

Engaging the MEP System for Growth

Thomas J. Bell

Center for Economic Growth, Inc.

NIST MEP Affiliate – NY's Capital Region



The MEP Process

Every interaction entails the following process:

- Assess Needs
- Map plan to achieve goals
- Leverage appropriate resources for results
- Drive quantifiable impacts for ROI

Best Way to Engage MEP Resources

- The Manufacturing Extension Partnership Program (MEP) is a national network with hundreds of specialists who understand the needs of America's small manufacturers.
- Our nationwide network consists of manufacturing extension partnership centers located in all 50 states and Puerto Rico.
- MEP provides companies with services and access to public and private resources to enhance growth, improve productivity, reduce costs, and expand capacity.

MEP Matchmaking Process

- Determine Your Goals
- Develop A Plan
- Match needs and plan to resources at your local MEP center
 - Typically MEP Centers have both internal and external resources on the local level
 - Local centers also tap into statewide and national networks for resources

MEP Training Offerings

From startups to mature manufacturing businesses, MEP Centers offer proven services to accelerate growth:

- New Market Expansion – ExporTech™
- Sales Training
- Lean Enterprise Services
- Training Within Industry
- Six Sigma and Quality
- Innovation Engineering™
- Workforce/Supervisory Leadership



Other MEP Services

From startups to mature manufacturing businesses, MEP Centers offer proven services to accelerate growth:

- Operational Assessments/Benchmarking
- Technology Driven Market Intelligence / Technology Scouting
- Engineering Services
- Strategic Planning and Executive Coaching from Early Stage to Mature Companies

Innovation

- Innovation is the primary driver of growth for individual companies and the economy as a whole.
- Manufacturers must continually innovate – develop new products, adopt new technologies, and improve manufacturing processes – to retain current customers, increase profitability, and expand into new markets. Innovation is vital for success in the global economy.

Innovation

- Four Primary Area's
 - Commercialization
 - Invent
 - Make
 - Sell
 - Lean Product Development
 - Small Business Innovation Research
 - Technology Solutions

Innovation Engineering

- Innovation Engineering transforms innovation from a random gamble into a reliable, scientific system for profitable growth.
- It accomplishes this by creating a culture of never ending innovation within organizations that delivers increased innovation speed (up to 6x) and decreased risk (30 to 80%).
- Innovation Engineering is a new field of academic study and industrial practice based on a body of knowledge comprised of 48 skills. It is a multi-disciplinary field blending the humanities, engineering, business, and patent law. The program is lead by the Innovation Engineering Institute, an alliance between the CEG, the Reka! Ranch and the University of Maine.



How to Find *Your* Local MEP Center

- The Manufacturing Extension Partnership Program (MEP) is a national network with hundreds of specialists who understand the needs of America's small manufacturers.
- Find your local MEP Center by visiting:
<http://www.nist.gov/mep/>