InnovateMEP Make It In America
Reshoring Summit #3
MSU Franklin Furniture Institute
August 11, 2016

InnovateMEP Mississippi
Dr. Jay Tice, Director
Vice-President, Innovate Mississippi
Who Are We?
InnovateMEP Mississippi

- A Non-profit Line of Business of *Innovate Mississippi*, and

- One of 50 NIST-MEP Network Centers
InnovateMEP Mississippi is a Non-profit Line of Business of Innovate Mississippi

**Center Structure Diversity**

**Partnerships**
Utilizes existing local resources to provide manufacturing extension services *relied heavily on partnerships*

**Geography**
Urban and Rural Areas. Centers are never more than 2 hours away of a manufacturer.

**Public & Private Sector**
Staff are employees of the Center and its partners – *not* the Federal Government

**Organization Type**
- Nonprofit
- University
- State Government

**Organizational Structure**
- Single location
- Principal organization with independent partner organizations
- Central office with regional offices
- Headquarters operation with multiple field offices
The MEP network focuses on solving manufacturers’ biggest challenges and identifying opportunities for growth.
We are people who help Mississippi Manufacturers!!

- **InnovateMEP** Headquarters
- Five **InnovateMEP** Centers (approximately 30 staff).
- **Innovate Mississippi** Staff
- Third Party Service Deliverers
- **InnovateMEP Mississippi** Advisory Council
- NIST-MEP Network Staff throughout the U.S.
How *InnovateMEP Mississippi* Helps Our Clients as Verified Through Independent Survey Results
Manufacturers Gain $273,581,377 and 4,013 jobs in economic benefits from Partnerships in 2015

<table>
<thead>
<tr>
<th>Impact</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increased Sales, Retained Sales, Cost Savings</td>
<td>$118,232,141</td>
</tr>
<tr>
<td>New Investments in Products, Processes, Plant &amp; Equipment, Workforce Practices and Skills, Information Systems and Other Areas of Business</td>
<td>$155,349,236</td>
</tr>
<tr>
<td>Jobs Created</td>
<td>3,448</td>
</tr>
<tr>
<td>Jobs Retained</td>
<td>565</td>
</tr>
<tr>
<td>Companies Served through a completed project or substantive interactions</td>
<td>223</td>
</tr>
</tbody>
</table>
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Client Impacts

29,101 Manufacturers served in FY15

<table>
<thead>
<tr>
<th>JOBS RETAINED</th>
<th>JOBS CREATED</th>
<th>NEW CLIENT INVESTMENTS</th>
<th>COST SAVINGS</th>
<th>RETAINED SALES</th>
<th>NEW SALES</th>
</tr>
</thead>
<tbody>
<tr>
<td>49,011</td>
<td>19,466</td>
<td>$3.2 Billion</td>
<td>$1.2 Billion</td>
<td>$5.7 Billion</td>
<td>$2.3 Billion</td>
</tr>
</tbody>
</table>
Our Promise to Clients:

Our *InnovateMEP Mississippi* Customer Value Proposition
Our InnovateMEP Value Proposition:
We help you Assist Your Company in Action Plans and Projects for...

20 / 20+

Cutting COSTS by at least 20%
Growing REVENUE by at least 20%

We do this by working with you to apply Proven methods such as...

Lean Manufacturing and Six Sigma

GROWTH STRATEGIES
How it all Fits Together

**InnovateMEP Drives Profitable Growth**

Factory & Operations

- Profit Improvement
  - Accelerate COST IMPROVEMENT
    - Factory Operations
    - Reduce Waste
  - Workforce Training in Skills & Supply Chain Understanding

Products & Markets

- Profit Improvement
  - Accelerate More PROFITABLE
    - Products & Services
    - Customers & Markets
  - Workforce Training in Marketing & Innovation
  - Innovation Supply Chain Creation

A Focus on Sustainability is built into EVERYTHING we do

Technology Acceleration
What *InnovateMEP* Services Support our *Value Proposition*?
InnovateMEP Services for Manufacturers

