



NIST
National Institute of
Standards and Technology
U.S. Department of Commerce

The Go-To Experts for Advancing U.S. Manufacturing



MEP • MANUFACTURING
EXTENSION PARTNERSHIP®

Buy America Transit Supply Chain Connectivity Forum



U.S. Department of Transportation
Federal Transit Administration

GaMEP
GEORGIA MANUFACTURING
EXTENSION PARTNERSHIP



APTA Annual Meeting & EXPO
Atlanta, GA
October 11, 2017

WELCOME TO GEORGIA



Steve Justice
Executive Director, Georgia Centers for
Innovation





**U.S. Department of Transportation
Federal Transit Administration**

**Matt Welbes
Executive Director, Federal Transit
Administration**



BUY AMERICA OVERVIEW

<https://www.transit.dot.gov/buyamerica>

Cecelia Comito
Assistance Chief Counsel
General Law Division, **Federal** Transit
Administration



FTA

FEDERAL TRANSIT ADMINISTRATION

2017 Buy America Updates

Cecelia Comito
Attorney Advisor

October 11, 2017



U.S. Department of Transportation
Federal Transit Administration

Buy America 101

- 49 U.S.C. § 5323(j)(1):

*“The Secretary may obligate an amount to be appropriated to carry out this chapter for a **project** only if the **steel, iron, and manufactured goods** used in the **project** **are produced in the United States.**”*

Rolling Stock

49 U.S.C. § 5323(j)(2)(C)

(C) when **procuring** rolling stock (including train control, communication, traction power equipment, and rolling stock prototypes) under this chapter--

(i) the cost of components and subcomponents **produced** in the United States

(I) **for fiscal years 2016 and 2017**, is more than **60** percent of the cost of all components of the rolling stock;

(II) **for fiscal years 2018 and 2019**, is more than **65** percent of the cost of all components of the rolling stock; and

(III) **for fiscal year 2020 and each fiscal year thereafter**, is more than **70** percent of the cost of all components of the rolling stock; and

(ii) final assembly of the rolling stock has occurred in the United States.

Rolling Stock Reviews

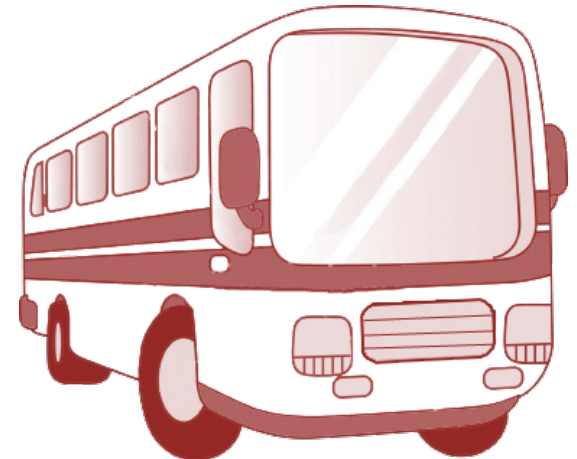
- Rolling stock procurements are subject to the pre-award and post-delivery Buy America audit provisions
 - 49 U.S.C. § 5323(m) and 49 CFR part 663.
 - Discussed in updated Handbook

Rolling Stock

- 49 CFR 661.3: *Rolling stock* means transit vehicles such as buses, vans, cars, railcars, locomotives, trolley cars and buses, and ferry boats, as well as vehicles used for support services.
- Final Assembly must occur in the U.S.
 - 49 CFR § 661.11

What's new in Buy America

- FAST Act Amendments to 49 U.S.C. § 5323(j)
 - Phased increase in domestic content for rolling stock
 - Section 5323(j)(2)(C)
 - Inclusion of U.S. steel and iron in domestic content for car body
 - 49 U.S.C. § 5323(j)(5)
- Executive Order (April 18, 2017)



FTA Final Policy Statement

- Issued on September 1, 2016
– 81 Fed. Reg. 60278
- Addresses phased increase for contracts entered into before October 1, 2015 (FAST Act implementation date)
- Addresses contracts entered into during the transition period, between October 1, 2015 and December 4, 2015 (enactment date)

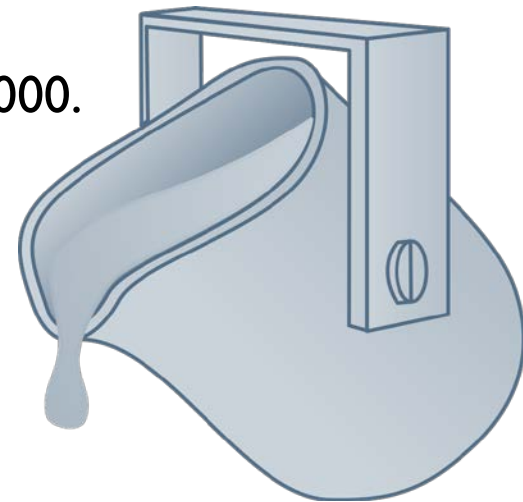


Domestic Content Calculation

- FTA will adjust the calculation for determining whether a component is of domestic origin under 49 CFR 661.11 to accommodate the increase in domestic content for FY2018 and beyond.
 - For vehicles subject to the more than 65% domestic content, more than 65% of the subcomponents of that component, by cost, must be of domestic origin, and for FY2020 or beyond, more than 70 percent of the subcomponents of the component must be of domestic origin.
 - Manufacture of the component must take place in the United States.
- Additionally, if a component is determined to be of domestic origin, its entire cost may be used in calculating the cost of content of an end product.

Cost of Domestic Steel & Iron

- The FAST Act, which added 49 U.S.C. 5323(j)(5), allows domestic content to include steel and iron produced in the United States and incorporated into a rolling stock frame or car shell outside the United States, provided that the frame or car shell is imported back into the United States for final assembly.
 - Only applies to vehicles that cost more than \$300,000.
- Manufacturers may include the cost of domestic steel and iron on vehicles produced after October 1, 2015, the effective date of the FAST Act.



Buy America Handbook



© Ron Leishman * www.ClipartOf.com/443053

FTA

FEDERAL TRANSIT ADMINISTRATION

Buy America Handbook

- Addresses pre-award and post-delivery audits of rolling stock procurements (49 CFR part 663)
- Handbook is **guidance** and does not promulgate new requirements
 - Discusses best practices that recipients may adopt
 - Does not require anything beyond what is in the Buy America statute and regulations
- Effective Date: March 21, 2017
 - 82 Fed Reg 4959 (Jan. 17, 2017)
 - <https://www.gpo.gov/fdsys/pkg/FR-2017-01-17/pdf/2017-00873.pdf>

2017 Handbook

- Reflects FAST Act changes with respect to domestic content percentage increases
- Handbook does not apply to overhauls, rebuilds, or refurbished vehicles
- Provides templates and examples for pre-award and post-delivery audits
- Does not define who is a “qualified” auditor, leaves that determination up to recipient

Pre-Award Audits

- What's the purpose of a pre-award audit?
 - A. To unnecessarily increase the cost of procurement of rolling stock.
 - B. To provide jobs for auditors: “Buy American, Hire American”
 - C. To confirm before contract award that the bidder has a plan for meeting the Buy America rolling stock requirements
 - D. To drive me crazy

Pre-Award Audits

- 49 CFR 663.21-27
- Auditor must be independent from the manufacturer
- Auditor must review documentation from bidder to support domestic content calculation and final assembly
- Documents do not need to be included with, or attached to, pre-award audit report

Post-Delivery Audits

- 49 CFR 663.31-39
- Verifies that vehicle delivered meets Buy America requirements
- Domestic content calculation is set forth in 49 CFR 661.11 – READ IT!
- Handbook walks through application of section 661.11



Proprietary Information

- Manufacturers do not want to disclose pricing information
- OK for auditor to review documentation at manufacturer's facility
- No requirement that auditor retain a copy of the documents it reviews; however, manufacturer needs to be prepared to show information to FTA, should it request it
- Final Report may be expressed in terms of percentages

More Information

- Buy America Policy Statement
 - [81 Fed. Reg. 60278](#) (Sept. 1, 2016)
- FTA Buy America Website
 - <https://www.transit.dot.gov/buyamerica>
- Sign up for GovDelivery Emails on Buy America
- Cecelia.Comito@dot.gov
- Richard.Wong@dot.gov
- Laura.Ames@dot.gov





