



**MEP • MANUFACTURING  
EXTENSION PARTNERSHIP**

NATIONAL INSTITUTE OF  
STANDARDS AND TECHNOLOGY

# Hollings Manufacturing Extension Partnership (MEP)

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# Today's presentation- MEP

- Network
- Capabilities
- Manufacturers
- Impacts

# 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 over 30,000 manufacturing firms and complete over 8,000 projects per year\*

\*Based on FY2013 MEP Center reported performance data.

# MEP Centers Across the U.S.



800.MEP.4MFG  
www.mep.nist.gov

# 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

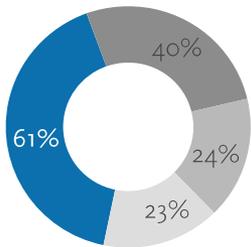
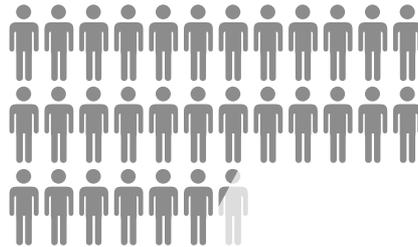
# Next Generation MEP Tools

- 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



# Client Impacts Resulting from MEP Services – FY 2013

**30,131**  
Manufacturers served in FY2013

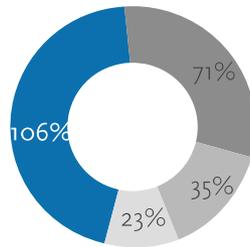


**61% clients**

chose to work with MEP because of the knowledge and expertise of Center Staff.

Other reports include:

- Cost of Services - 40%
- Fair Service - 24%
- Reputation - 23%



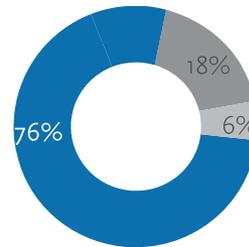
**106% clients\***

reported product innovation and growth opportunities are their biggest challenges.

Other challenges include:

- Cost Reduction - 71%
- Workforce - 35%
- Sustainability - 23%

*\*Note: percentages do not add to 100 since clients can select more than one factor.*



**76% clients**

are likely to recommend the center they worked with to other companies.

Based on a scale of 0-10, other scores include:

- Passive (7-8) - 18%
- Detractors (6-0) - 6%

**MEP CLIENT IMPACTS**

  
NEW SALES \$2.2 Billion

  
RETAINED SALES \$6.2 Billion

  
COST SAVINGS \$1.2 Billion

  
NEW CLIENT INVESTMENTS \$2.5 Billion

  
JOBS CREATED 18,789

  
JOBS RETAINED 43,914

**Thank you.**  
**Questions?**

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