

MAKE IT IN AMERICA



America's manufacturing sector plays a major role in the U.S. economy. When manufacturers are developing and producing innovative products that are sold around the world, the U.S. economy grows. Increased manufacturing also encourages the growth of secure, well-paying jobs. To make a measurable impact on rebuilding U.S. manufacturing and creating jobs, the Manufacturing Extension Partnership (MEP) is focused on a "Make It In America" agenda.

MEP is a nationwide network of over 1,300 technical experts in every state that supports job creation now and in the future by encouraging manufacturers to collaborate in developing products in America. Through various public-private partnerships, MEP provides a valuable infrastructure to foster resilient processes for manufacturers to "Make it in America". MEP serves as a vital role in this plan by acting as the trusted advisor and utilizing resources that ensure challenges are addressed, problems are solved, and opportunities are realized, MEP successfully synchronizes public-private partnerships that are creating products and jobs in America.

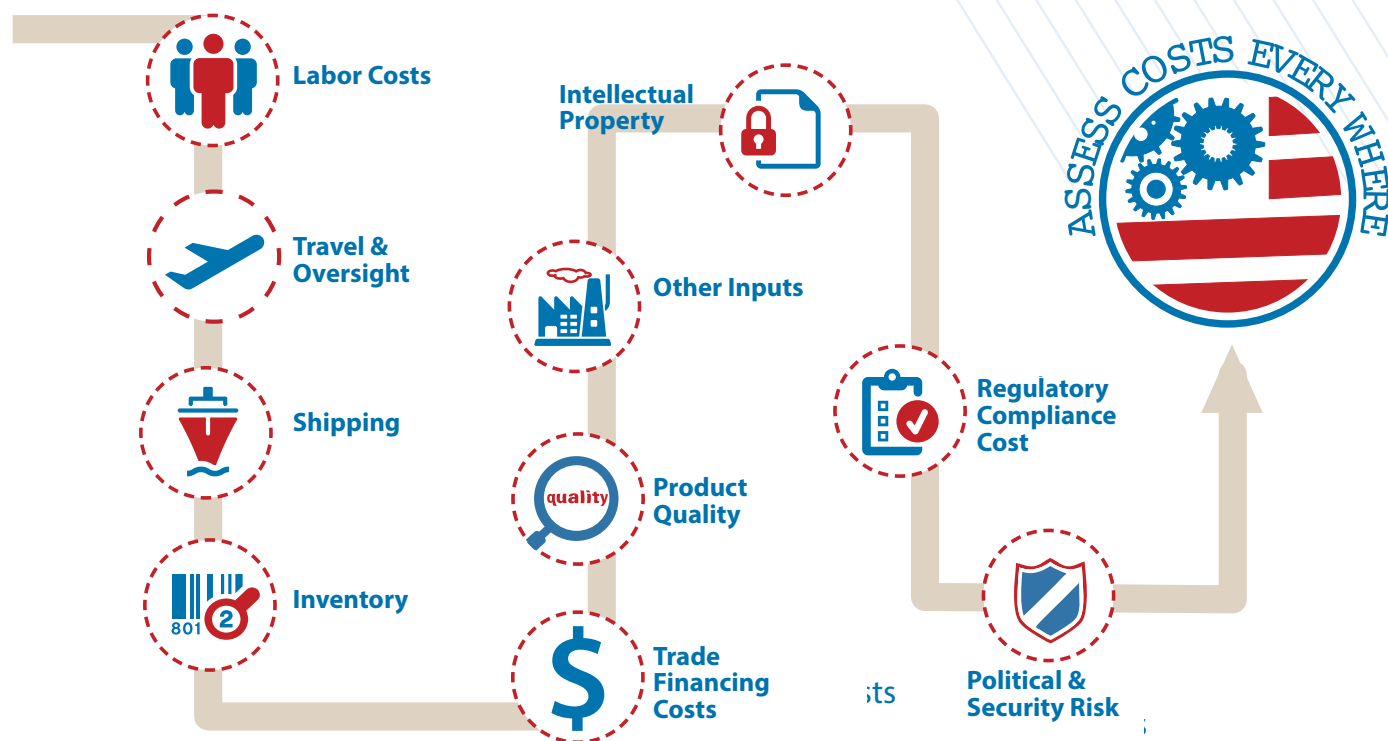
ASSESS COST EVERYWHERE (ACE)

Have you considered all the advantages of Manufacturing or Sourcing in the U.S.A?

