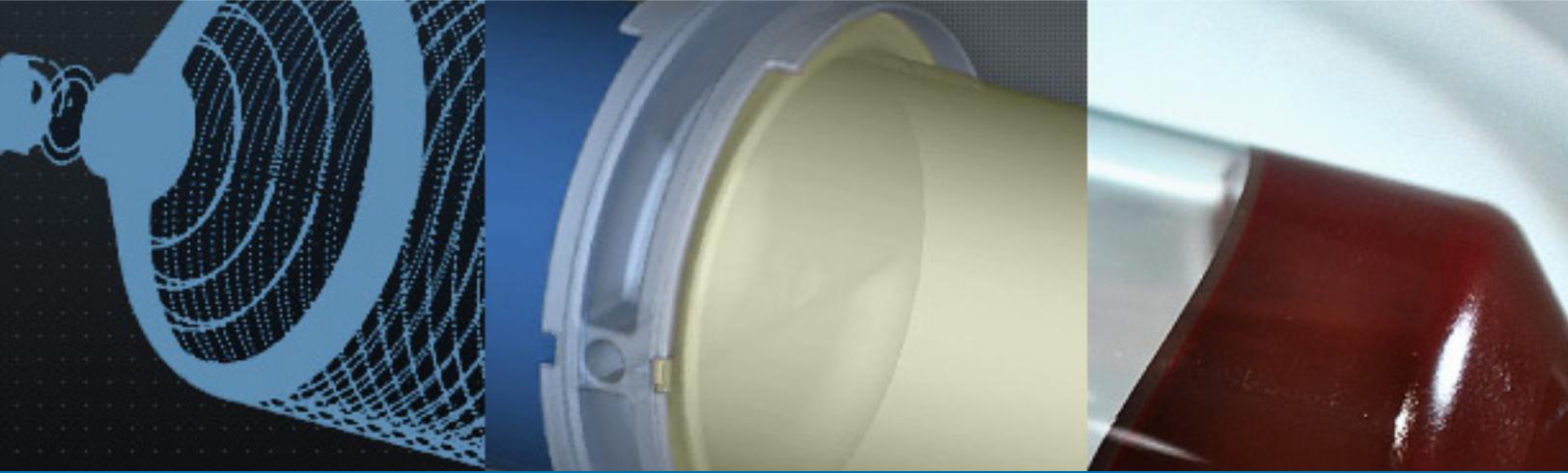


Hollings Manufacturing Extension Partnership: A Commercialization Collaborator

Helping companies overcome challenges to successfully commercialize federal technologies



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



The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) works with 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.

MEP has over 1,300 technical experts – located in every state – serving as trusted business advisors, focused on solving manufacturers' challenges and identifying opportunities for growth. As a program of the U.S. Department of Commerce, MEP offers its clients a wealth of unique and effective resources centered on five critical strategic growth areas: technology acceleration, supplier development, sustainability, workforce and continuous improvement.

Innovation is at the core of what MEP does. Manufacturers that accelerate innovation are far more successful and realize greater opportunities to participate in the global economy. By placing technologies developed through research at federal laboratories, educational institutions and corporations directly in the hands of U.S. manufacturers, MEP serves an essential role in sustaining and growing America's manufacturing base.

The program accelerates and promotes innovation, by providing a framework of Technology Acceleration that helps manufacturers rapidly move new product opportunities into production and into the market. MEP serves as the connection between manufacturers and the technology opportunities and solutions they require to grow and compete in the global marketplace.

MEP Centers

The MEP program consists of a nationwide network of manufacturing extension partnership centers located in all 50 states and Puerto Rico. MEP centers are a diverse network of state, university-based, and non-profit organizations. They offer products and services that meet the specific 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 transfer of information technology. 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 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.

Through local and national resources, MEP centers have help thousands of manufacturers reinvent themselves, increase profits, create jobs and establish a foundation for long-term business growth and productivity.

31,373

Manufacturers served in FY2012

MEP completed over 490,000 customer engagements since the program's inception including technical assistance projects, training programs, networking events and long-term strategic support. These customers are typically manufacturers with fewer than 500 employees in a broad range of industry sectors – from food processors to machine shops to solid state circuitry assemblers. They are companies that need help solving a specific problem, want to implement new technologies, export into new markets, or hope to grow their businesses through the development or improvement of products.

MEP CLIENT IMPACTS

Results reported by MEP clients receiving services in FY2011. Of the 7,637 clients selected to be surveyed, 6,047 completed the survey in FY2012. Measures are a conservative snapshot of benefits. Recurring or cumulative benefits may be larger.



