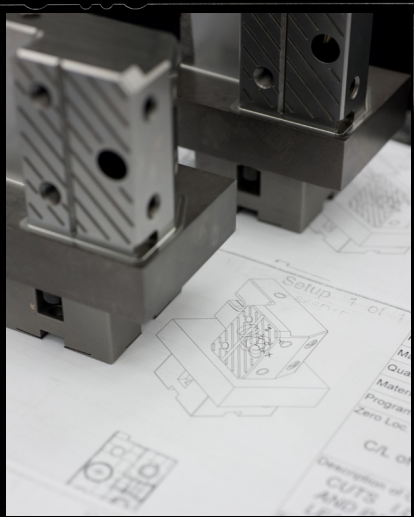


MEP

Manufacturing Extension Partnership

Making an Impact on U.S. Manufacturing



\$2.5 billion new sales

\$2.5 billion investments

61,139 jobs created/retained

MEP • MANUFACTURING
EXTENSION PARTNERSHIP
National Institute of Standards and Technology



The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money. The nationwide network provides a variety of services, from innovation strategies to process improvements to green manufacturing. MEP also works with partners at the state and federal levels on programs that put manufacturers in position to develop new customers, expand into new markets and create new products.

MEP has over 1,300 technical experts – located in every state – serving as trusted business advisors, focused on solving manufacturers' challenges and identifying opportunities for growth. As a program of the U.S. Department of Commerce, MEP offers its clients a wealth of unique and effective resources centered on five critical areas: technology acceleration, supplier development, sustainability, workforce and continuous improvement.

Innovation is at the core of what MEP does. Manufacturers that accelerate innovation are far more successful than those who don't. By placing innovations developed through research at federal laboratories, educational institutions and corporations directly in the hands of U.S. manufacturers, MEP serves an essential role sustaining and growing America's manufacturing base. The program assists manufacturers to achieve new sales, lead to higher tax receipts and new sustainable jobs in the high paying advanced manufacturing sector.

As a public/private partnership, MEP delivers a high return on investment to taxpayers. For every one dollar of federal investment, the MEP generates nearly \$20 in new sales growth and \$20 in new client investment. This translates into \$2.5 billion in new sales annually. For every \$2,100 of federal investment, MEP creates or retains one manufacturing job.

America needs a robust manufacturing base and MEP is critical to the small and mid-sized U.S. manufacturers who strengthen that base.

What is MEP?

MEP is a nationwide system that helps manufacturers maximize their potential and grow their businesses. Since its inception in 1988, manufacturers have employed the resources of the MEP network to generate significant bottom-line efficiencies through the employment of lean manufacturing techniques and other productivity improvement tools. MEP's next generation of services help companies boost top-line growth through the development of new products, improved processes and expand into markets.

MEP leverages over \$100 million of federal investment into a nearly \$300 million program by partnering with state and local governments and the private sector to provide a wealth of expertise and resources to manufacturers. Each year, MEP is hired by manufacturers to solve problems, increase productivity, improve their economic competitiveness, and enhance their technological capabilities. As a result, MEP clients increase their sales, save time and money, invest in physical and human capital, and create and retain thousands of jobs.

MEP is a nationwide system that accelerates manufacturers growth. MEP, through centers located in every state, provides companies with a consistent set of services, including;

- innovation strategies,
- process improvements,
- workforce training,
- green manufacturing,
- supply chain development,
- supplier scouting,
- exporting, and
- technology scouting & transfer.

MEP Centers

MEP centers are non-profit organizations, partnering with the Federal government to offer products and services that meet the specific needs of their local manufacturers. Each center works directly with area manufacturers to provide expertise and services tailored to their most critical needs, ranging from process improvement and workforce development to business practices and transfer of information technology. Additionally centers connect manufacturers with government and trade associations, universities and research laboratories, and a host of other public and private resources to help them realize individual goals.

Services are provided through a combination of direct assistance from center staff and private sector consultants. This diversity is strength of the program and permits local MEP Centers to provide a wide range of mission-related services tailored to the state and regional economies they serve.

MEP centers exist as a result of a partnership among the federal government, state/local governments and industry to help manufacturers. Centers are created through a competitive, merit-based process where funding is contingent upon successful annual reviews of each center. MEP centers are supported by cash contributions from public and private organizations that leverage the federal investment. In addition, center services are fee-based and designed to be flexible and responsive.

Through local and national resources, MEP centers have helped thousands of manufacturers reinvent themselves, increase profits, create jobs and establish a foundation for long-term business growth and productivity.

