



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**

NATIONAL INSTITUTE OF
STANDARDS AND TECHNOLOGY

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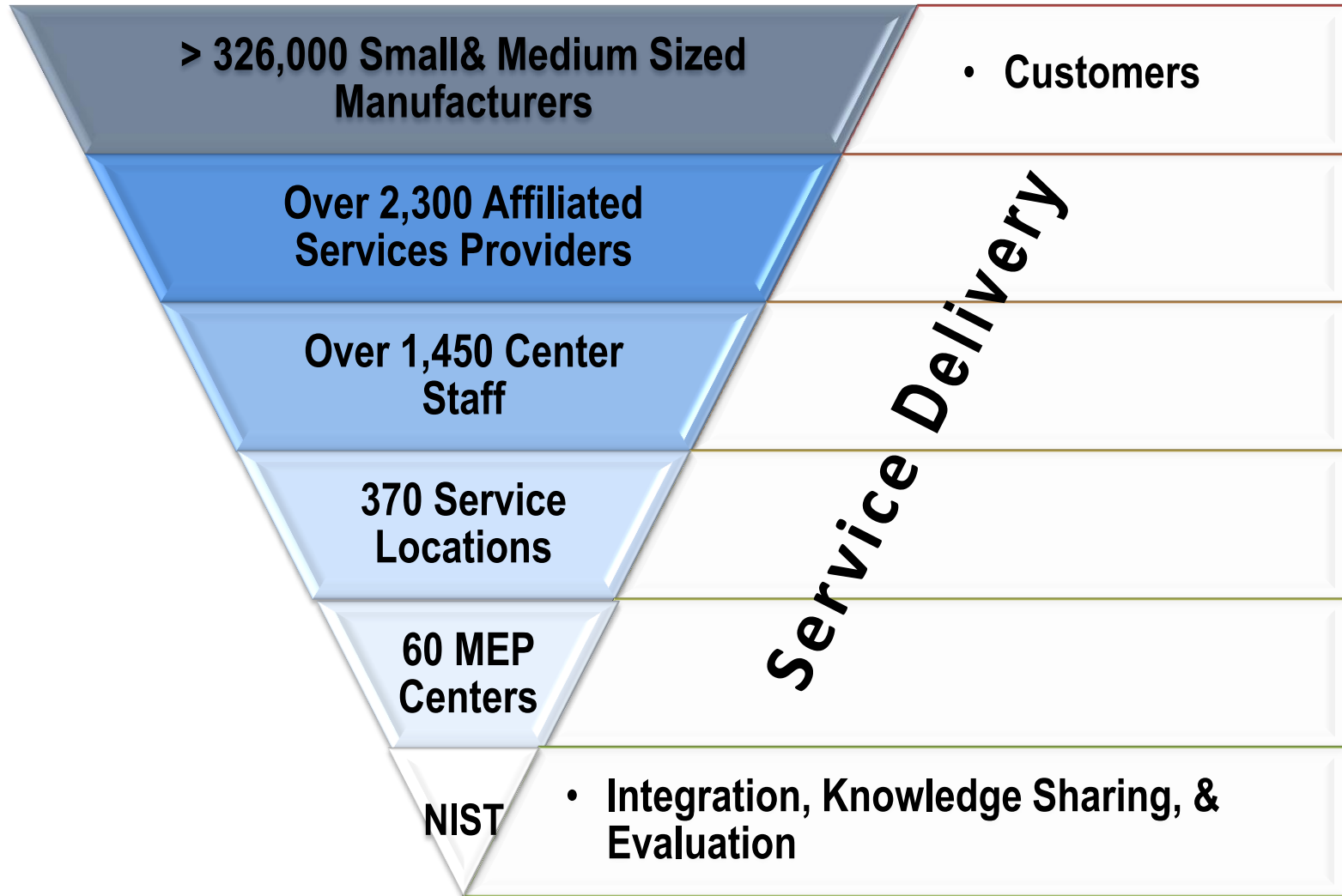
Vision

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.