BREAK



Transit Original Equipment Manufacturer and Tier 1 Supplier Panel

- Alexander Dennis
- Kiepe Electric, Inc.
- Siemens
- Stadler Rail
- United Rail





Introducing Alexander Dennis Limited



Alexander Dennis Today

- World's largest double deck bus manufacturer with over 100 years of experience in bus and coach design and manufacture
- Extensive global experience in vehicle supply and support across Europe, Asia Pacific and North America
- Unwavering focus on designing lightweight, reliable vehicles which increase uptime and reduce whole life costs while responding to increasingly stringent environmental requirements and improving the passengers' on-board experience



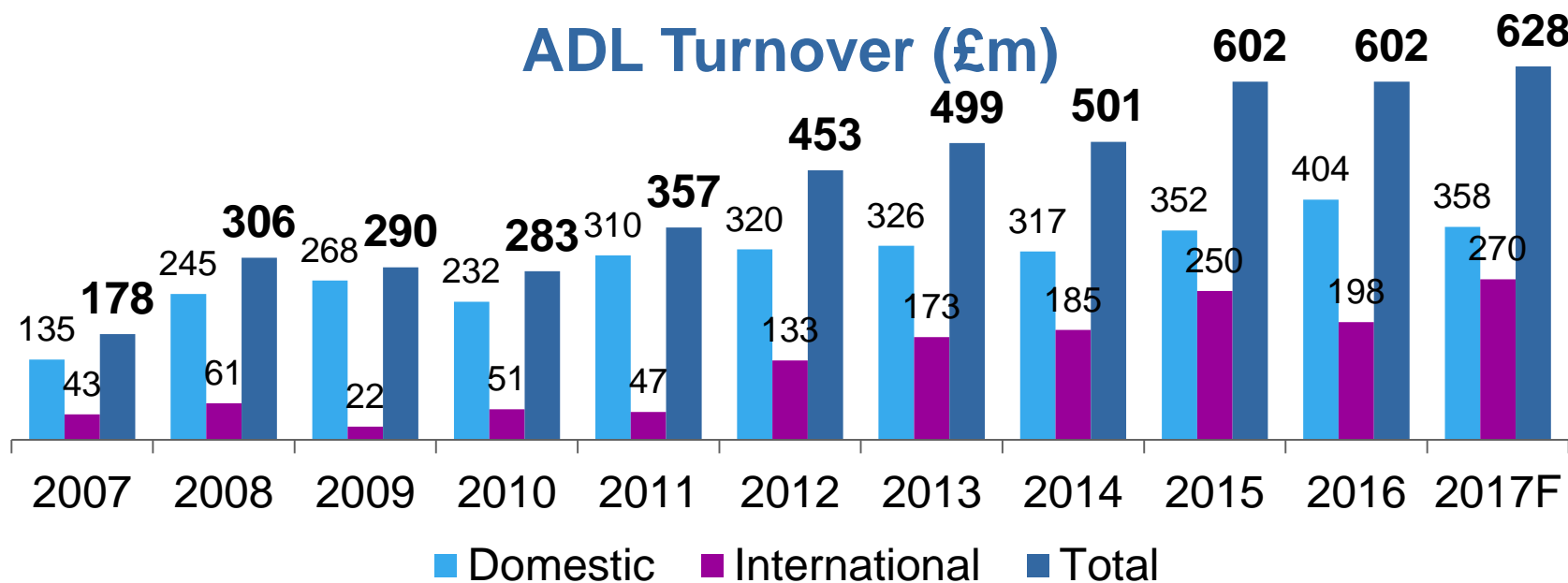
UK's Biggest Bus & Coach Manufacturer

- 2,484 employees (2,187 based in UK)
- Consistent +45% market share in our home market for the last 5 years
- Approaching 50:50 split of revenue between UK and international markets
- Growth attributable to focus on
 - Product reliability,
 - Lowest cost of ownership,
 - Best-in-class aftermarket support



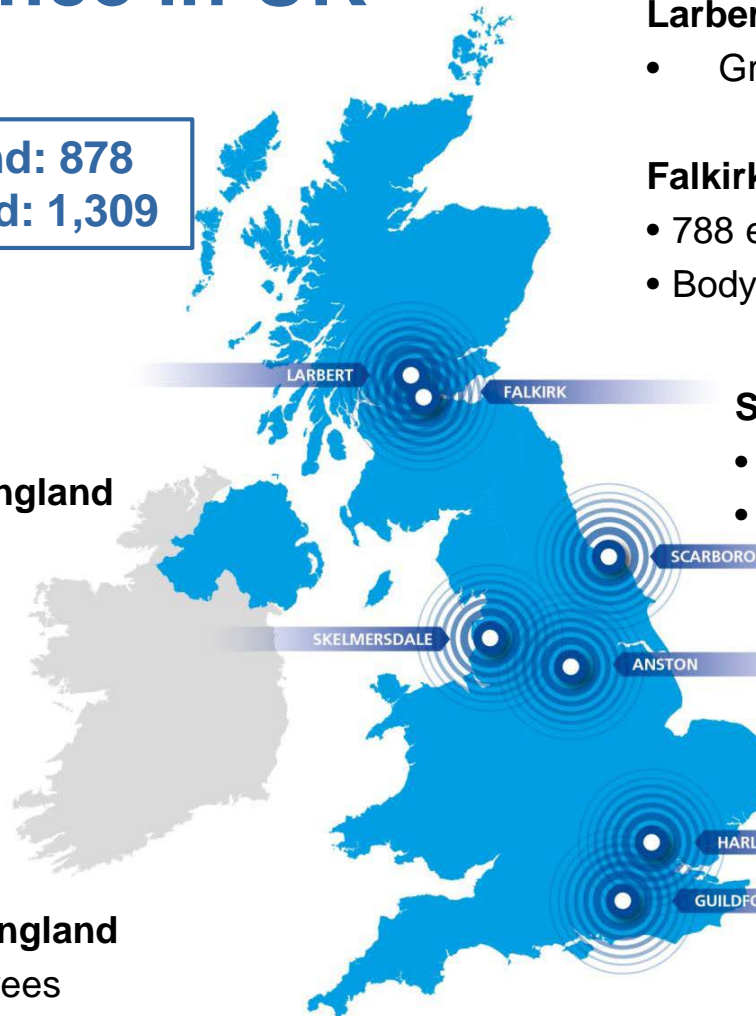
Robust Financial Performance

- Strong revenue >£600m in 2016, on target to exceed this in 2017
- Longer term goal to achieve £1bn profitable sales in 2020
- One of fastest growing bus and coach manufacturers in the world