Total Increased/
Retained Sales

\$6.6 Billion



Total Increased/
Retained Jobs

61,139



Cost Savings

\$900 Million



New Client
Investments

\$2.5 Billion

Helping manufacturers propel technology commercialization by delivering a portfolio of resources to bridge the gap between laboratories and the marketplace.

As manufacturers work to develop new products, diversify into other markets, and seek out ways to compete on productivity, product superiority, and quality – MEP has developed a range of tools and services to help manufacturers identify opportunities that will accelerate and strengthen their growth and competitiveness in the global marketplace. MEP offers an integrated portfolio of high-value consulting and business solutions that help companies commercialize technologies. Some of these services include:

Product Design and Prototyping



Helps manufacturers move ideas from product design and prototype to manufacturing to market. Up to 80% of a product's costs are committed during the design phase. Smart, strategic choices in materials can result in major cost savings that could mean the difference between market success and failure. MEP brings custom design and prototyping capabilities to make new product ideas a cost-effective reality for companies to successfully compete.

Lean Product Development



Applies the waste elimination philosophy of lean operations to the product development process. The service help manufacturers reduce time to market, improve resource utilization, and reduce new product development risk, while cutting waste, reducing product costs and product development expense.

Design for Manufacture (DFM)



Designs products to optimize all the manufacturing functions in the product design stage: fabrication, assembly, test, procurement, shipping, delivery, service, and repair, to assure on time, high quality products that meet customer, business and regulatory requirements.

Design for Assembly (DFA)



Reduces the product cost and time of assembly by simplifying a product design through diagnostic assessments that evaluate a product's functionality, form, manufacturing process and assembly characteristics.

Machine and Equipment Design



Improves manufacturing efficiency and effectiveness by assessing a company's current equipment and provides them with redesign and performance solutions. Recommendations to modify existing equipment can help reduce production cost, increase equipment capacity, improve equipment flexibility and improve customer response.

Lean Process Improvement



Improves a company's overall operation by using the concepts of lean manufacturing. The core of the lean manufacturing is the idea that any resources not creating value for a customer in the form of a product or service are wasted. Lean establishes a systematic approach to eliminating wastes and creating flow throughout a company. It improves efficiency in the production of goods and services and also helps develop and implement a long-term plan to streamline a company's operation for success.

Strategic Business Development



Provides manufacturers with a strategic business plan to help them prepare for the future, align strategy and goals, identify opportunities for business growth and cost reduction, increase top-line growth, manage talent, and increase market potential.

Technology Scouting



Connects technology needs with developed technologies or technical capabilities that – unlike traditional “push-based” technology transfer – is pull-based. MEP employs technology scouting tools and services to find solutions for manufacturers unmet technology needs that help them access and pull technologies from government laboratories, universities, and private sector sources outside normal channels.

Technology Driven Market Intelligence



Provides a systematic and comprehensive approach to technology focused market intelligence. TDMI identifies the benefits and the market impacts related to a company's technology-based asset (e.g., idea, product, process, capability) and provides customized actionable intelligence.

Supplier Development



Helps manufacturers understand, maintain, and expand their capabilities and positions in supply chains. MEP works closely with suppliers to provide guidance and training on Lean, Quality, and other performance improvement programs needed to thrive in existing and future global supply chains.

Supplier Scouting



Connects small U.S. manufacturers with business opportunities by matching their specific capabilities with the supply chain needs of federal agency and original equipment manufacturer (OEM) partners. MEP leverages its vast knowledge of local manufacturer capabilities to identify and

pre-qualify supplier capabilities and capacities, and provide assistance to suppliers as needed.

Quality Management and Control



Assists manufacturers to continuously improve all areas of their company's operation through a quality management system. For consistency in the design, development, and delivery of a product or service, MEP analyzes quality issues and develops quality management strategies to

improve the company's manufacturing/business processes.

ExporTech



Helps companies enter or expand in global markets. The program assists companies in developing an international growth plan, provides experts who will vet plans, and connects companies with organizations that will help them move quickly beyond planning to actual export sales.

Ready to take the Next Step?

If you are ready to commercialize a technology we invite you to find out more about the MEP program. Our centers provide high-value consulting and business services that help manufacturers increase growth, productivity, quality and profitability. The following is a snapshot of a typical engagement between MEP centers and manufacturers:

- Initial contact through group sessions, referral
- Assessment via informal walk-through, detailed company analysis of current state and goals
- 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 by 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

For more information contact:
mfg@nist.gov | (800) MEP-4MFG

Stay Connected!



Visit www.nist.gov/mep and join the conversation on MEP's *Manufacturing Innovation Blog* at nistmep.blogs.govdelivery.com.