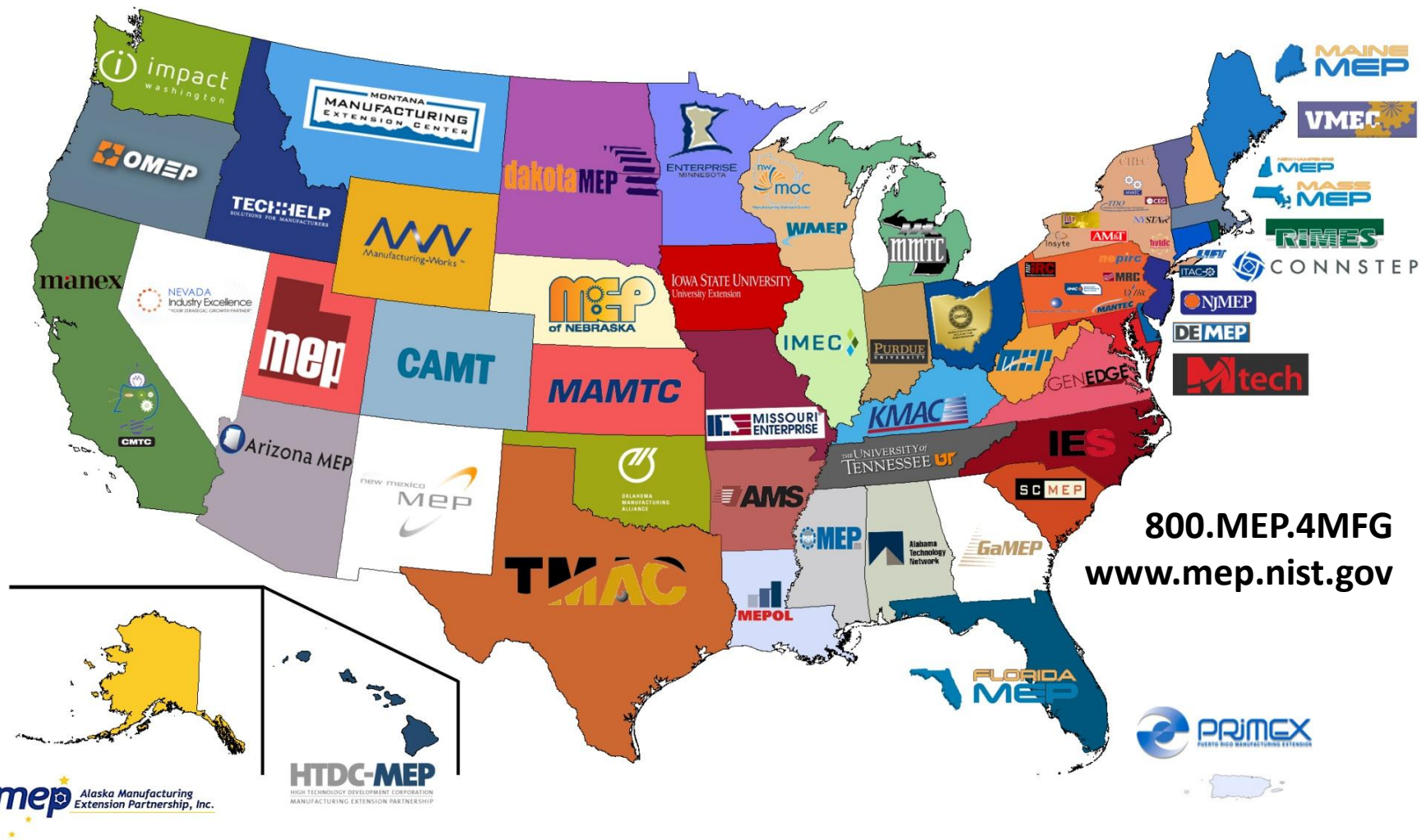
Mission

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

Partnering to Drive a National Program



MEP Centers Across the U.S.



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

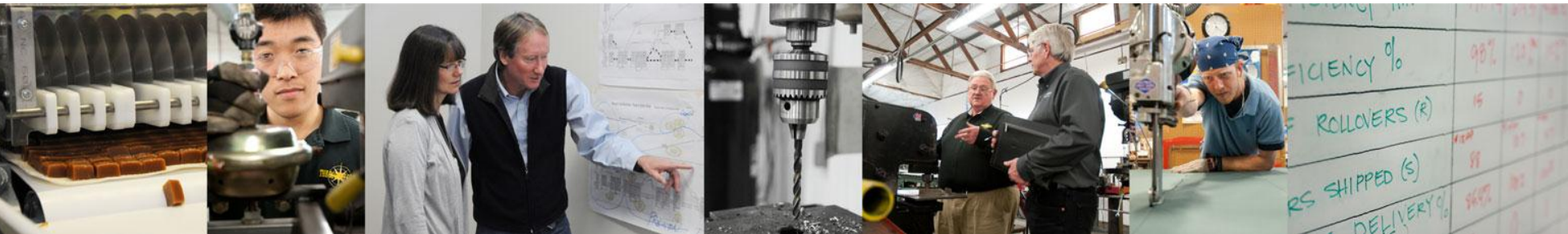
What MEP Does

- 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**



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 (E³) 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