ADL Presence in UK

Employees in Scotland: 878
Employees in England: 1,309



Larbert, Scotland

- Group HQ with 90 employees

Falkirk, Scotland

- 788 employees
- Body assembly plant

Scarborough, England

- 660 employees
- Coach and body assembly

Skelmersdale, England

- 170 employees
- Aftermarket HQ

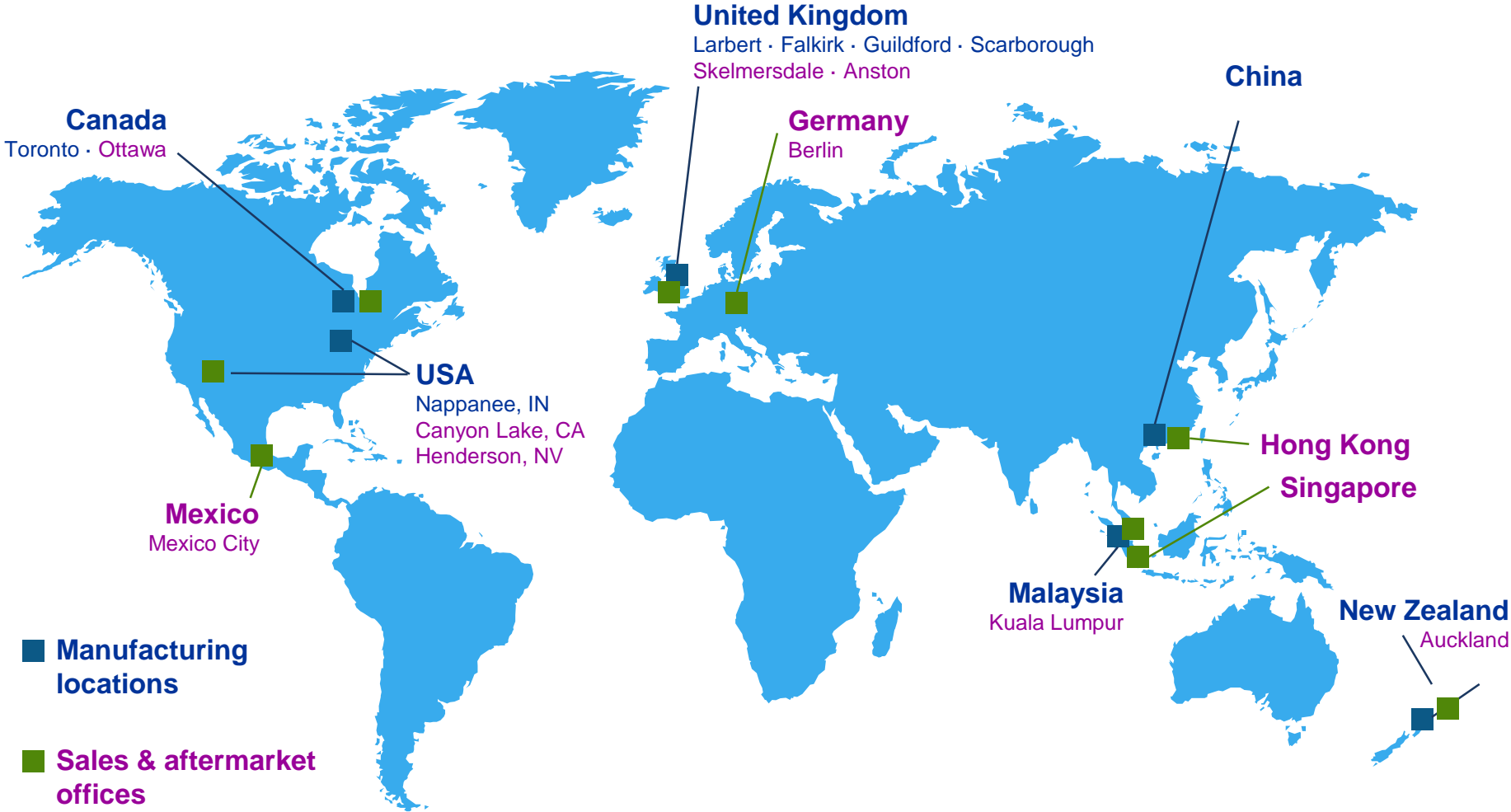
Anston & Harlow, England

- 61 employees + 53 field based team
- Service hubs and used vehicle commercial centre

Guildford, England

- 365 employees
- Chassis engineering and assembly plant

Worldwide Presence



Geographical Diversity

- International business supported by flexible business model with strategic partnerships
- Strong, global presence with build and service partners in Canada, USA, Malaysia, Hong Kong, China, Singapore and New Zealand



Strong Product Development

- On-going multi-million pound investment programme in new product development and engineering
 - £20m spend in 2016 (75% of profit)
 - Record NPD and Engineering spend in 2017 of £22m (91% of forecasted profit)
- Pioneering the development of low and zero emission solutions including cleaner diesel, hybrid diesel-electric, CNG powered by biogas and full electric technologies
- Customer collaboration and engagement is key feature of our product development



Product Portfolio – Bus



Single deck Enviro200

- 8.9–12.7m length
- 12t - 14t GVW
- Up to 45 seated passengers
- Light-weight, fuel efficient
- Over 17,000 produced



Double deck (2 axle) Enviro400

- 10.3–11.5m length
- 4.2–4.3m height
- 18t GVW
- Up to 86 seated passengers
- Light-weight, fuel efficient
- Over 9,000 produced



Double deck (3 axle) Enviro500

- 11.3–14.0m length
- 3.9–4.4m height
- Up to 26.5t GVW
- Up to 98 seated passengers
- Lowest cost per seat
- Over 5,000 produced

Product Portfolio – Coach



Entry level Cheetah XL, Leopard

- Cheetah XL midicoach on Mercedes-Benz chassis
 - 9.6m length
- Leopard on Volvo chassis
 - 12.2–12.8m length
 - suited to school hires



Executive Panther, Elite

- Panther on Volvo chassis
 - 10.8–15.0m length
- Elite on Volvo & Scania chassis
 - 12.8–15.0m length
- For executive touring or scheduled services



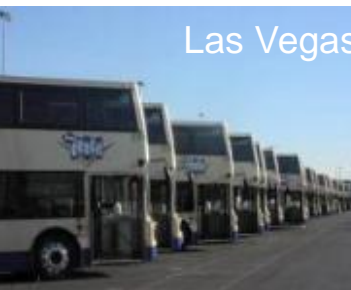
Interdeck Elitei

- Elitei on Volvo chassis
 - 13.8–15.0m length
 - Easy access to drivers' cab and wheelchair space
 - 15m³ luggage capacity
- Ideal for long-distance scheduled services

The World's Leading Buses and Coaches



Alexander Dennis Limited is the world's biggest manufacturer of double deck buses



These buses form the critical backbone to the transport infrastructure of many cosmopolitan, global cities

Operating with outstanding reliability in diverse urban environments and climates across North America, UK and Asia Pacific



THANK YOU

**Kate Lebedeva
Head of North American Sourcing
Procurement Department
905-660-8413**

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Buy America Transit Supply Chain Connectivity Forum Atlanta, GA

October 11, 2017

Neal Carmichael
Noel D'Sa
John Andreas



Kiepe Electric U.S. Headquarters Alpharetta, Georgia

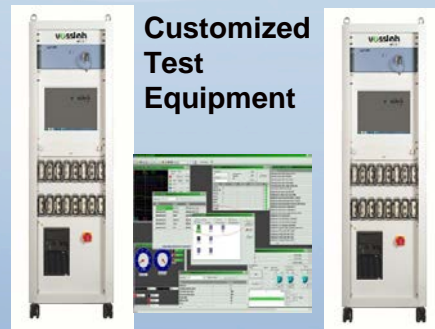


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Est. 1906, Kiepe Electric Specializes in the Design and Manufacture of;

- Electric Traction Systems for Rail and Bus Applications**
- Auxiliary Power Systems for Rail and Bus Applications**
- Electrical System Upgrades for Obsolete Equipment**
- Electrical Components, Such as Contactors, Relays, Switches, etc.**



**Customized
Test
Equipment**



www.Kiepe.knorr-Bremse.com



Kiepe Electric Products

System Integrator

Complete Electrical Systems Including Traction And Auxiliary Power Systems	
Product Applications	Product Features
Light Rail Vehicles/Streetcars	Voltages up to 1500V
Subway/Metro	Wide Range of Power Outputs
Commuter/Regional	IGBT Technology
Trolley Bus	AC And DC(Upgrade) Applications
Hybrid Bus	Integrated Energy Management
Battery Bus	Monitoring And Diagnostics
Fuel Cell Bus	Off Wire Applications



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Vehicle Integration
Dayton Dual-Mode
Trolley Bus



Kiepe Electric - U.S. References

Kiepe Electric U.S. References:

PCC car AC drive and APS upgrade – SEPTA / Brookville Locomotive
Subway IGBT chopper traction power upgrade – SEPTA direct
Electrical systems for new trolley buses – SEPTA / New Flyer
Traction power system for new LRVs – Houston Metro / CAF
Vehicle system integrator for Dayton dual mode trolley buses
Electrical systems for new trolley buses – King County Metro / New Flyer
Electrical systems for new trolley buses – San Francisco MTA / New Flyer



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KIEPE ELECTRIC IN THE KNORR-BREMSE GROUP

Buy America Transit Supply Chain Connectivity Forum

James Thornton
Head of Procurement, Siemens Mobility Division U.S.

Siemens Mobility U.S. Rail & Road Solutions

SIEMENS
Ingenuity for life

Locomotives



Light Rail



Coaches / Intercity



Maintenance



Overhead Catenary



Wayside / Signaling



Train Control



Digital Services



Traction Power



eBus Charging



eHighway



Traffic Management



Siemens Mobility U.S. – What suppliers are we looking for?



Products & Solutions

- **Fabrication Parts** – fiberglass, castings, metal & machined parts.
- **Electric Components** – batteries, battery systems, transformers, power converters, wire & cabling.
- **Mechanical Components** – hardware, connectors, springs, etc.
- **IT Hardware and software** – PCB boards, passive components, etc.
- **Rail Solutions** – brake systems, doors, seats, windows, flooring, handrails, luggage racks, passenger information, etc.

