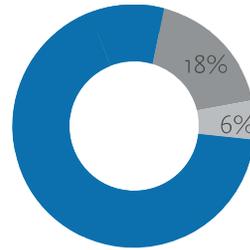
106% clients*

reported product innovation and growth opportunities are their biggest challenges.

Other challenges include:

- Cost Reduction - 71%
- Workforce - 35%
- Sustainability - 23%

**Note: percentages do not add to 100 since clients can select more than one factor.*



76% clients

are likely to recommend the center they worked with to other companies.

Based on a scale of 0-10, other scores include:

- Passive (7-8) - 18%
- Detractors (6-0) - 6%



JOBS RETAINED

43,914

Next Generation MEP Strategy

- Increasing manufacturers' capacity for innovation resulting in profitable sales growth is the overarching strategy for the MEP
- The approach is to provide a framework for manufacturers that:
 - Reduces bottom line expenses through lean, quality and other programs targeting plant efficiencies – which frees up capacity for business growth
 - Adds to top line sales through business growth services focused on the development of new sales, new markets, and new products

- Next Generation Strategies (NGS) – 5 key areas:

- Continuous Improvement
- Technology Acceleration
- Supply Chain
- Sustainability
- Workforce



SUSTAINABILITY

Helping manufacturers gain a competitive edge, maintain profitability and job creating growth while increasing energy efficiency and reducing environmental impacts



NEXT GENERATION STRATEGY

E3 - Economy, Energy, and Environment



- A coordinated federal and local technical assistance initiative among six U.S. federal agencies helping communities work with their manufacturing base to adapt and thrive in a new business era focused on sustainability
- To date, E3 efforts across the nation have identified:
 - \$35.2 Million in Lean Savings Identified
 - \$14.9 Million in Environmental Savings Identified
 - \$16.0 Million in Energy Savings Identified
- The E3 Framework is designed to be scalable and replicable

E3 - Economy, Energy, and Environment

- E3 provides manufacturers with customized, hands-on assessments of production processes to:
 - reduce energy consumption
 - minimize their carbon footprint
 - prevent pollution
 - increase productivity
 - drive innovation
- As a result, E3:
 - Helps foster a smarter and more efficient green workforce
 - Promotes sustainable manufacturing and growth through innovative technology
 - Improves the regional economy by retaining jobs in companies
 - Positions companies to be more globally competitive
 - Reduces environmental impacts while gaining a competitive advantage



“E3 is about much more than just saving the company money and energy. The impact reaches far beyond energy, dollars or the environment. It is about people and community”

Linda Jordan, UEMC

What Does E3 Deliver in Practice?

Support for Communities by Supporting Manufacturers:

1. Technical assistance to businesses
2. Post assessment recommendations
3. Implementation support
4. Training and continuous improvement support
5. Long-term engagement and problem-solving support
6. Connecting E3 to community priorities

