

MBE and the SMM

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Date: April 17, 2024



Introduction

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B.S. Mechanical Engineering

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Work History:

MxD USA, Sr. Technology Strategy Associate
IMI Precision, Project Engineer
Atkore Int'I, Operations Supervisor
Medtronic, Operations Supervisor
DuPont, Mechanical Technology Engineer
GE Aviation, Lean Engineering Intern

Agenda



Problem Statement

Potential Solutions

Closing



Bottom Line, Up Front

SMM culture is changing

Engage with MxD

Seek opportunities to subsidize SMM digitalization



Problem?

- Continuous improvement
- Everybody wants data
- Regulations/Qualifications
- Industry 4.0 proliferated data sources
- Cost vs. ROI
- Burgeoning new tools like Al



The Makeup of the U.S. Manufacturing Industrial Base

239,607 U.S. MANUFACTURING FIRMS

178,210 Small Manufacturers < 20 Employees

57,373 Medium Manufacturers 20 < Employees < 500

4,024 Large Manufacturers >500 Employees



- Unclear of MBE and associated technologies
- ROI
- Unaware of resources available though MEP, State, and Local governments
- Long term benefits



- Unaware of the benefits
- Not applicable to their business (IP owning vs job shops)
- Skeptical of customer's use of data
- Full toolset provided by MBE
- Suspicious view of service providers' claims



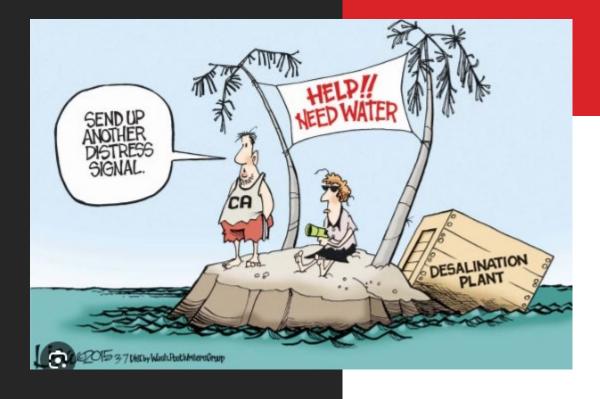








- Human
 - Resources
- Knowledge
 - Change management
 - Know-how
- Investment
 - Business case preparation
 - Disruption of services
 - Money





- Customers need to build the capabilities
- Lack of horizontal pressure to change
 - Cultural
- Lack of standardization
- Near vs far sighted



So What? - Effect on OEMs/DoD

Digital Thread

Need data!

Inability to create a digital twin

Integration of new technologies

Compliance

Manually linked compliance data

Raw material/component sourcing [Regulatory]

Continuous [Product] Improvement

Lack of cradle to grave information continuity

Added [implied/soft] costs from production

Supply chain implications [Risk Mgmt.]

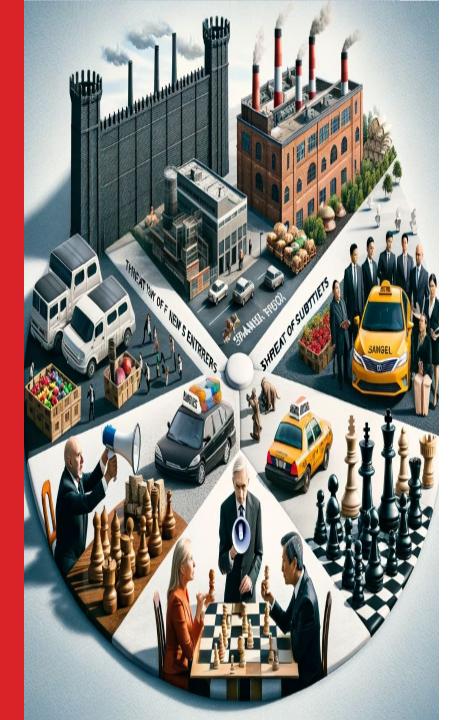




Overcoming Costs

- MEP, State, and Local opportunities to subsidize costs for SMMs
- Segment suppliers by job shops vs. IP containing customizers
- Training opportunities to cover a perfunctory period
- Value realization must happen to continue





Making it Easy to Do

- Team up with other industry OEMs
- Set similar standards/codes that do not conflict
- Biggest hold up OEMs not driving the change



Engaging with MxD

- MxD Technology mapping
- MBE assessment upgrade
- Future LLM projects
- Projects

Recap: Overcoming Barriers to SMM Digitalization

SMM culture is changing

- More SMMs are starting to digitalize
- Limited pressure on SMMs
- OEMs need to drive MBE

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Engage with MxD

- MxD is doing a lot of work focused on SMMs
- Engage with our road mapping effort to help build requirements

Seek opportunities to subsidize SMM digitalization

- Work with MEPs, and state and local opportunities to help subsidize costs
- Work with SMMs to help build out business case



Call to Action



- How many SMMs are in attendance today?
- How can MxD support MBE awareness effort at SMMs?
- Who would be interested in a pilot program with MxD?
- Who is interested in working with MxD for technology road mapping?