Service Providers

- **Technical Services** – Engineering, CAD, EMI / EMC surveys, field & on-site services, printing, & training.
- **MRO & Factory Supplies** – welding materials, tools, and other consumables.
- **Logistics / Transportation**

Small Business and DBE Suppliers

- Siemens Mobility is committed to supporting small or diverse businesses.
- Business certifications required (DBE, SB, M/WBE, etc.)
- Manufacturer, Manufacturers Rep, Distributor, or Service Providers are welcomed.



To Learn More please visit Supplier Connection:
<http://www.supplier-connection.net>

Siemens Mobility U.S. – How to become a supplier?

Contact Us 

- SupplyChainManagement.industry@siemens.com

Learn how to be a supplier 

- www.siemens.com/scm
- **Basic Information for Suppliers**

Invitation 

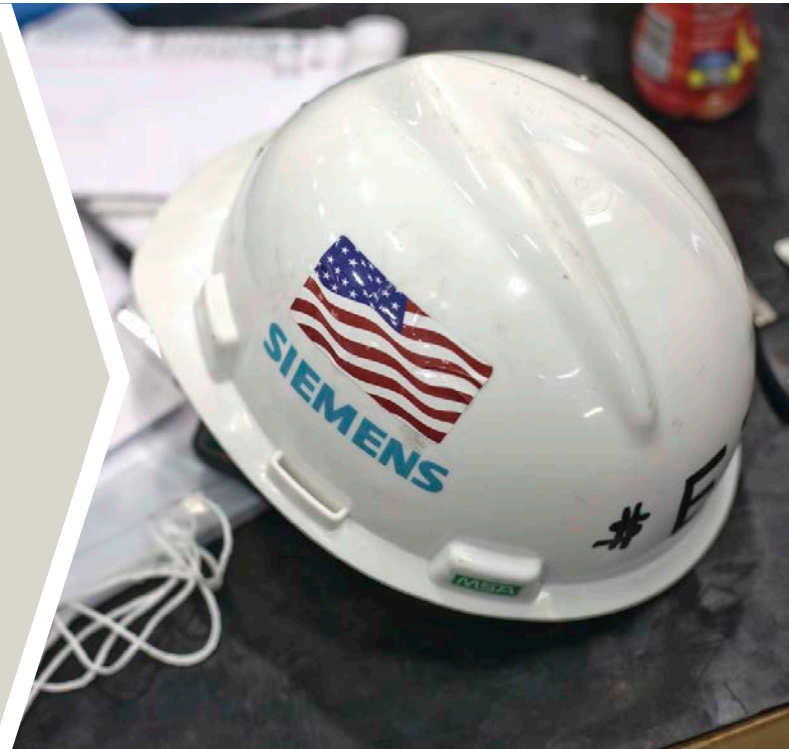
- **A Siemens Buyer will invite supplier to register via Siemens website**

Code of Conduct 

- **Code of Conduct acceptance required principle to partner with Siemens**

Supplier Qualification 

- **All new suppliers must complete our SQ Process prior to selection**



Thank you.

SIEMENS
Ingenuity for life



James Thornton

Head of Procurement, Mobility Division U.S.
GS SCM MO-P RC-US

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siemens.com/mobility



INDIVIDUALITY IN RAIL TRAFFIC STADLER US INC.

Fabio Müller, Head of Procurement and Logistics, Atlanta, 11th
October 2017

STADLER

DIVISIONS

DIVISION SWITZERLAND



Stadler Bussnang
1700 employees

DIVISION GERMANY



Stadler Pankow Berlin
1000 employees

DIVISION CENTRAL EUROPE



Stadler Polska
800 employees

DIVISION SPAIN



Stadler Valencia
900 employees

DIVISION COMPONENTS



Stadler Winterthur
220 employees

DIVISION SERVICE



Stadler Austria
20 employees
Stadler Switzerland
70 employees



Stadler Altenrhein
950 employees



Stadler Pankow Velten
40 employees



Stadler Praha
50 employees



ERION
30 employees
ERION France
20 employees



Stadler Stahlguss
120 employees



Stadler USA
104 employees



Stadler Reinickendorf
60 employees



Stadler Minsk
450 employees



Stadler Szolnok
370 employees

Stadler Algeria
100 employees
Stadler Hungary
70 employees
Stadler Italy
10 employees
Stadler Netherlands
80 employees
Stadler Poland
30 employees
Stadler Sweden
20 employees

Consolidated turnover 2016 (budget): USD 2.2 B || Employee number (budget, FTE): approx. 7000

VISION

Stadler – we build your
train with passion.



STADLER COMPETENCIES



- **State-of-the art rail technology: more than 500 design engineers**
- **On track in terms of time, budget and quality**
- **Highly flexible products with the focus always on individual requirements**
- **Core technologies:**
 - Aluminum car body shells: >25 years of experience
 - Crash Energy Management (CEM): invented by Stadler in 2006
- **New HVAC concepts: e.g. double-decker EMU Austria/Switzerland**
 - All climate zones (Finland, Russia, southern Europe, Africa, Texas)
- **Low life cycle costs: lightweight, high-quality components**
- **Clever maintenance solutions that reduce operating costs**
- **High availability:**
 - FLIRT Norway 98.4%, 625 thousand miles / month
 - Westbahn bi-level 99.7%
 - Finland FLIRT 98.5%
 - Diesel-electric locomotive EURO4000 > 97%