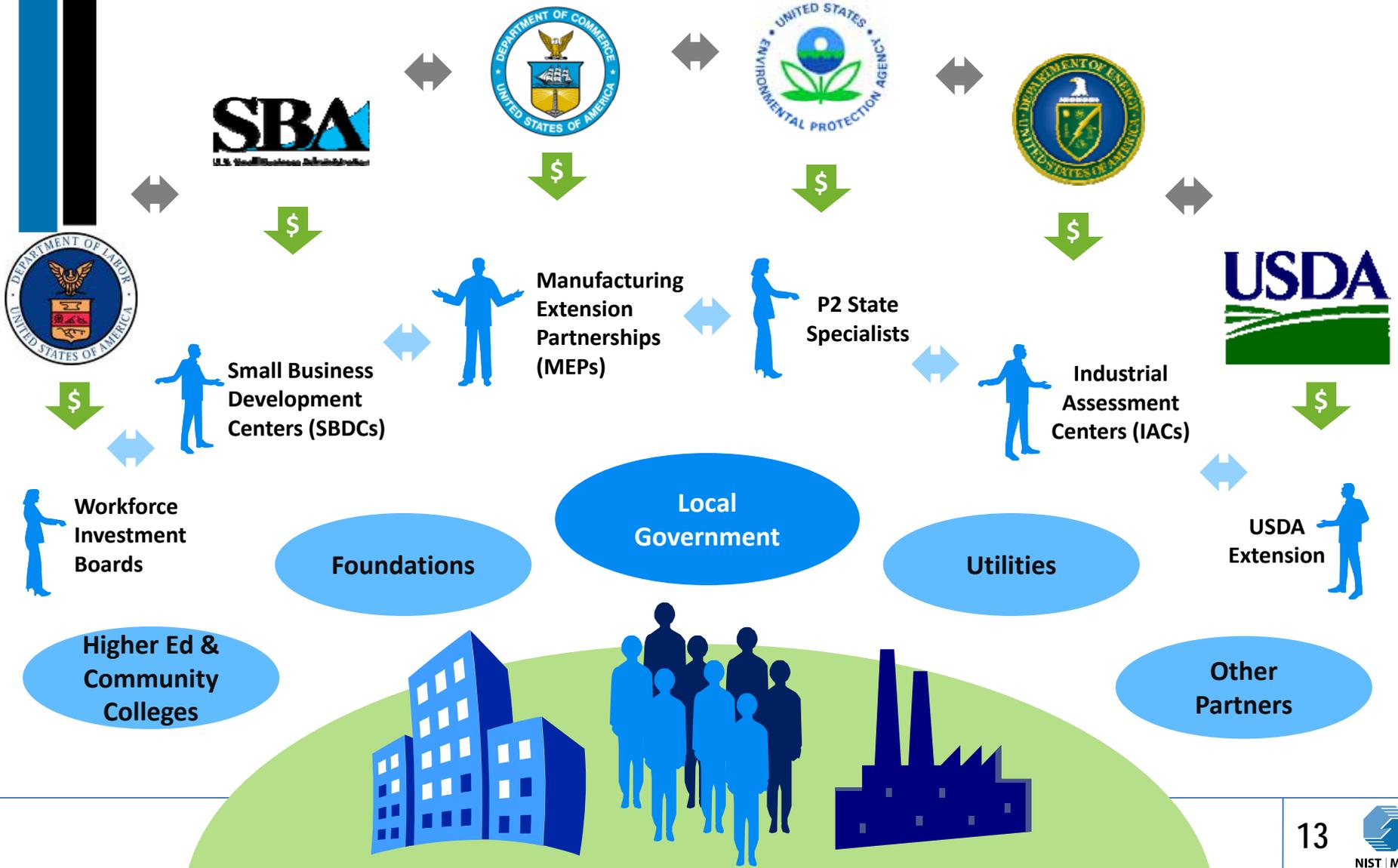


A Framework for Collaboration that connects initiatives, programs, projects, and stakeholders





How Does E3 Do This?



E3 Success Story In North Carolina: Besam Entrance Solutions



- 108 Improvement Opportunities Identified
 - - 88 Completed
 - - 15 In-Process
- \$250,000 Annualized Savings Realized
- Record production numbers
- Fewer injuries
- Improved worker satisfaction
- Community engagement



Manufacturing Day

In 2013, MFG DAY GREW TO 834 EVENTS NATIONWIDE.
Let's make MFGDAY 2014 even bigger!



The graphic features a dark blue border. In the top left corner, the words 'MFG DAY' are written in a bold, white, sans-serif font with a blue outline. To the right of this, the text 'SAVE THE DATE' is displayed in a large, dark grey, sans-serif font. Below this, 'MANUFACTURING DAY' is written in a smaller, blue, sans-serif font. The date '10.03.14' is prominently displayed in a large, orange, sans-serif font, flanked by horizontal lines. At the bottom center, there is an orange rectangular button with the white text 'Join the Movement!'. In the background, several grey gears of various sizes are scattered on the right side.

www.mfgday.com



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