



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**

NATIONAL INSTITUTE OF
STANDARDS AND TECHNOLOGY

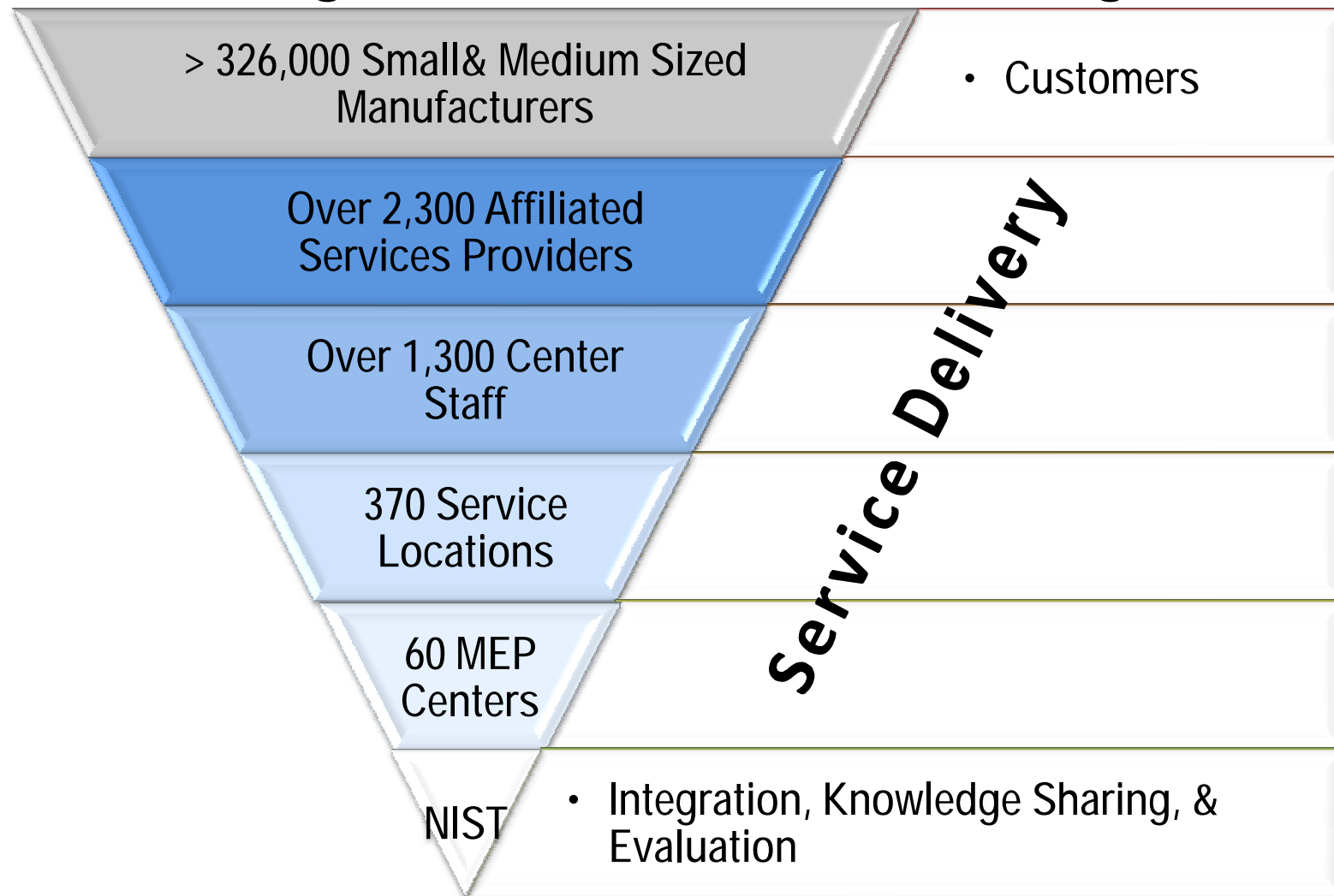
MEP's Place in the Innovation Chain

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The MEP Program in Short . . .