31,373 Manufacturers served in FY2012

MEP completed over 490,000 customer engagements since the program's inception including technical assistance projects, training programs, networking events and long-term strategic support. These customers are typically manufacturers with fewer than 500 employees in a broad range of industry sectors – from food processors to machine shops to solid state circuitry assemblers. They are companies that need help solving a specific problem, want to implement new technologies, export into new markets, or hope to grow their businesses through the development or improvement of products.

MEP CLIENT IMPACTS

Results reported by MEP clients receiving services in FY2011. Of the 7,637 clients selected to be surveyed, 6,047 completed the survey in FY2012. Measures are a conservative snapshot of benefits. Recurring or cumulative benefits may be larger.

 New Sales **\$2.5 Billion**

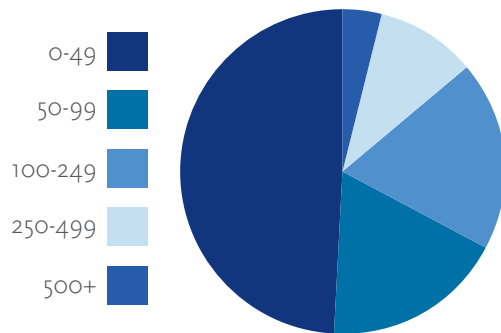
 Retained Sales **\$4.1 Billion**

 Total Increased/
Retained Jobs **61,139**

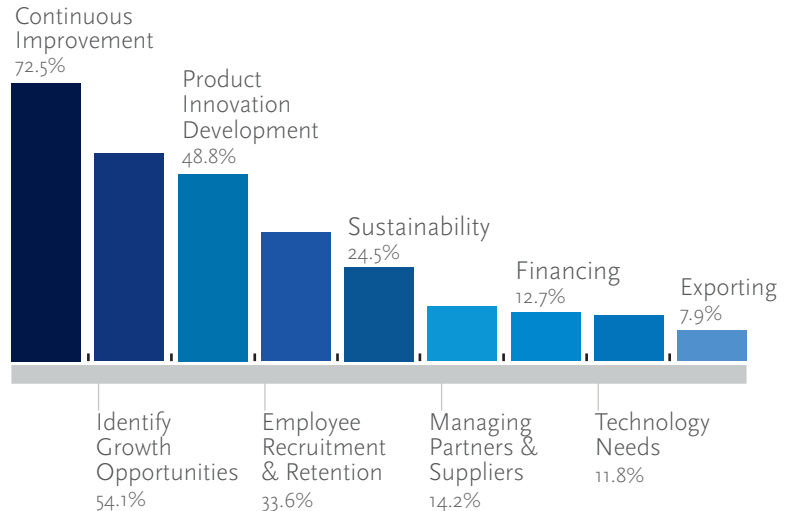
 Cost Savings **\$900 Million**

 New Client
Investments **\$2.5 Billion**

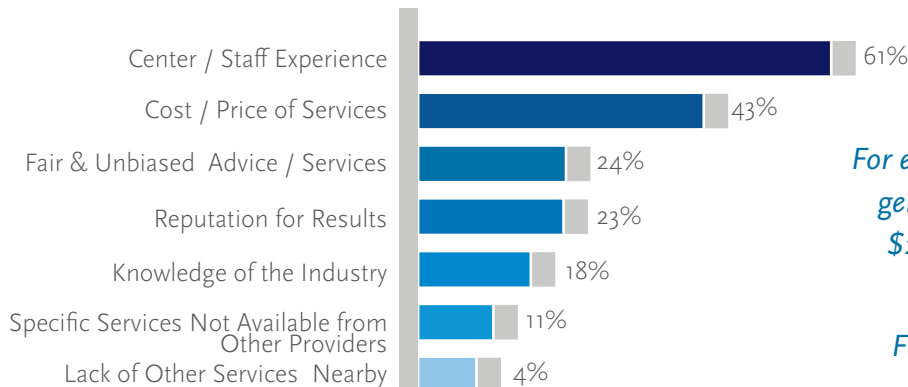
MEP Clients: Number of Employees



MEP Clients: Challenges



MEP Clients: Why They Chose MEP



For every one dollar of federal investment, MEP generates nearly \$20 in new sales growth and \$20 in new client investment. This translates into \$2.5 billion in new sales annually.

For every \$2,100 of federal investment, MEP creates or retains one manufacturing job.

The NIST Manufacturing Extension Partnership is a nationwide system of resources, transforming manufacturers to compete globally, supporting greater supply chain integration, and providing access to technology for improved productivity. MEP is built around manufacturing extension centers locally positioned throughout the U.S. and Puerto Rico addressing the critical and often unique needs of America's manufacturers.

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