



# 2013 Economic Impact Summary



*Making an Impact on  
U.S. Manufacturing*



**MEP • MANUFACTURING  
EXTENSION PARTNERSHIP**  
*National Institute of Standards and Technology*

# The Manufacturing Extension Partnership: Making an Impact on U.S. Manufacturing



The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money. The nationwide network provides a variety of services, from innovation strategies to process improvements to green manufacturing. MEP also works with partners at the state and federal levels on programs that put manufacturers in position to develop new customers, expand into new markets and create new products.

As a program of the U.S. Department of Commerce, MEP offers a range of effective resources to help manufacturers identify opportunities that will accelerate and strengthen their growth and competitiveness in the global marketplace.

Innovation is at the core of what MEP does. Manufacturers that accelerate innovation are far more successful than those who don't. By placing innovations developed through research at federal laboratories, educational institutions and corporations directly in the hands of U.S. manufacturers, MEP serves an essential role sustaining and growing America's manufacturing base. The program assists manufacturers to achieve new sales, lead to higher tax receipts and new sustainable jobs in the high paying advanced manufacturing sector.

America needs a robust manufacturing base and MEP is critical to the small and mid-sized U.S. manufacturers who strengthen that base.

## What is MEP?

MEP is a nationwide system of more than 1,200 technical experts - located in every state- serving as trusted business advisors, focused on transforming manufacturers to maximize their potential, identify opportunities for growth, and compete globally. Since its inception in 1988, manufacturers have employed the resources of the MEP network to generate significant bottom-line efficiencies. MEP's next generation of services help companies boost top-line growth through the development of new products, improved processes and expand into markets.

MEP leverages over \$100 million of federal investment into a nearly \$300 million program by partnering with state and local governments and the private sector to provide a wealth of expertise and resources to manufacturers. Each year, manufacturers work with their local MEP Center to solve problems, increase productivity, improve their economic competitiveness, and enhance their technological capabilities. As a result, MEP clients increase their sales, save time and money, invest in physical and human capital, and create and retain thousands of jobs.

MEP, through centers located in every state, accelerates manufacturing growth and provides companies with a consistent set of services, including;

- innovation strategies,
- process improvements,
- workforce training,
- green manufacturing,
- supply chain development,
- supplier scouting,
- exporting, and
- technology scouting & transfer.

## The National Network

The MEP program is built around the nationwide network of manufacturing extension partnership centers locally positioned throughout all 50 states and Puerto Rico. MEP Centers are a diverse network of state, university-based, and non-profit organizations, offering products and services that address the critical needs of their local manufacturers.

Each center works directly with area manufacturers to provide expertise and services tailored to their most critical needs, ranging from process improvement and workforce development to business practices and technology transfer. Additionally centers connect manufacturers with government and trade associations, universities and research laboratories, and a host of other public and private resources to help them realize individual goals.

Services are provided through a combination of direct assistance from center staff, technical experts and private sector consultants. This diversity is strength of the program and permits local MEP Centers to provide a wide range of mission-related services tailored to the state and regional economies they serve.

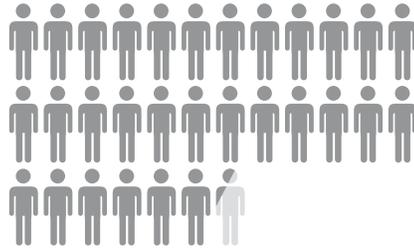
The MEP Network is a partnership among the federal government, state/local governments and industry supporting manufacturers. With local and national resources, MEP centers have helped thousands of manufacturers reinvent themselves, increase profits, create jobs and establish a foundation for long-term business growth and productivity.



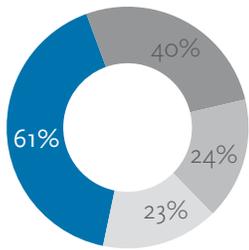
**MANUFACTURING  
EXTENSION PARTNERSHIP  
National Network**

**As a public/private partnership, MEP delivers a high return on investment to taxpayers. For every one dollar of federal investment, the MEP generates \$19 in new sales growth and \$21 in new client investment. This translates into \$2.2 billion in new sales annually. For every \$1,978 of federal investment, MEP creates or retains one manufacturing job.**

# 30,131 Manufacturers served in FY2013



Each year, the MEP network has helped thousands of manufacturers increase profits, create jobs and establish a foundation for long-term business growth and productivity.

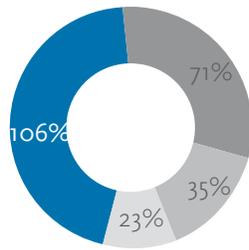


### 61% clients

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%



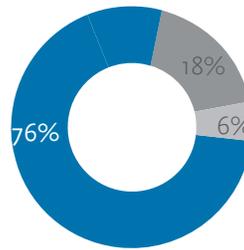
### 106% clients\*

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%

*\*Note: questions were asked in a manner consistent with the Net Promoter Score (NPS) methodology. People who score 9 - 10 are termed Promoters, 7 - 8 are Passives and 6 - 0 are Detractors. A NPS score of +50 is considered excellent.*

## MEP CLIENT IMPACTS

Results reported by MEP clients receiving services in FY 2012 - 2013. Of the 8,166 clients selected to be surveyed, 6,069 completed the survey. Measures are a conservative snapshot of benefits. Recurring or cumulative benefits may be larger.



NEW SALES

\$2.2  
Billion



RETAINED SALES

\$6.2  
Billion



COST SAVINGS

\$1.2  
Billion



NEW CLIENT INVESTMENTS

\$2.5  
Billion



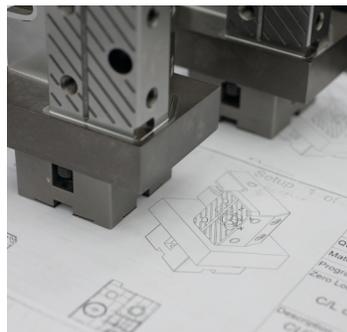
JOBS CREATED

18,789



JOBS RETAINED

43,914



= 1,000 manufacturers

The NIST Manufacturing Extension Partnership is a nationwide network transforming manufacturers to compete globally, supporting greater supply chain integration, and providing access to technology for improved productivity. MEP is built around manufacturing extension centers locally positioned throughout the U.S. and Puerto Rico addressing the critical and often unique needs of America's manufacturers.

## STAY IN TOUCH WITH NIST MEP



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