- § Program started in 1988 to enhance productivity and technological performance in U. S. manufacturing – at least one center in all 50 states by 1996
- § 60 centers with over 370 field locations
 - System wide, Non-Federal staff is over 1,300
 - Contracting with over 2,300 third party service providers
- § Partnership Model – Federal/State/Industry
- § MEP System budget ~ \$300M
 - 1/3 Federal, 2/3 State and Industry (fees for services)
- § Program started because of “market failures” in terms of access to information, technical expertise and cost. Subsequent study in 2003 by NAPA reconfirmed the continued existence of these market failures.
- § Emphasis on performance – program and center – measured based upon impact of center services on client firms.

Partnering to Drive a National Program





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MEP Centers Across the U.S.



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

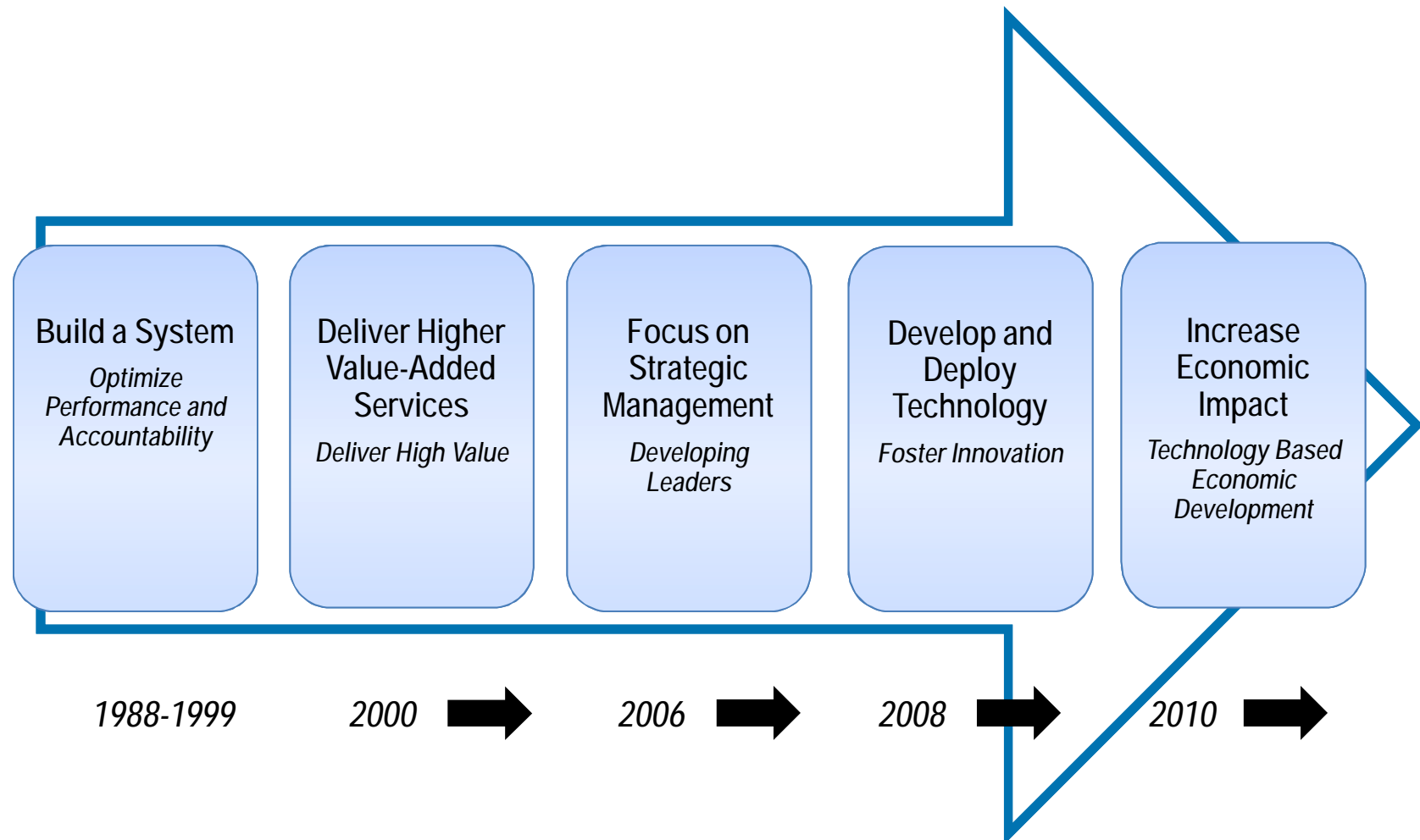


What MEP Does

- § Focus on meeting manufacturer's short term needs, but in context of overall company strategy
- § MEP Center areas of common strength
 - Engineering Services for products and processes
 - Growth Services – new or expanded market opportunities
 - Lean Manufacturing
 - Quality Systems
 - Sustainability
 - Workforce Development
- § Reach over 30,000 manufacturing firms and complete over 9,000 projects per year*

* Based on FY2010 MEP Center reported performance data.

