



**MEP • MANUFACTURING  
EXTENSION PARTNERSHIP**

NATIONAL INSTITUTE OF  
STANDARDS AND TECHNOLOGY

# Commission for Environmental Cooperation (CEC) Sponsored Workshop on *Environmental Assistance Programs and Resources for Automotive OEMs and Suppliers*

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## *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.

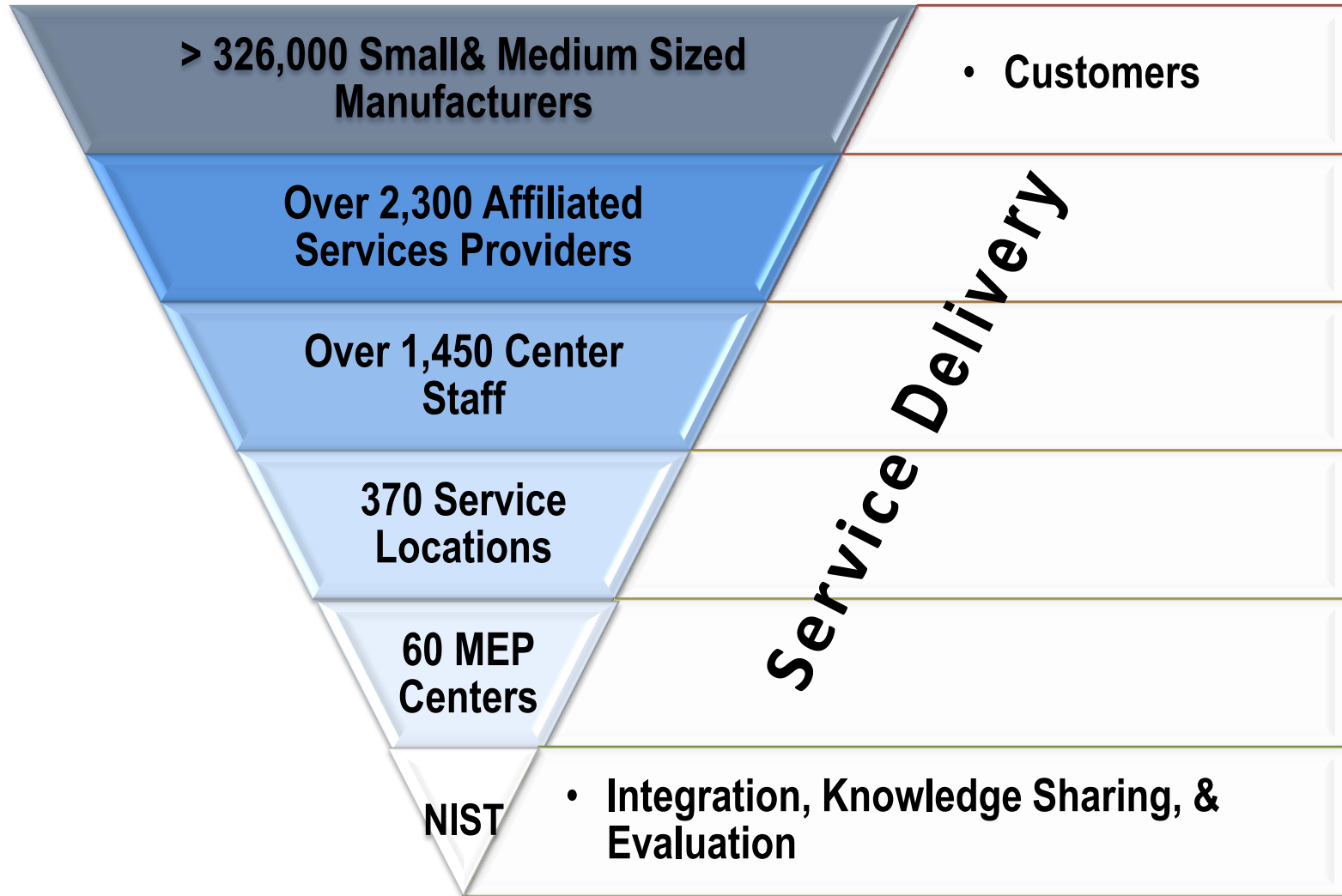
## *Mission*

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

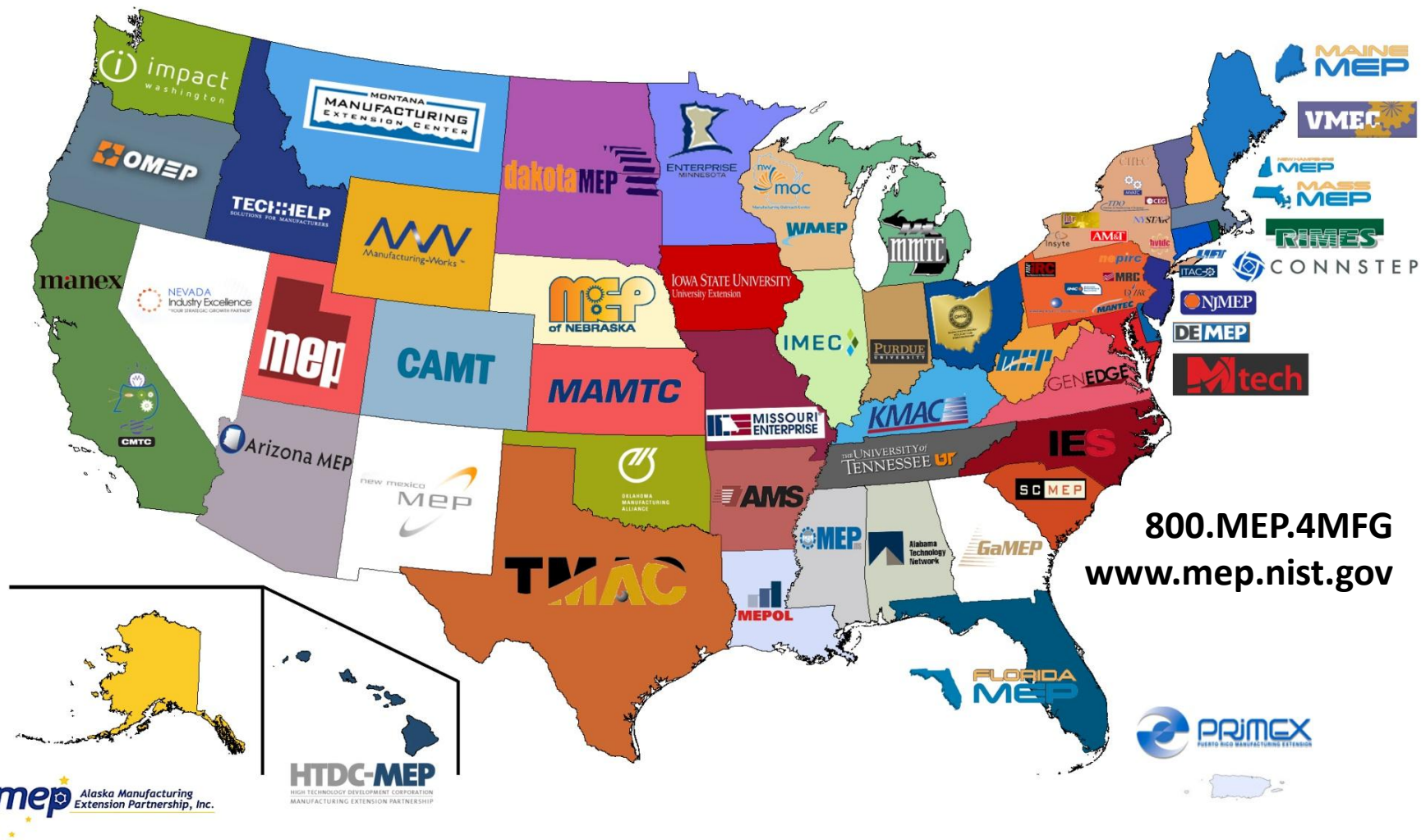