State-of-the-art technology through continuous innovation

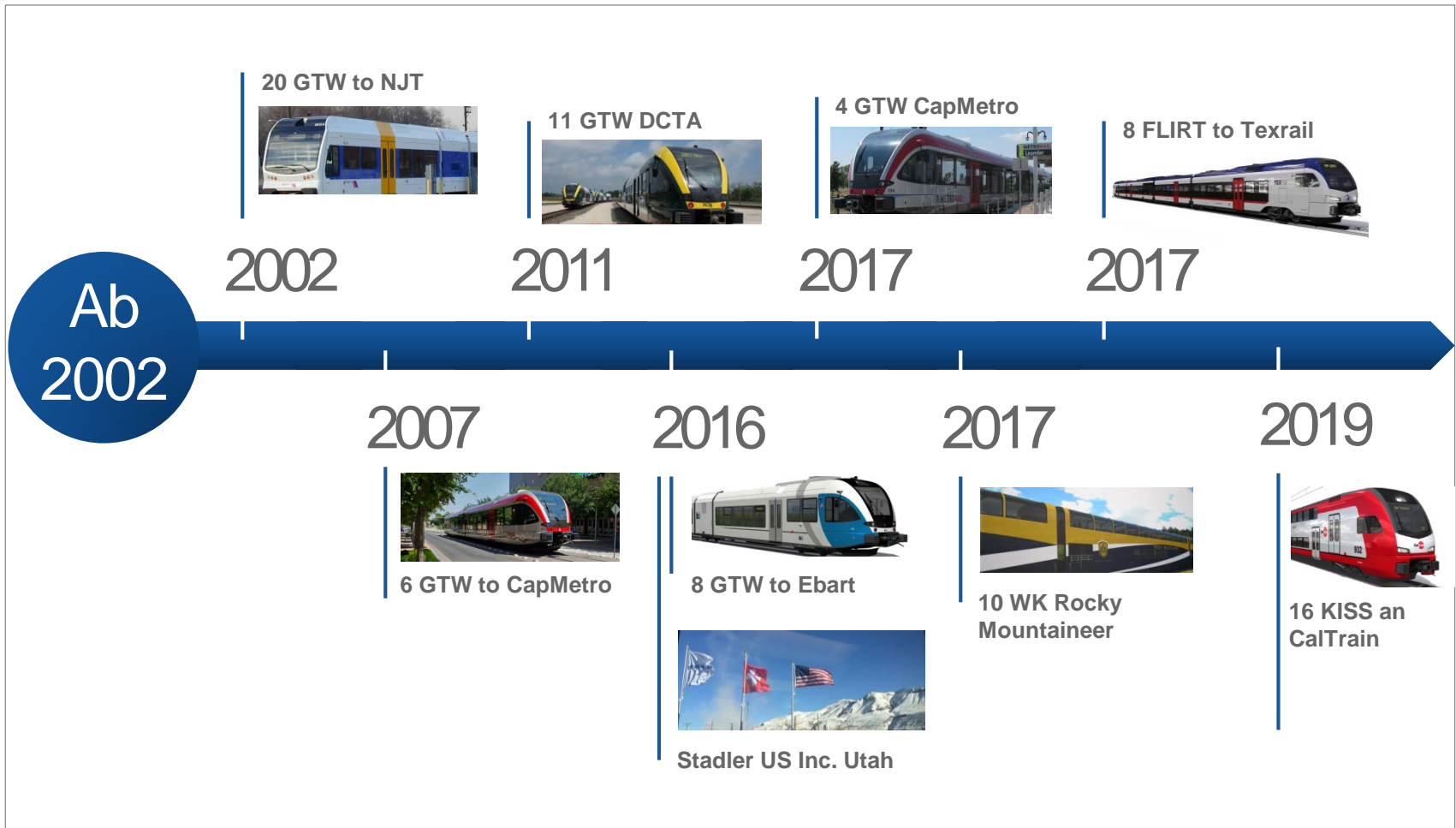
Customized solutions

MARKET SEGMENTS

SEGMENTATION			MODULAR CONCEPTS Adhesion engines		TAILOR-MADE CONCEPTS Adhesion and rack engines	
URBAN						
LRV	Tram	≤80 km/h				
	Tram Train	≤100 km/h				
Metro	Metro	≤100 km/h				
RAILWAY VEHICLES						
DMU	Regional rail	≤140 km/h				
EMU	Regional rail	≤160 km/h				
	Intercity	≤200 km/h				
	High-speed	≤250 km/h				
Locomotives	Mainline locomotives diesel/dual/electric					
	Shunters/special purpose vehicles					
Coaches	Passenger coaches and sleepers					
	Freight wagons					

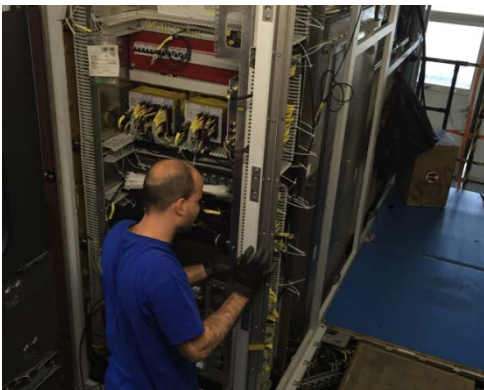
HISTORY STADLER US

SUMMARY



LOCALIZED ACTIVITIES

Salt Lake City





**THANK YOU
FOR YOUR ATTENTION**

STADLER



UNITED RAIL

We bring the World of Rail Together

US Rail Market Experience Report

Norwin K. Voegeli
President & CEO United Rail



Not on the picture: Brad McLelland, Nicolaas Hoffman

Company Profile

ABOUT US

- A privately held Florida Corporation inaugurated in 2012
- Headquartered in Jacksonville, Florida, USA
- Branch office in Toronto, Ontario, Canada
- Nominated and awarded as one of the '50 Fastest Growing Companies in North East Florida' for 2016 and 2017
- Nominated and awarded as one of the '100 Fastest Growing Companies in Florida' for 2017

United Rail's Portfolio

- Representation of international Rail and Transit technology providers
- Signal Engineering Services for Mass Transit and Railroads
- Autonomous Vehicle (AV) consulting and system integration in Public Transportation projects
- Own systems and products like the 'Sentinel Solutions™'
- Buy America support for international partner companies

Companies we represent:



Antriebs- und Steuerungssysteme
für Industrie und Verkehr

WOLBER
Antriebstechnik

International Technology & Services Partners

- **BBR GmbH, Germany**
- **Ganser CRS AG, Switzerland**
- **Amberg Technologies AG, Switzerland**
- **Post Bus Ltd, Switzerland**
- **Prover Technologies AB, Sweden**
- **Ruf Telematik AG, Switzerland**
- **EKE Electronics, Finland**
- **Wolber Antriebstechnik GmbH, Germany**
- **DB Engineering & Consulting**
- **Pixy AG, Switzerland**

What we need to manufacture

- Housings of electric and electronic components
- Racks and cases for electric and electronic equipment
- Cabling, connectors and interfaces
- Aluminum profiles, aluminum welding
- Mechanical machining

We bring the World of Rail Together

Thank you for your attention!

United Rail, Inc.
Jacksonville, FL 32224

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www.united-rail.com

Canadian Branch Office
Phone: 416-843-7022
e-mail: nicolaas.hoffman@united-rail.com



Supplier Panel - The View from Prospective Transit Suppliers

- FlenTek Solutions
- Printed Circuit Corp.
- SquarePack

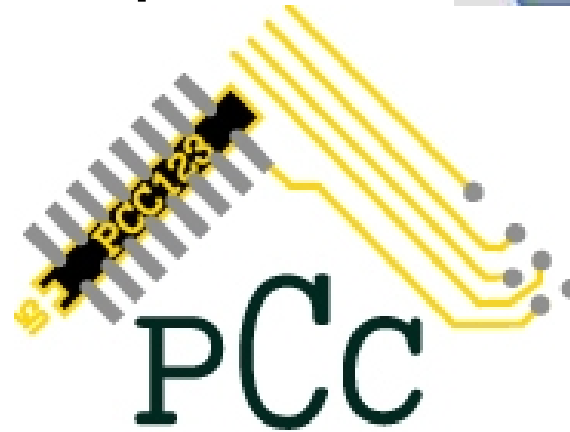


[Contact Us](#)



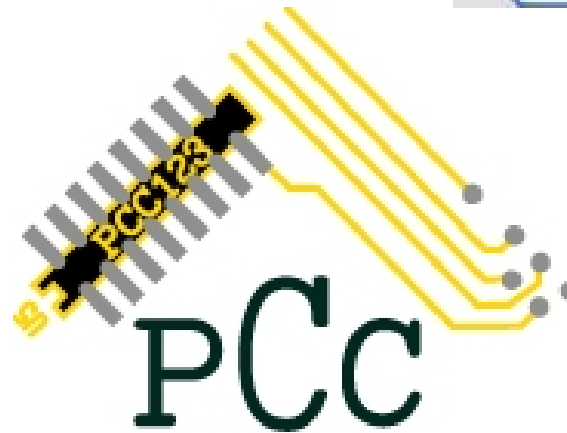
Supplier Panel - The View from Prospective Transit Suppliers

- FlenTek Solutions
- Printed Circuit Corp.
- SquarePack



Supplier Panel - The View from Prospective Transit Suppliers

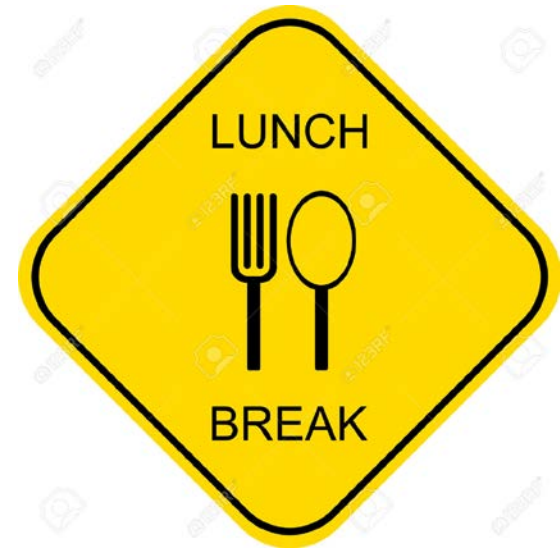
- FlenTek Solutions
- Printed Circuit Corp.
- SquarePack





LUNCH

- Lunch Buffet is provided in the back of the room
- We plan to reconvene promptly at 1:00pm



DON'T FORGET TO SIGN UP FOR YOUR ONE-ON-ONE MEETINGS

NIST Overview

- Non-regulatory agency of U.S. Dept. of Commerce
- Serve as National Metrology Institute for the U.S.
 - Responsible for Nation's measurement infrastructure – focused on measurements, standards, technology
- > 3,000 employees
- ~ 2,700 associates, facilities users
- > 1,200 field staff in partner organizations

Main programs:

- *NIST Labs*
- *Hollings Manufacturing Extension Partnership (MEP)*
- *Baldrige Performance Excellence Program*