MEP Program Evolution



NEXT GENERATION STRATEGIES



What we all know...

Manufacturing has and continues to change!

- § Globalization is here to stay and U.S. manufacturing firms are adapting to increasing competition.
- § Supply Chains are becoming more global, more exclusive, and more competitive.
- § Innovation (product, process, service & business model) is critical for survival.
- § Technology advances can be incremental or disruptive. Unfortunately, technology adoption rates at smaller firms still lag those of larger ones.
- § Sustainability is 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 Strategy

- Increasing manufacturers' capacity for innovation resulting in profitable sales growth is the overarching strategy for the MEP.
- 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:
 - Continuous Improvement
 - Technology Acceleration
 - Supply Chain
 - Sustainability
 - Workforce



Innovation “Chain”

- There are many “links” . . . but few are connected.
- Challenges
 - Ø Designed for large manufacturers
 - Ø Strategic versus fixing problems
 - Ø Integrated versus point solution
 - Ø From idea to market
 - Ø Linking: 1-on-1 versus 1-to-many
 - Ø Sharing to gain economies of scale
- MEP’s Role
 - Ø Advisor and Connector

INNOVATION SERVICES

Provide a reliable system that guides companies through the creation of new ideas, discovery of market opportunities, and the tools to drive the ideas into development and production