Helping U.S. businesses assess the advantages of manufacturing and sourcing in America, Assess Costs Everywhere (ACE) is available to help businesses assess total costs more accurately to enable informed decision-making. Many manufacturers assume that costs are less in many overseas locations because of the often hyped lower hourly labor cost. And while some firms have found success overseas, others find that the total cost of manufacturing, particular for goods shipped back to the U.S., are more than they had first presumed. The ACE tool (acetool.commerce.gov) outlines a wide range of costs and risks of offshore production and provides links to important public and private resources so that firms can better calculate the total cost of ownership overseas. ACE also shares real stories from firms whose initial calculations have led them to produce or source abroad only to learn that the experience has led them to reconsider and often re-shore to the United States.

The ACE assessment tool assists U.S. companies by providing a framework to consider total costs. It serves as a portal to data that companies can use to start doing their own evaluation and presents a list of useful Federal resources including MEP.

10 COST AND RISK FACTORS IDENTIFIED BY ACE



AVAILABLE RESOURCES



SelectUSA: SelectUSA offers information about investing in the United States and provides a number of services, including:

- **Business Solutions:** SelectUSA works directly with firms to help identify useful federal programs and services, provide information, and establish connections with economic development organizations (EDOs).
- **Ombudsman Assistance:** SelectUSA works with firms on a case-by-case basis to address issues or questions involving federal regulations, programs, or activities related to existing, pending, and potential investments.
- **Economic Development Organization Counseling:** As subject-matter experts, SelectUSA staff can help EDOs successfully recruit and retain investment.
- **Advocacy for U.S. Cities, States, and Regions:** SelectUSA helps level the playing field for U.S. EDOs competing with foreign locations for new foreign direct investment.



BusinessUSA: BusinessUSA is an initiative of the U.S. federal government that makes it easier for businesses and entrepreneurs to access services and information they need to grow, hire, and export. It is designed to provide easy access and facilitate connections to the most relevant resources from federal, state, and local governments as well as those of non-profit and educational organizations.



Reshoring Initiative: The Reshoring Initiative has been helping manufacturers and suppliers recognize the total cost of ownership (i.e., the profit/loss impact of both offshoring and reshoring) with the use of the Total Cost of Ownership™ (TCO) tool. This estimator helps manufacturers make educated sourcing decisions to reduce total cost of ownership of products and tooling, improve their balance sheet and make product innovation more effective

OTHER MEP MAKE IT IN AMERICA INITIATIVES

Supply Chain Optimization: MEP's Supply Chain Optimization service offerings begin with the development or refinement of a Supply Chain Strategy, which serves as a company's guiding compass for optimization activities and provides a measure for the maturity of an organization's supply chain. The program will assist companies with two executive workshops designed to systematically understand the critical areas controlling the performance of the supply chain and foster collaboration among the supply chain members through discussions first with the company and then with the entire supply chain.

The tools and resources developed by the Supply Chain Optimization Initiative support the objectives of the Make it in America FFO by enabling companies to understand and be able to articulate how their decisions within their supply chains about products, vendors, financing, transportation, warehousing, risk tolerance and greenhouse gas emissions will affect their business performance and their bottom line. Oftentimes, when presented with an understanding of total costs, companies work with domestic suppliers for cost competitiveness, quality and closer-to-the-customer reasons. While companies have traditionally considered piece-part price and variation when comparing domestic verses international costs-of-doing-business, the supply chain initiative tools broaden perspectives and provide analytics to support reshoring activities.

Supplier Scouting: Supplier Scouting is designed to bring business opportunities to small U.S. manufacturers with specific capabilities and capacities. In response to 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.

MEP serves a vital role in this plan by acting as the trusted advisor going beyond simply making the connection. By using resources that ensure challenges are addressed, problems are solved and opportunities are realized, MEP successfully synchronizes public-private partnerships that are creating products and jobs in America.

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