Boulder, CO



©Christina Kiffney Photography

Gaithersburg, MD



©HDR Architecture



JILA

Collaborations:

JILA, JQI, HML, IBBR, ChiMaD, NCCoE, NIIMBL Mfg-USA Institute

MEP Summary



Local → National Connection

Network of Centers providing localized service to manufacturers in each State – with National reach and resources

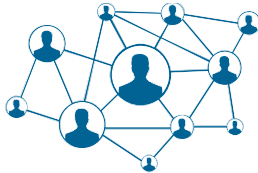


MEP Strategy: Global Competitiveness and Growth

Serve as *trusted advisors* who provide direct, hands-on technical and business assistance to America’s manufacturers, striving to be the go-to resource to ensure U.S. manufacturing is resilient and leads the world in manufacturing innovation

PROGRAM MISSION

To strengthen and empower U.S. manufacturers



National Network

- MEP Center in all 50 U.S. states plus Puerto Rico.
- System-wide non-Federal staff of over 1,200 individuals in ~600 service locations assisting U.S. manufacturers.
- Contracting with >2,500 3rd party service providers



MEP Budget & Business Model

\$128M FY17 Federal Budget with Cost Share Requirements for Centers



Partnership Model

- Federal, State, Industry
- Managed by NIST at Federal level
- Well aligned with state and local economic development strategies



MEP National Network



www.nist.gov/mep
301-975-5020



In Georgia: GaMEP

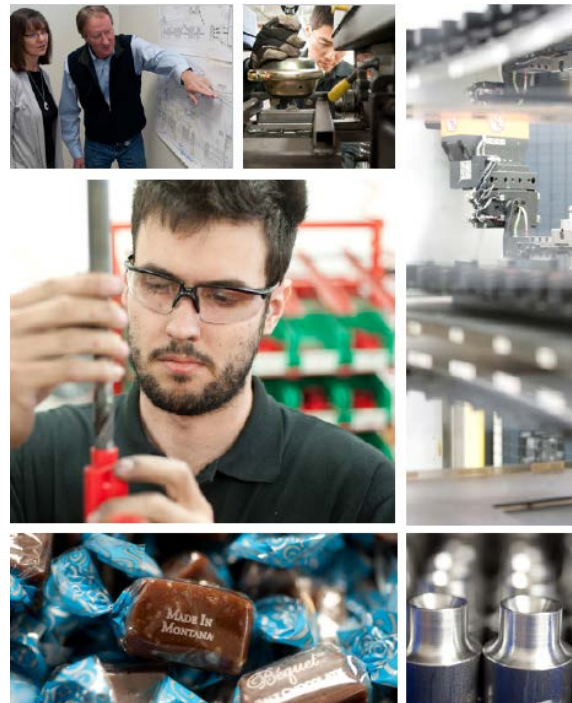
- Program of Georgia Tech's Enterprise Innovation Institute
- HQ in Atlanta with offices in 10 regions across GA
- Contact:

Karen Fite, Director, Ga MEP
404-385-1492

karen.fite@innovate.gatech.edu
gamep.org

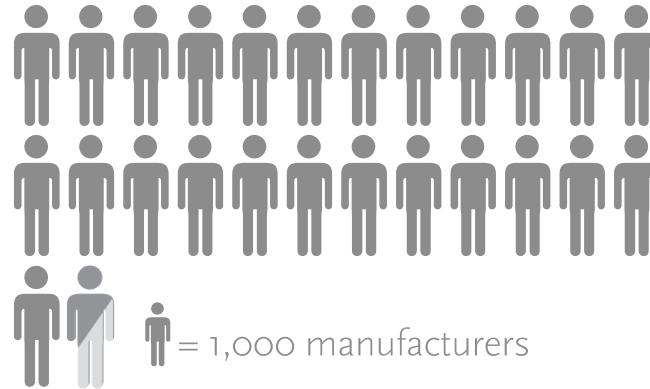
MEP: The Go-To Experts for Advancing U.S. Manufacturing

- Enhance business opportunities for U.S. manufacturers
- Provide assistance to manufacturers, including:
 - ✓ **Technical manufacturing services for products, processes**
 - *Manufacturing Strategy, Scale-up, Plant Layout*
 - *Production Optimization, (Re)tooling (Lean/Quality/Automation)*
 - *Digital Manufacturing and Engineering Practices / Industry 4.0*
 - *Cybersecurity*
 - ✓ **Product/Process Development and Innovation**
 - ✓ **Supply Chain Development**
 - ✓ **Workforce Development**
 - ✓ *Marketing, IP Management, Financing/Access to Capital*
 - ✓ *Sustainability*
 - ✓ *Exporting, Market Diversification*
- Connect products, capabilities, capacities of U.S. (small) manufacturers with:
 - ✓ *Resources available from Nation's technology sources, including NIST Labs and Mfg-USA Institutes*
 - ✓ *New market opportunities*
 - ✓ *Supply chain needs of OEMs, Tier 1s, govt agencies – such as those presented in Buy America Transit Supply Chain Connectivity Forum*



Delivering Impacts for Clients

25,445
Manufacturers
reached in FY16



Data obtained from MEP Client Surveys - 2016

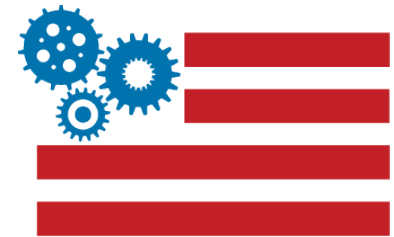
 JOBS RETAINED	 JOBS CREATED	 NEW CLIENT INVESTMENTS	 COST SAVINGS	 RETAINED SALES	 NEW SALES
66,922	19,680	\$3.5 Billion	\$1.4 Billion	\$7 Billion	\$2.3 Billion



MEP Supplier Scouting

- Leverages MEP National Network to connect capabilities, capacities, business interests of small U.S. manufacturers with needs and business opportunities of manufacturing supply chains.
- Includes connecting small U.S. manufacturers w/procurement opportunities tied to gov. agency Buy America(n) requirements for domestic content.
- Identifies and connects domestic manufacturers with business opportunities for supply chains in the following industry sectors^{**}:
 - ✓ *passenger and freight rail cars and rail locomotives*
 - ✓ *railroad track and physical infrastructure*
 - ✓ *highway and waterborne transportation systems*
 - ✓ *defense weapon systems and defense support equipment*
 - ✓ *energy-related products*
 - ✓ *laboratory instruments*
 - ✓ *various consumer products*
 - ✓ *power utilities*

^{**}has included identifying small domestic manufacturers w/particular demographic attributes – such as DBE, MOSB, VOSB, WOSB, etc.



MAKE IT IN AMERICA
MANUFACTURING EXTENSION PARTNERSHIP



15
Participating Supply Chain
Scouting Customers



~200
Items Scouted



70+ Identified
Suppliers



>\$108M New Business
Opportunities



MEP Supplier Scouting and Buy America Transit Supply Chain Connectivity and Development



The nationwide MEP Network is actively assisting in the development of more robust domestic supply base for transit equipment in the U.S.

- ✓ Interagency Agreement between DOT FTA and NIST MEP
- ✓ NIST MEP coordinates national, system-wide MEP efforts
- ✓ MEP Supplier Scouting conducted by MEP Centers can ID manufacturers both **capable of** and **interested in** supplying needed manufactured goods
 - Include manufacturers currently serving transit industries + manufacturers from other sectors (auto, defense, aero, industrial controls / electronics, others ?)
- ✓ MEP available to assist domestic manufacturers with needs and requirements to enter transit supply chains and become suppliers



Buy America Transit Supply Chain Connectivity

Next Steps



- Today's Supply Chain Connectivity Forum
 - ✓ NIST MEP to post slides for access by participants, interested entities at www.nist.gov/mep
- MEP Assistance to Manufacturers
 - ✓ Local MEP Centers available to work with manufacturers at the local level to provide assistance in response to needs – resulting from today's Forum and other needs
 - In GA, contact GaMEP: www.gamep.org
 - ✓ NIST MEP available to coordinate national level MEP assistance resulting from today's Forum, such as supplier scouting, supplier development and improvement, other, ...
 - NIST MEP: www.nist.gov/mep