NEXT GENERATION STRATEGY

MEP Innovation Approach

Define



Discover



Develop



Deliver

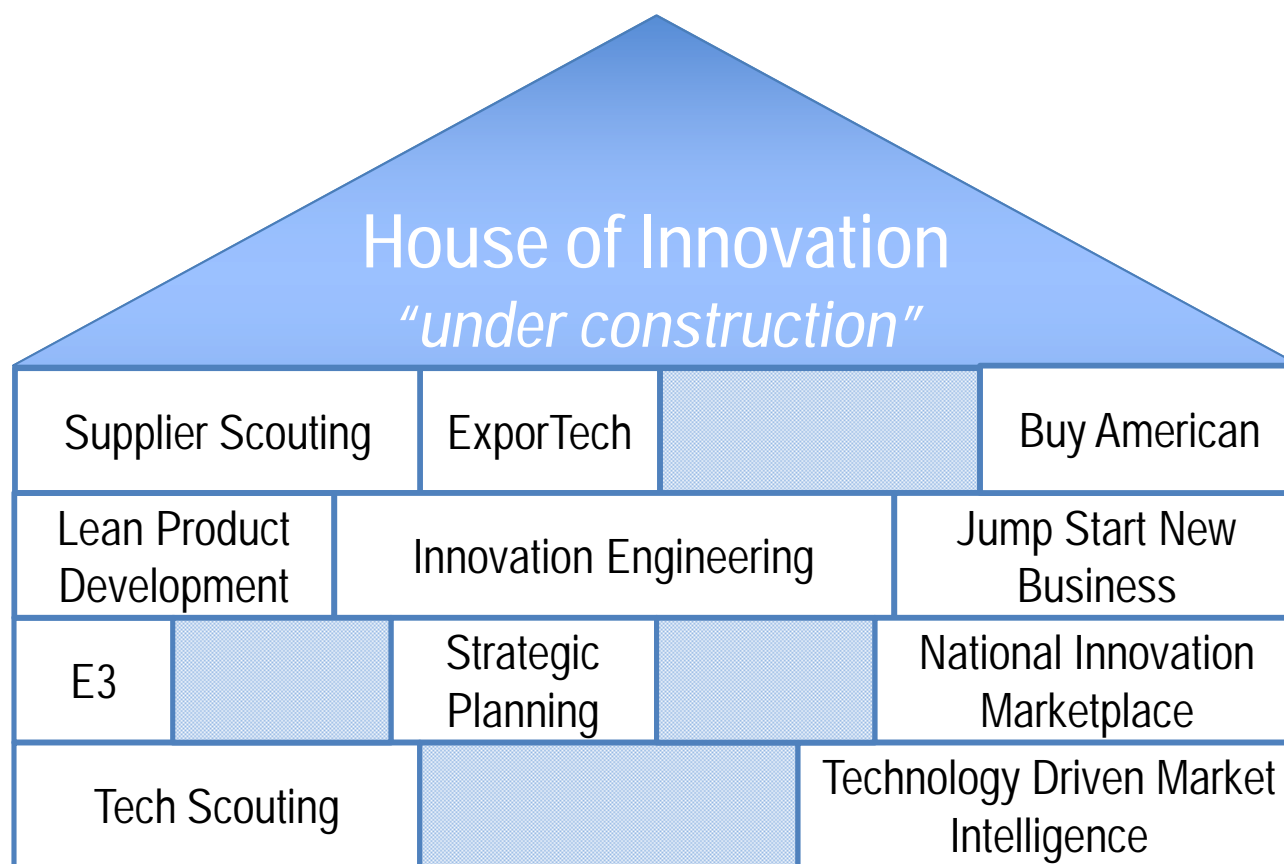


- Tools and services
- Connect to resources and expertise

- C-level & strategic
- Continuous innovation – pipeline of ideas
- Innovation management system

MEP Innovation System

Help manufacturers innovate their processes, products and business models.