- **Growth services** – innovation, Innovation Jump Start, technology commercialization/product development support, startup/expansion support
- **Lean solutions** – assessments, on-site and public training, lean certificate program, workshops and Kaizen events, lean leadership, organizational transformation
- **Polymer services** – material testing, mold and die design, prototyping, technical assistance, workforce training
- **Quality systems** – Six Sigma training and certification, SPC training and consulting, quality systems audit, precision measurement services
- **Industrial engineering solutions** – process design, plant layout, simulation modeling, ergonomic workplace, material handling
- **Workforce solutions** – skills assessment, basic and specialty skills training, health & safety training, certifications, leadership, conflict resolution, business culture
- **Strategic solutions** – strategic planning, risk assessment, business continuity planning
Our *InnovateMEP* Centers

- **3 Community College Centers**—6 Community Colleges
  - *InnovateMEP* Center at Itawamba Community College (ICC).
  - *InnovateMEP* Center at the MS Corridor Consortium (EMCC, ICC, NECC, NWCC, CCC).
  - *InnovateMEP* Center at MS Gulf Coast Community College (MGCCC).

- **2 University Centers**
  - *InnovateMEP* Center at MSU Center for Advanced Vehicular Systems Extension (*MSU-CAVS-E*).
  - *InnovateMEP* Center at USM Mississippi Polymer Institute (*USM-MPI*).
InnovateMEP Mississippi
Make It In America
InnovateMEP Mississippi
Make It In America

• Statewide InnovateMEP NIST-MEP focus
• Reshoring Opportunities Workshops, Webinars, Summits.
• Tiger teams and supplier scouting development.
• Technical assistance project areas:
  – supplier connections,
  – growth services,
  – technology acceleration,
  – InnovateMEP ME3.
• Support and complement overall Mississippi Make It In America initiative
InnovateMEP Tiger Teams and Growth Services
InnovateMEP Tiger team projects

• Generally involve sourcing/shoring decisions (reshoring/domestic sourcing opportunities)
• Selected examples:
  - BattleBells – premium cowbells
  - TheMaxBit – powered planting tool
  - NG1 Tech – exhaust system improvement
MEP Supplier Scouting

• “Supplier Scouting” requests from NIST-MEP
  – Usually a U.S. OEM seeking a domestic supplier.
  – *InnovateMEP* assists in identifying qualified Mississippi-based suppliers.

• Examples:
  - Haley Marine Gear
  - Laurel Machine & Foundry
InnovateMEP Growth Services
InnovateMEP Mississippi Growth Focus:

Top Line Growth: Profit Improvement by Developing **NEW:**

- Services
- Customers
- Markets
- Products
- Processes

Bottom Line Growth: Profit Improvement by Accelerating **COST IMPROVEMENTS:**

- Factory Operations
- Process Waste Reduction
InnovateMEP Growth Services

Tools for top-line growth

• Ideation, development, commercialization
• Innovation Management System
• Technology Driven Market Intelligence
• Technology Scouting
• Supplier Scouting
MIIA Growth Services Examples

• **American Pacific** (Holly Springs)
  – Had 3 good ideas for new products, needed help with development and commercialization
  – *InnovateMEP* provided innovation training, “Innovation Jump Start” event, follow-on coaching for development and commercialization projects
  – Helped make connections for engineering design and prototype development

• **Godsway Enterprises/TheMaxBit** (Clinton)
  – Was initially an Innovate Mississippi entrepreneur client
  – *InnovateMEP* helped with finding a manufacturing partner
  – Used innovation training and tools to develop marketing message, prepared for Walmart open call
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ME3 Program
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**ME3 Program Components**

- Energy
- Economy
- Environment
- Workplace Safety
- Combined Heat and Power
InnovateMEP Mississippi Total ME3 Identified Impacts

• Six ME3 assessments conducted leading to following impacts for the participating manufactures:
  – Economic impact of more than $4.7 million (Survey confirmed).
  – Jobs retained: 74 (Survey confirmed).
  – Natural gas savings of more than 16,500 MMBtu per year.
  – Electrical savings of more than 2 million kilowatt-hours per year (Enough to power 200+ homes per year!)
  – Total energy cost savings exceeds $250,000 per year.
  – ROI of energy efficiency measures: 1.375 years
Recent ME3 Assessment Results

- Flexsteel
- Cooper Tire-Clarksdale (14% overall energy savings)
- McNeely Plastics
- Systems Electro Coating
- Multicraft Industries
- Double G Coatings:
Thank You!!