How GaMEP Supports Manufacturing



FTA Supply Chain Connectivity Forum

**Georgia
Tech**



Georgia Manufacturing
Extension Partnership

A unit of the Enterprise Innovation Institute

www.gamep.org



Georgia Manufacturing Extension Partnership

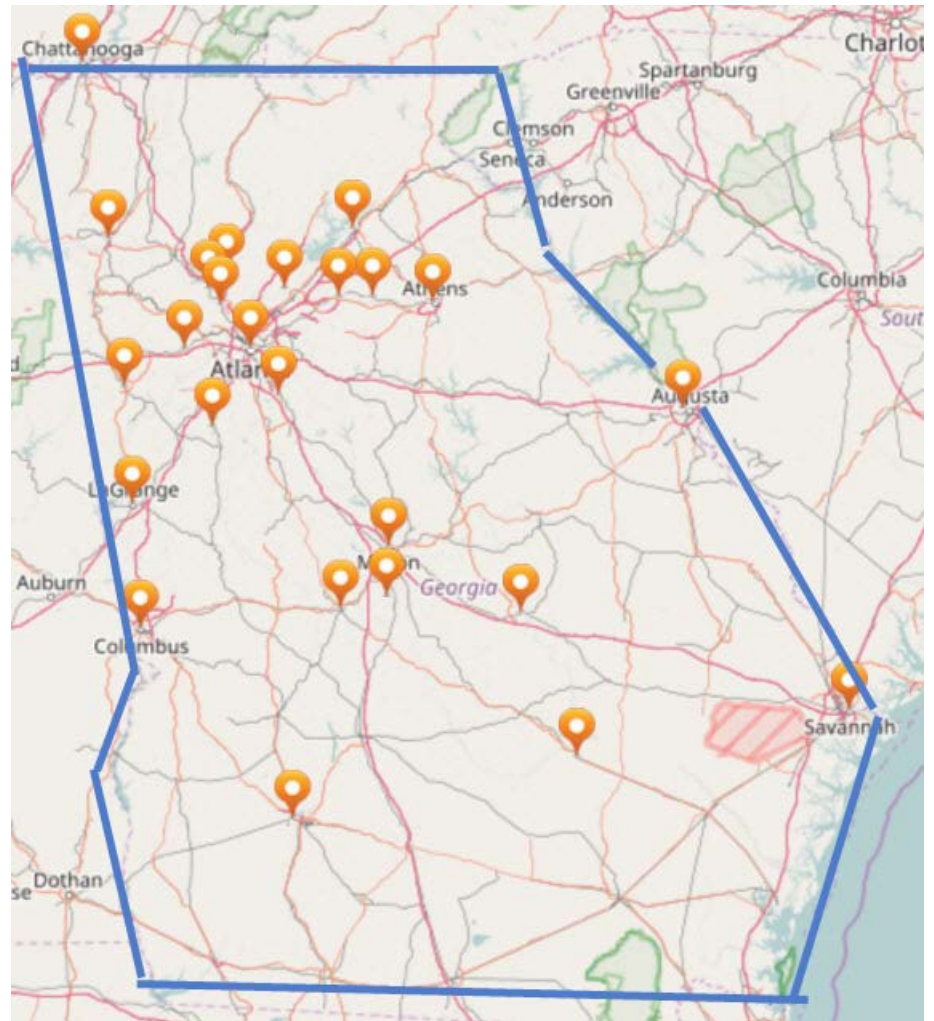
Mission:

To provide expertise and connections to help our clients improve their competitiveness in the global market through organizational growth strategies and operational excellence practices.

Part of National NIST MEP Network of Centers

Statewide Presence

40 *GaMEP* team members
located in 23 *locations* across the
state



Manufacturing remains important in Georgia

- 9,293 manufacturers, 364,736 jobs, 11% GSP, wages 1.6 times retail
- Manufacturing is changing, but there are still companies, job growth
- A valuable resource: Georgia Manufacturing Survey

Georgia manufacturing employment, GSP*

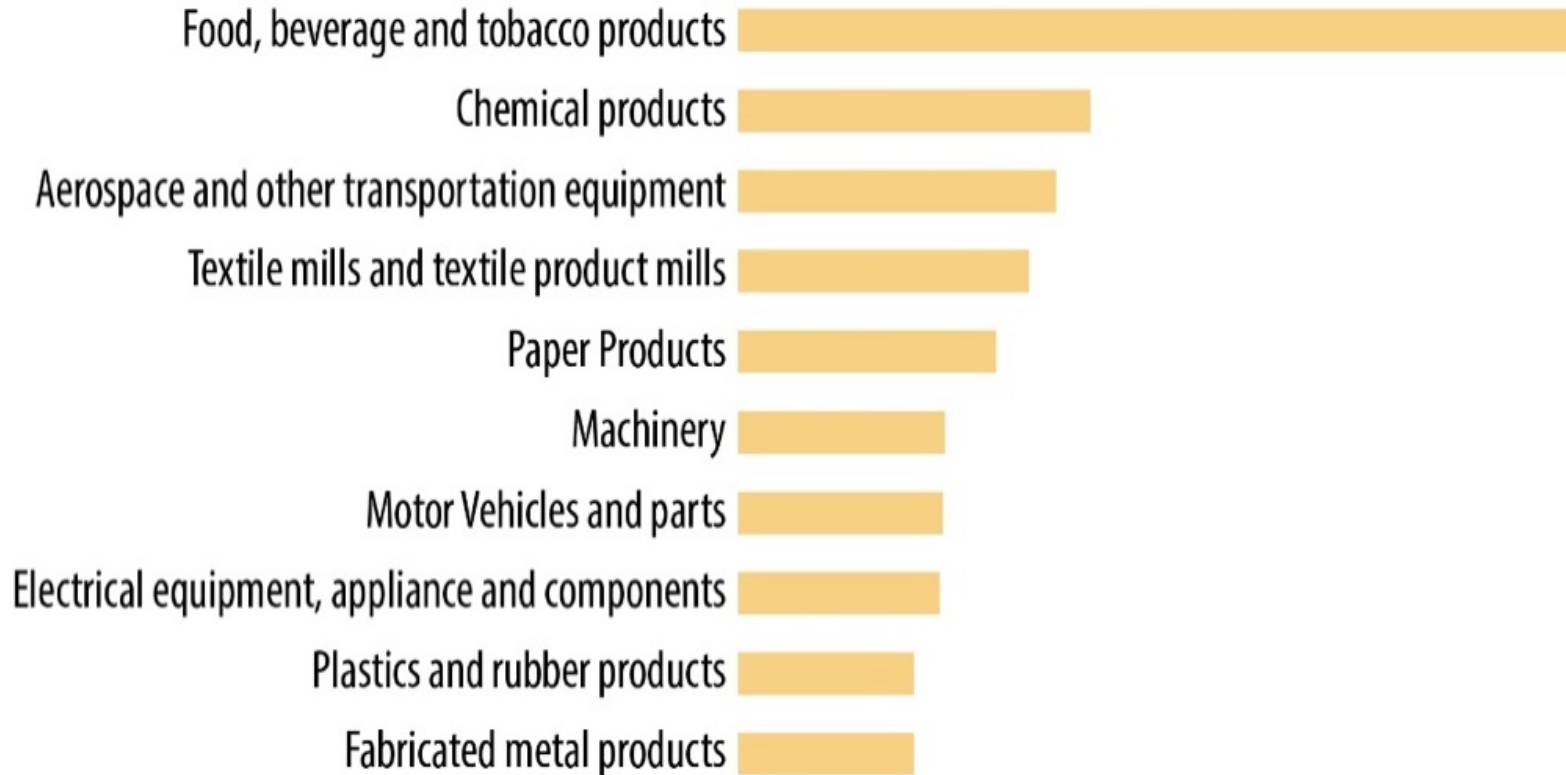


*All information is annual except for 2014, which is estimated.

Source: US Bureau of Labor Statistics, June, 2016, US Bureau of Economic Analysis, June, 2016.