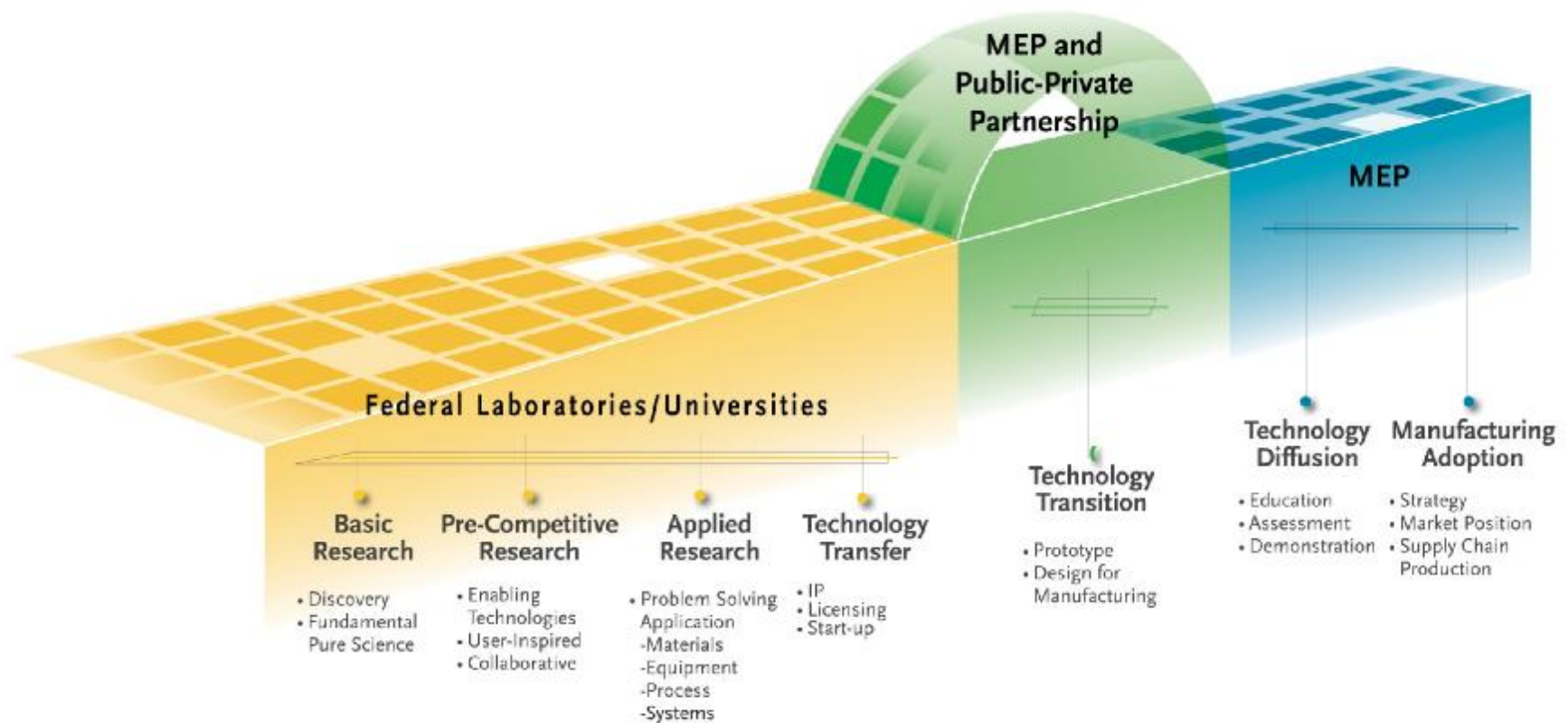
TECHNOLOGY ACCELERATION

Systematically
identifying, and
capitalizing on,
opportunities to leverage
technology into the
processes, products,
and services of
manufacturers

