

U.S. manufacturers are always looking for business opportunities that are a good fit for their company. At the same time, OEMs and government agencies are constantly in need of suppliers with specific capabilities, capacities, product lines, or demographic attributes to either improve existing supply chains, capitalize on supply chain opportunities, or address specific supply chain problems.

MEP Supplier Scouting connects the capabilities, capacities, and business interests of U.S. manufacturers with the needs and business opportunities of various manufacturing supply chains.

The MEP Network -consisting of at least one Center in every state and in Puerto Rico- has an extensive knowledge of and connections to manufacturing capabilities across the U.S. For this reason, Supplier Scouting can effectively identify and connect domestic manufacturing sources with the supply chains of both large companies and government agencies.

Through the supplier scouting approach, MEP identifies U.S. manufacturers:

- With specific technical capabilities and production capacities that match particular supply chain needs;
- Who are interested in the business of capitalization on opportunities; and
- Who can make specific products or items as well as companies with specific process capabilities or demographic attributes

## Partnerships

MEP has partnered with 11 government and non-government organizations to identify American suppliers for difficult-to-source procurement needs. MEP Supplier Scouting facilitates the interaction between federal agencies and U.S. manufacturers to help agencies comply with Buy America and Buy American provisions, which specify domestic content for procurements.

Since 2010, MEP Supplier Scouting has responded to several hundred requests for waivers of the Buy America and Buy American provisions from agencies who could not locate domestic sources of supply. Working with these agencies, MEP distributed information about their procurement needs to U.S. manufacturers throughout its nationwide network. The result of this collaboration has been the identification of hundreds of domestic suppliers representing tens of millions of procurement dollars kept in the U.S.

In some cases, MEP Supplier Scouting has also helped agencies to locate suppliers with specific demographic attributes, such as veteran-owned or service disabled veteran-owned small businesses.

Sample agencies that MEP has partnered with include:

- U.S. Department of Transportation: Federal Railroad Administration, Federal Transit Administration (intra-city public transportation systems), Federal Highway Administration, and Maritime Administration
- U.S. Department of Energy: including alternative and renewable energy technologies
- U.S. Department of Commerce: National Institute of Standards and Technology
- U.S. Department of Defense: Logistics Agency, Naval Air Systems Command

For non-government entities, MEP Supplier Scouting has been applied to a diverse set of commercial supply chain needs. Partners have included ElectroMotive Diesel (EMD), Edison Nation, and Sumitomo.



**11**

Participating Organizations



**1288**

Identified Manufacturers



**Over \$40 Million**

Business Opportunities

# SUPPLIER SCOUTING

## Made in America: Innovation Product Search

In 2011, MEP partnered with Edison Nation®, an idea-to-shelf product developer and innovation platform, and formed a supplier scouting pilot program called the “Made in America” series of product searches. Through MEP’s U.S. Manufacturing resources and Edison Nation’s relationships with American retailers like Pep Boys and Bed Bath & Beyond®, together we are able to act as a matchmaker—matching great American ideas with the U.S. manufacturers who know how to take those ideas and commercialize them into successful products or services. Ranging from green home products to automotive innovations, the Made in America: Innovative Product Search is a collaboration to promote innovative ideas and domestic manufacturers.

MEP has conducted Supplier Scouting for a diverse array of supply chains, including those in the defense and aerospace, energy technology, home retail, construction, rail locomotive and railcar equipment and infrastructure, and highway transportation infrastructure industries. MEP Supplier Scouting has identified hundreds-to-thousands of capable and interested domestic manufacturers in response to the business opportunities needs it has scouted for these various industries. A real strength of MEP Supplier Scouting is its approach based upon direct interactions between the nationwide MEP network and the domestic manufacturers that are identified. MEP Supplier Scouting can be applied on a national, regional, or even local scale to identify and provide appropriate technical assistance to U.S. manufacturers to help them enter or improve their positions within supply chains.

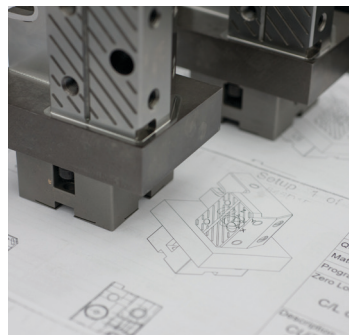
## Supply Chain and Reshoring

The move to re-shore production has recently grown increasingly popular in the U.S. in the face of higher transportation and fuel costs, higher wage rates, and quality concerns in developing countries. In partnership with the Re-shoring Initiative, MEP educates manufacturers on the benefits of re-shoring, including: reducing pipeline and surge inventory impacts on JIT operations; improving the quality and consistency of inputs; clustering manufacturing near R&D facilities, enhancing innovation; reducing IP and regulatory compliance risk; and, most importantly reducing Total Cost of Ownership (TCO). In conjunction with this assistance, MEP also finds domestic sources of supply for supply chains looking to re-shore.

MEP is also partnering with on the multi-agency Make it in America (MiiA) Challenge with the Department of Commerce’s Economic Development Agency (EDA), the Department of Labor’s Employment and Training Administration (ETA), and the Delta Regional Authority to support the development and implementation of a regional economic development strategy with multiple partners, accelerate job creation by encouraging reshoring by U.S. firms, foster foreign direct investment, encourage U.S. companies to keep or expand their businesses in the United States, and train local workers. 10 MEP centers in nine states are providing technical assistance for this partnership in a variety of areas including re-shoring, supply chain optimization, and workforce development. MEP is helping develop greater connectivity in regional supply chains and assist small- and medium-sized enterprises by providing manufacturers with the tools needed to resolve gaps and increase competitiveness to create stronger supply chains that function at advanced levels.

## For more information contact:

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