

MEP System Collaboratory



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Simplify. Clarify. Demonstrate.
Collaborate.



We Want to Hear You

- We listened to you in St. Louis
 - Simplify. Clarify. Demonstrate.
- Now we need specific input – Today & Ongoing
 - What do you need?
 - When do you need it?
 - What are your priorities?
 - How can we get you the right information and resources at the right time?
- Insights into how to promote and maximize peer to peer sharing, learning, doing
- How can we develop the Workbook so that it helps us learn and act better, smarter, faster

About the Collaboratory

Key Questions

- Why?
- What?
- How?
- When?
- Where?

The Big Q: Why

- Help fulfill our mission to increase U.S. manufacturing and help grow U.S. manufacturers.
- Create a culture of collaboration and knowledge sharing across the MEP system.
 - Work more collaboratively with centers, building on what is working with emerging trends and program direction.
 - Encourage more collaboration and peer to peer sharing, learning, and doing across centers.
- Share information to inform strategies and directions of centers which can be aligned with local context and stakeholders
- Develop and continually update a process to ensure understanding of strategies and expectations to build capacity for impactful engagements with manufacturers

The Big Q: What

- **Establish a Shared Understanding:**
 - MEP System Strategic Plan
 - NIST MEP Initiatives and their Business Models
 - Success with CORE Performance Management System
 - Challenges and impact on center operations
- **Aligned with/to:**
 - Center-specific strategies
 - Business Model choices for centers
 - Partnership and resource strategies for centers

Collaboratory: Areas of Focus

- National Context
- NIST MEP Updates
- Data-Based Decision Making
- Growth Framework
- Center Identified Content

Areas of Focus: National Context

- Federal Landscape
 - Budget
 - Pending Legislation
 - Major Initiatives (NNMI, IMCP, AMTECH, M-TACs, etc.)
 - Federal Agency and National Partnership Efforts
 - Competitive Awards (e/t CAR, E-RIC, Jobs Accelerator, Building and Construction, Make it in America)
- Major Reports and Studies

Areas of Focus: NIST MEP Updates

- MEP System Strategy (process for development)
- CORE Center Diagnostics (under revision)
- Aligned Performance Management (in development)
- Reporting Best Practices (Response Rates, Projects, Impacts)
- Communications and Outreach (e.g. Success Stories, Social Media, Manufacturing Day)
- Center Operations
 - Financial Management (including TPC, SRA)
 - Cost Share
 - Third Party Contributors
 - Terms and Conditions and High Risk Special Award Conditions

Areas of Focus: Data-Based Decision Making

- Center-identified data research needs
- Understanding Performance Differences and Center Characteristics
 - Today's Presentation
 - Definitions, Manufacturing, D&B Codes
- Market Penetration
- Capacity Utilization
- Emerging Industries, Technologies, Trends
- Alternative Program Impact Research
- Training and Development
- Geospatial Analysis

Areas of Focus: Growth Framework

- Center Specific Strategies, Tools, and Initiatives
- Working with the CEO
- Growth Conversation
 - New Markets and Customers
 - New Products and Services
 - New Processes and Business Models
- Next Generation Strategies
 - Tools and Initiatives Supported by NIST MEP

NIST MEP Supported Initiatives

- Start with those that are being used in project coding
 - Supplier Scouting
 - E3
 - ExporTech
 - Innovation Engineering Management System
 - Re-shoring / Insourcing
 - Small Business Innovation Research
 - Layoff Aversion
 - Technology Scouting / Technology Driven Market Intelligence
 - Lean Product Development

 - Others as they evolve (SMARTalent, Access to Capital, etc.)

 - Center Specific Initiatives beginning to be captured

Tools and Initiatives

Let's Develop the Answers Together

- What is the offering and “what is it in for my center?”
- How does this align with other offerings from NIST MEP and/or my center?
- What is the role of leadership, sales and field staff, and partners/third parties?
- What are the financial investments I need to make?
- What type of revenue and or projects and impacts can I expect from this work?

Focus Areas: Center Identified

Content

- Center Content
 - Panels, Presentations, and Discussion
 - (e.g. last 2 meetings - CORE Success, Growth, FFO, CEO Engagement, Industry Specific)
 - Other ideas
- Center-specific initiatives have now been reported for two quarters. Early trends
 - CEO Roundtables
 - Small Manufacturer Focus
 - Leadership in Action
 - Others?

The Big Q: How/When/Where

- Presentation and Discussion at System Meetings
 - Different aspects within different agendas
- @ Center: Discussions with Leadership, Board, RMST
- Peer to Peer Exchanges and/or Working Groups
- Webinars, on-line modules
- Workbook that centers can use as they build understanding
 - Used at system meetings and brought “back home” to engage center boards, other staff
 - Inform eventual development of center 5 year plan
- Center suggestions?



Workbook Example: General

After Major Modules/Sessions/Interactions

- What are you doing well as a center?
- What can you share with the system as part of the Collaboratory?
- What are opportunities for improvement?
- What are challenges to success and/or death threats?

What surprised you and what did you already know?

What do I want to talk with my Board and my staff about back home?

How can I use my interaction with my NIST MEP Regional Manager?



Today's Feedback Form

MEP System Collaboratory Presentation

- What do you need and when do you need it?
- How can we get you the right information and resources at the right time?
- How can we develop the Workbook so that it helps us learn and act better, smarter, faster

What research and data do you have that can help inform the MEP system?

What center specific strategies, tools, and initiatives can you share with the MEP system?

What are the content areas to suggest to NIST MEP for inclusion on system agendas and Collaboratory-driven content

Today's Discussion



We need your input – Starting Today, Continuing Daily

- What do you need?
- When do you need it?
- How can we get you the right information and resources at the right time?
- What research and analysis can help you in making decisions and setting strategies/priorities?
- How can we work better together to make the system successful and achieve the program's mission?
- Insights into how to promote and maximize peer to peer sharing, learning, and doing?
- How can we develop the Workbook so that it helps you learn and act better, smarter, faster?