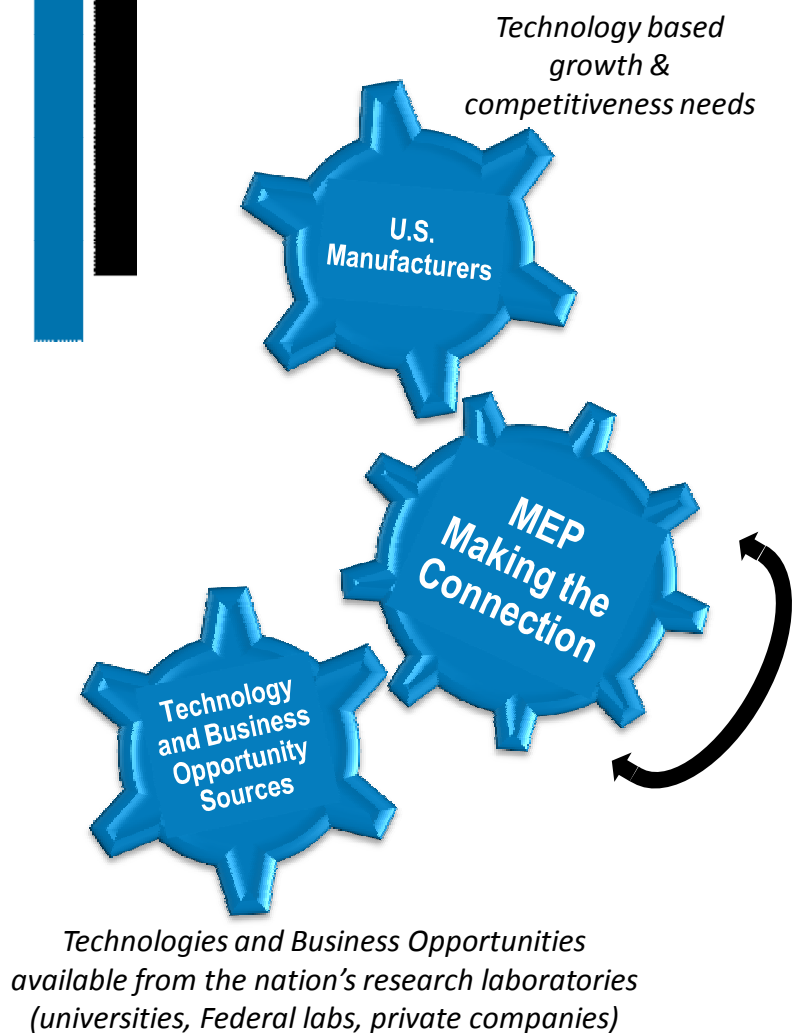


NEXT GENERATION STRATEGY

Technology Acceleration Framework



MEP Approach to Technology Acceleration



- Accelerate technology deployment by connecting needs of US manufacturers to technology sources
- Translate new technologies into real-world applications by:
 - § Connecting manufacturers with solutions
 - § Providing commercialization assistance to manufacturers –
 - Manufacturing strategy, product development, IP management, financing, manufacturing scale-up
 - § Leveraging 3rd party partners
- Develop new tools and integrated approaches:
 - § National Innovation Marketplace
 - § Technology Scouting, Supplier Scouting, SBIR

National Innovation Marketplace (NIM)

- Tools and resources to connect manufacturers to technology resulting in new markets and new products
- Translation of emerging technologies first into business applications, second into market opportunities, and third into the adoption of new products.
- Uses open innovation strategy, which includes partnering, licensing, and co-developing innovation with partners outside of a company instead of the traditional, internal research and development.
- Connects innovation research, technology experts with buying opportunities and manufacturers.

www.usainnovation.org



SUSTAINABILITY

Helping manufacturers
gain a competitive edge,
maintain profitability and
job creating growth
while increasing energy
efficiency and reducing
environmental impacts



NEXT GENERATION STRATEGY

MEP Partnering to Support Manufacturing through Sustainability

GSN: Green Suppliers Network

E3: Economy, Energy, and Environment



What are GSN and E3?

Innovative models for collaboration among manufacturers, utilities, local government, and federal resources to enhance sustainability and competitiveness in local and regional economies as well as supply chains and to spur job growth and innovation.

Partners

The joint collaboration has expanded to include five U.S. federal agencies: DOC, SBA, DOL, DOE, and EPA. These federal partners work directly with local utilities, local government, and small- and medium-sized manufacturers.

Benefits for Manufacturers & Communities

Cost Savings

- § Increased process efficiencies and reduced waste
- § Profitable sustainability practices

Increased Competitiveness

- § State-of-the-art sustainable business practices
- § Technical support to drive entry into new markets
- § Job creation and retention

Access to Technical and Financial Resources

- § Additional funding through federal and state programs
- § Enhanced skills and capabilities for workers

Economic Growth

- § Improved competitiveness of existing manufacturers
- § Enhanced ability to attract new business
- § Increased manufacturing jobs or job retention
- § Trained workforce with skills for a sustainable economy

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Making an Impact on U.S. Manufacturing

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General Information:



MEP clients reported creating & retaining, 72,075 jobs in 2009

The Manufacturing Extension Partnership (MEP) is a catalyst for strengthening American manufacturing – accelerating its ongoing transformation into a more efficient and powerful engine of innovation driving economic growth and job creation.

News

MEP Program Speeds Commercialization and Encourages Innovation

October 21, 2011

NIST MEP will develop a searchable, web-based resource of public-private initiatives that speed commercialization and encourage innovation... [more](#)

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