

# 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 is focused on a "Make It In America" agenda.

MEP 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 that fosters resilient processes for manufacturers to "Make it in America".

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.

## SUPPLIER SCOUTING

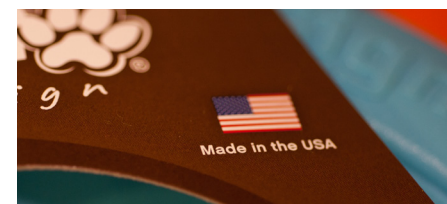
Supplier Scouting is designed to bring business opportunities to small U.S. manufacturers with specific capabilities and capacities. In response to the supply chain needs of federal agency and original equipment manufacturer (OEM) partners, MEP leverages its vast knowledge of local manufacturer capabilities to identify and pre-qualify supplier capabilities and capacities, and provide assistance to suppliers as needed.

MEP Supplier Scouting began with a collaboration with Department of Defense (DOD) agencies including the Defense Logistics Agency and Naval Air Systems Command, and the Department of Veterans Affairs. The national MEP system scouts for U.S. manufacturing capabilities and capacities in an effort to solve difficult supply chain and procurement issues facing the DOD. MEP Supplier Scouting includes:

- Connecting potential suppliers with DOD procurement sources
- Assisting manufacturers with product expansion and/or alterations for additional uses
- Product reverse engineering to produce necessary technical data for production

U.S. Supplier Scouting is an extension of the MEP Supplier Scouting program. It is a collaboration of federal agencies and MEP to scout for U.S. manufacturing capabilities to support the Buy American Provisions of federal funding programs, including the American Reinvestment and Recovery Act (ARRA). The provision generally states that, subject to certain exceptions, when appropriated funds purchase manufactured goods for use in certain federally funded projects, those goods must be manufactured in the U.S.

Within the first year of this program, MEP created an efficient process for Buy American waiver requests that was approved by the Office of Management and Budget. A contractor completes the streamlined waiver request with appropriate information on the manufactured item they are requesting from outside the U.S. MEP then distributes the need to U.S. manufacturers throughout its nationwide network to find matches on the requirements. MEP facilitates the interaction between the federal agency, requesting contractor and potential manufacturer to examine the match and potentially procure the item to be made in America.



The Supplier Scouting process streamlines communications between the agency and contractor and most importantly, increases the number of U.S.-made products for federally funded projects. The Department of Energy (DOE), the Department of Transportation (DOT) and National Institute of Standards and Technology (NIST) are currently implementing the process.

The program is already showing tremendous success.



*Department of Energy:* Of the Buy American waivers MEP reviewed for DOE, 47% had a match to capable manufacturers that were identified because of MEP's Supplier Scouting process. MEP reviewed 83 waivers finding 39 matches from 65 different manufacturers across the U.S. That's 47% more opportunities for U.S. firms that would have otherwise been produced overseas.



*Department of Transportation:* Working with DOT's Federal Transit Authority (FTA), MEP verified DOT's research that no domestic suppliers were readily available to produce girder rail for America's streetcars. Based on the unmet demand, MEP found seven companies with the capability and business interest to produce girder rail. MEP is serving as a key advisor to both the companies and DOT FTA to develop a domestic capability to make the rail in the U.S.



*National Institute of Standards and Technology:* For the NIST Net Zero Energy Residential Test Facility, MEP was presented with two waiver requests where the contractor wished to purchase a product overseas. The MEP system found U.S. manufacturers that exceeded the specifications for both waivers. With one particular request, MEP found a manufacturer with an exact match to the requested item, resulting in the purchase of the U.S.-made product within one month.

## NATIONAL INNOVATION MARKETPLACE

The National Innovation Marketplace (NIM) is a collection of databases that contain information to facilitate connections between technology requestors (OEMs) and potential suppliers, encourages technology translation and adoption, and estimates business growth potential. The NIM, in conjunction with the human network of manufacturing specialists at MEP centers and partnering organizations, is building technology-based supplier networks that include innovative manufacturers.

Using the NIM, MEP translates emerging technologies first into business applications, second into market opportunities, and third into new products and processes. What makes the NIM unique is that - instead of listing patents— emerging technologies are translated into easy to understand product concepts complete with independent sales forecasts. Businesses can then use this input to respond to buying requests.

## MADE IN AMERICA: INNOVATIVE PRODUCT SEARCH

Made in America: Innovative Product Search is a pilot program to search out and produce America's next great innovation. The pilot program is a public-private partnership between private retailers and MEP. For example, Bed, Bath and Beyond and Pep Boys are looking for new home and auto products. Additionally, they committed to producing the new products in America. They are working with MEP to find U.S. manufacturers to make the products for their retail stores. 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.

## MANUFACTURING RESHORING INITIATIVES

The move to reshore production has grown increasingly popular in the U.S. over the last few years in the face of higher transportation and fuel costs, higher wage rates and quality concerns in developing countries. In partnership with the Reshoring Initiative, MEP educates manufacturers on the benefits of reshoring, 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).