# The MEP Program in Short . . .

- Program started in 1988, with at least one center in all 50 states by 1996
- 60 centers with over 370 field locations
  - System wide, Non-Federal staff is over 1,400
  - Contracting with over 2,200 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. Subsequent study in 2003 by NAPA reconfirmed the continued existence of these market failures.
- Emphasis on performance – program and center – measured based upon impact of center services on client firms.

# Partnering to Drive a National Program



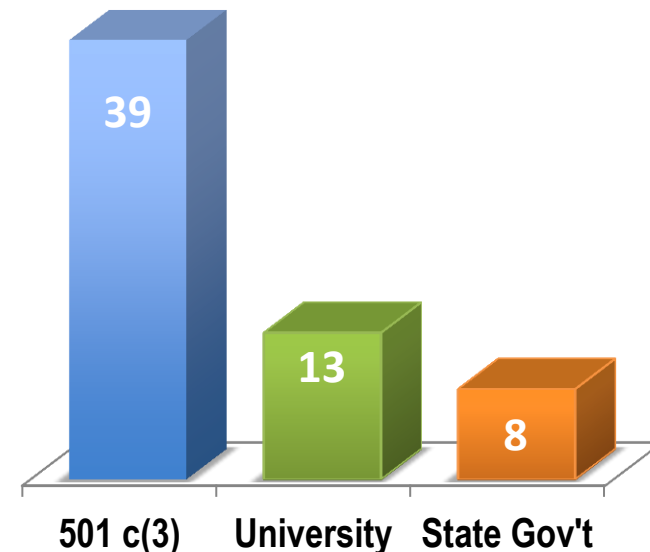
# MEP Centers Across the U.S.



