



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**

NATIONAL INSTITUTE OF
STANDARDS AND TECHNOLOGY

Hollings Manufacturing Extension Partnership (MEP)

Heidi Sheppard
Advisor for Technology Partnerships



Today's presentation

- MEP network and capabilities
- National manufacturing priorities and new investments
- Advanced Manufacturing Jobs and Innovation Challenge Awards

MEP Program, Background and Status

- Program started in 1988, to address a gap in the private consulting market.
- Provides technical assistance to small and medium sized manufacturers.
 - 60 centers (501 C 3 non-profits) with 440 field locations
 - Universities, state economic development organizations, community colleges
 - Total non-federal staff is over 1,300
 - Contracts with over 2,100 third party service providers
- Partnership Model
 - 1/3 Federal, 2/3 Host/State and Industry (fees for services)
- MEP Centers reach nearly 31,000 manufacturing firms and complete over 10,000 projects per year*

*Based on FY2011 MEP Center reported performance data.

MEP Work with Manufacturers

- Initial contact – group workshop, referral
- Assessment – informal walk-through, detailed company analysis
 - Identify potential issues, illustrate an approach to solve the issues and define a proposed project
- Negotiate with company and sign project contract with fee paid to center
- Project execution – 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 assistance
- Approximately 6 months after project completion, project impact data collected by a third party

What MEP Does

- Focus on meeting manufacturer's short term needs, but in context of overall company structure and strategy
- MEP Center service areas
 - Engineering Services for products and processes
 - Supply Chain optimization tool
 - Growth Services – new or expanded market opportunities
 - Lean Manufacturing design
 - Quality Systems such as ISO 9000
 - Sustainability assessments for environmental management
 - Workforce development tools

Changes in the Manufacturing Environment

- **Globalization** - U.S. manufacturing firms need to continually adapt to increasing global competition.
- **Supply Chains** - becoming more global, more exclusive, and more competitive.
- **Innovation** (product, process, service & business model) is critical for survival.
- **Technology** advances tend to be incremental and disruptive. Unfortunately, technology adoption rates at smaller firms still lag those of larger ones.
- **Sustainability** - an increasingly powerful business driver for industry. The triple bottom-line approach to economic, environmental, and societal balance is defining many corporate strategies.

Next Generation MEP Tools

- Goal is to increase manufacturers' ability to compete in the global market, to grow sales and to boost job creation.
- The approach is to provide a framework for manufacturers that:
 - Reduces bottom line expenses through lean, quality, & other programs targeting plant efficiencies – which frees up capacity for business growth.
 - Adds to top line sales through business growth services focused on the development of new sales, new markets, and new products.
- Next Generation Strategies (NGS) – 5 key areas:
 1. Continuous Improvement
 2. Technology Acceleration
 3. Supply Chain
 4. Sustainability
 5. Workforce



National Manufacturing Priorities and Investments

1. Investing in Manufacturing Communities (IMCP)
2. National Network for Manufacturing Innovation (NNMI)
3. Advanced Manufacturing Technology Consortium (AMTech)

What do these three have in common?

- Multi-agency collaborations designed to strengthen competitiveness
- Community focused; public-private partnerships
- Strategic planning and subsequent implementation activities
- Ultimate goal is job creation

Investing in Manufacturing Communities (IMCP)

- Multiagency initiative - first round funded by EDA, SBA, EPA and USDA
- Goals
 - Align and coordinate federal economic development resources, leveraging technical assistance and funding
 - Assist communities making investments that further manufacturing capacity
 - Create a competitive manufacturing climate within chosen communities
- *Implementation Strategy Grants* : Awarded, November 2013
 - 44 awards from the four granting agencies- see list: www.commerce.gov
- *Challenge Grants*: Upcoming Federal Register Notice, December 2013
 - Designation of 12 Manufacturing Communities
 - Eligible for “preference and priority” points for 35 awards from 10 agencies
 - Top scorers (up to 6) will receive large funding awards of approx. \$10M to fund public good investments.

National Network for Manufacturing Innovation (NNMI)

Multi-agency initiative, Public-Private partnership

- Goal: To create regional institutes of manufacturing innovation that will accelerate development and adoption of cutting-edge technologies for new, globally competitive products
 - National Additive Manufacturing Innovation Institute (NAMII- renamed “America Makes”)
 - Two Department of Defense Institutes of Manufacturing Innovation Awards
 - Digital Manufacturing and Design Innovation (DMDI)
 - Lightweight and Modern Metals Manufacturing Innovation (LM3I)
 - Department of Energy Clean Energy Manufacturing Innovation Institute
 - Wide bandgap (WBG) semiconductor power electronic devices
 - <http://www.manufacturing.gov/>

Advanced Manufacturing Technology Consortium (AMTech)

- Goals
 - Establish new and/or strengthen existing industry-led consortia focused on developing technologies that address major technical problems in advanced manufacturing and have an impact on U.S. competitiveness.
 - Identify and prioritize research projects that support long term industrial research needs.
 - Enable technology development and create the infrastructure necessary for efficient technology transfer and commercialization.
- Funding from National Institute of Standards and Technology (NIST)
 - \$4M total funding available, 8 – 16 awards of \$250k - \$500k, 2 year awards
- The consortia is a public-private partnership which is industry-led consisting companies of all sizes, universities, government agencies.

Advanced Manufacturing Jobs and Innovation Accelerator Challenge Awards (AMJIAC)

- Multi-agency Collaboration, public-private partnership amongst the awardees within the clusters
 - Economic Development Administration, Manufacturing Extension Partnership, Department of Energy, Department of Labor, Small Business Administration
 - National Science Foundation – follow on funding to existing Small Business Innovation Research grantees within awarded projects
- Goal
 - To assist the development and implementation of regionally-driven economic development strategies that support advanced manufacturing and cluster development in order to grow jobs
- Total funding: \$20M to 10 regions, 3 year awards - Nov. 2012
- List of projects: <http://manufacturing.gov/accelerator.html>

Thank you.
Questions?

Heidi Sheppard
heidi.sheppard@nist.gov

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