**800.MEP.4MFG**  
**www.mep.nist.gov**

# Center Operating Structure Diversity

- Utilizes existing local resources to provide manufacturing extension services *relies heavily on partnerships*
- Staff are employees of the Center and its partners – *not* the Federal Government
- Geography: urban → rural – *never more than 2 hours away!*
- Organization Type: 501 c(3), university, state government
- Organizational Structure:
  - Single location
  - Principal organization with independent partner organizations
  - Central office with regional offices
  - Headquarters operation with multiple field offices



# 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

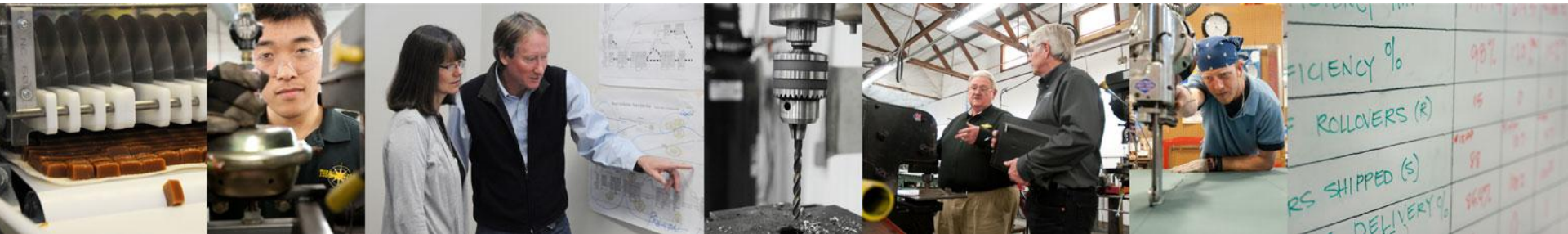
# What MEP Does

- Focus on meeting manufacturer's short term needs, but in context of overall company strategy
- MEP Center areas of common strength
  - Engineering Services for products and processes
  - Growth Services – new or expanded market opportunities
  - Lean Manufacturing
  - Quality Systems
  - Sustainability
  - Workforce Development
- Reach over 34,000 manufacturing firms and complete over 10,000 projects per year\*

\*Based on FY2009 MEP Center reported performance data.

# Client Impacts Resulting from MEP Services – FY2009

- **New Sales** **\$3.5 Billion**
- **Retained Sales** **\$4.9 Billion**
- **Capital Investment** **\$1.9 Billion**
- **Cost Savings** **\$1.3 Billion**
- **Jobs Created and Retained** **72,075 Jobs**



# 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, & 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

## Sustainability

- Merging environmental, societal, and economic concerns
- Requires continual improvement in all 3 areas to secure the future of companies, nations, and the environment

## MEP's focus

- Sustainability is a key business growth strategy to improve US manufacturing competitiveness
- Companies that commit to implementing eco-friendly changes find themselves with lower operating costs, access to new markets, and a more profitable enterprise

# MEP Sustainability

## *Current Efforts*

- Environmental Protection Agency and MEP Green Suppliers Network
- Department of Energy, Industrial Assessment Centers
- EPA/DOE/MEP/Society of Manufacturing Engineers collaborate to introduce an Environmental and Energy Efficiency (E<sup>3</sup>) Certification Program
- Energy and Sustainability Projects with manufacturers
- Lean & Sustainable Product Development
- Green Jobs - Implementing green technologies requires a trained workforce ready to meet manufacturers' new production demands.

# MEP Partnering to Support Manufacturing through Sustainability

## *GSN: Green Suppliers Network*

## *E3: Economy, Energy, and Environment*



### **What are GSN and E3?**

Innovative models for collaboration among manufacturers, utilities, local government, and federal resources to enhance sustainability and competitiveness in local and regional economies as well as supply chains and to spur job growth and innovation.

### **Partners**

The joint collaboration has expanded to include five U.S. federal agencies: DOC, SBA, DOL, DOE, and EPA. These federal partners work directly with local utilities, local government, and small- and medium-sized manufacturers.

### **Benefits for Manufacturers & Communities**

#### **Cost Savings**

- Increased process efficiencies and reduced waste
- Profitable sustainability practices

#### **Increased Competitiveness**

- State-of-the-art sustainable business practices
- Technical support to drive entry into new markets
- Job creation and retention

#### **Access to Technical and Financial Resources**

- Additional funding through federal and state programs
- Enhanced skills and capabilities for workers

#### **Economic Growth**

- Improved competitiveness of existing manufacturers
- Enhanced ability to attract new business
- Increased manufacturing jobs or job retention
- Trained workforce with skills for a sustainable economy

## E3: Federal Programs Working Together with Local Communities

A model for collaboration among manufacturers, utilities, local government, and federal resources