Georgia Manufacturing Sectors

(Dollars of Manufacturing Output)

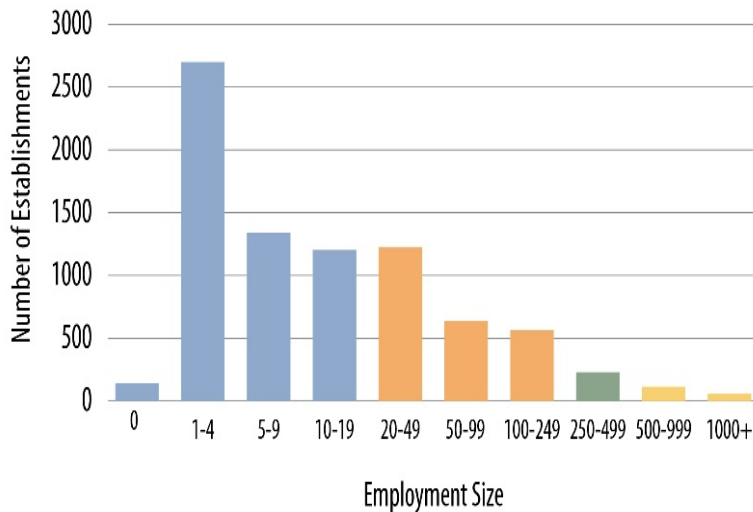


National Association of Manufacturers

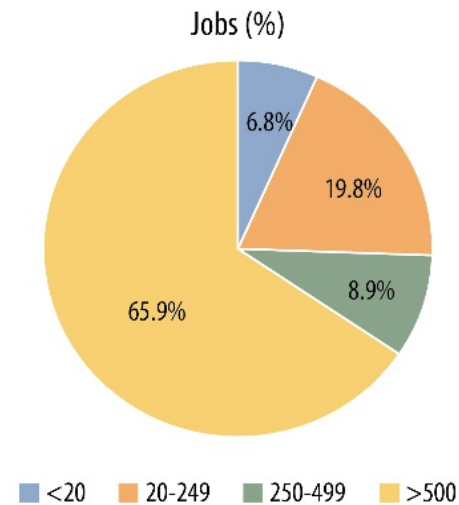


Manufacturing Jobs Demographics

Manufacturing Establishments by Employee Size



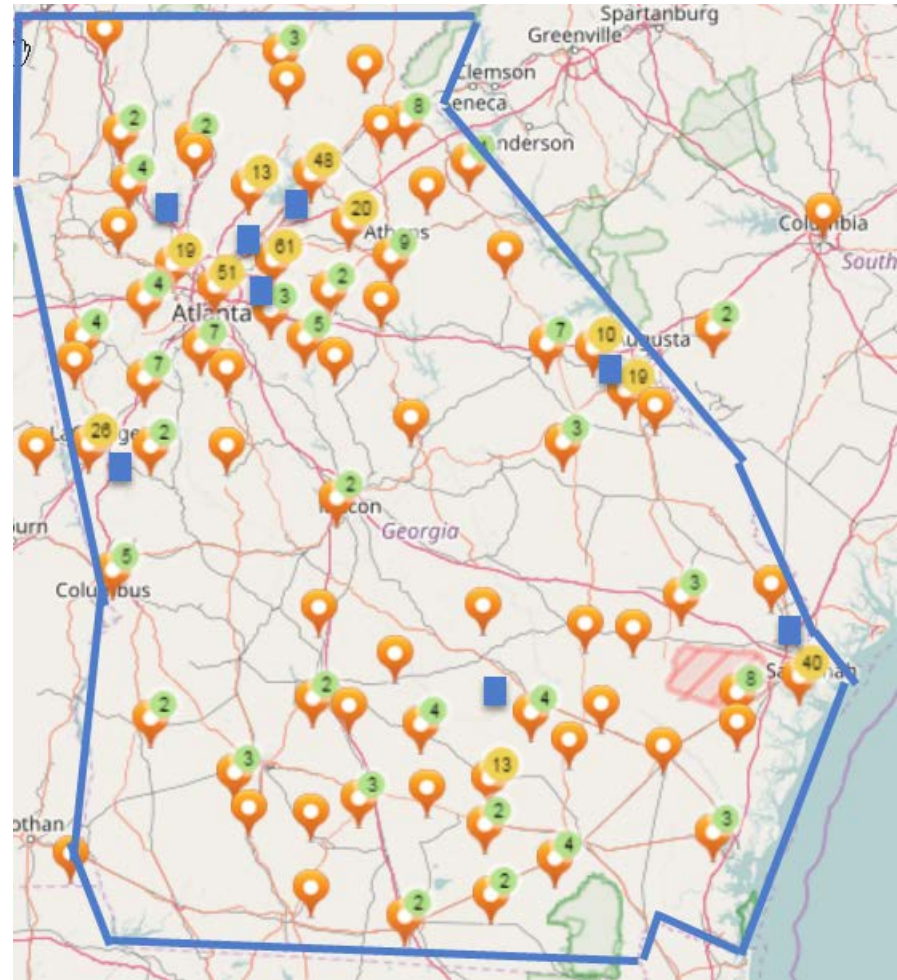
Percent of Manufacturing Jobs in Georgia by Employee Size



Manufacturing Growth Meetings

Began in 2014 and have grown to 10 locations across the state – offered 4x a year in each location – 3,067 attendees – 2,203 Unique participants – 674 manufacturing companies

 = meeting locations

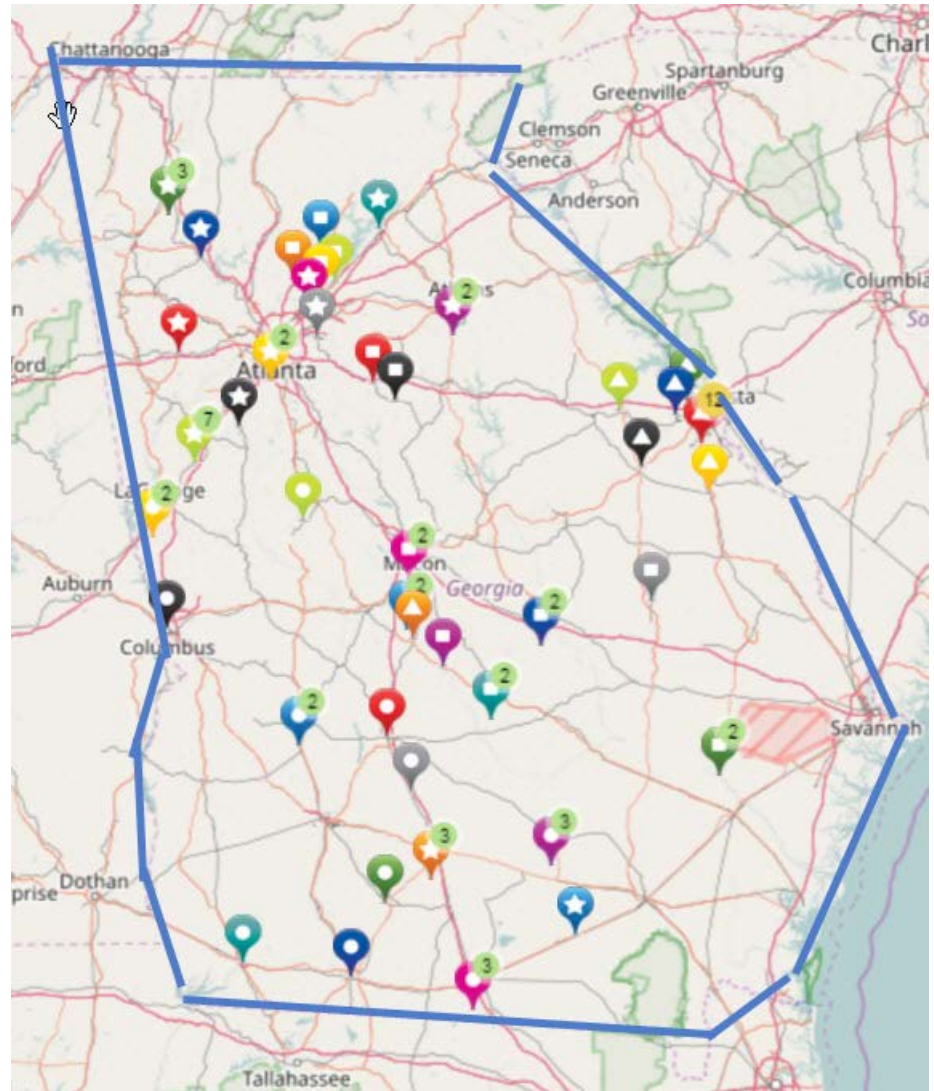


Transformational Organizational Excellence



Advanced Manufacturing Members

More than
80 member companies in
10 consortium groups across
Georgia





Bellwether, Inc.
McDonough, GA



YAMAHA



GaMEP Project Work

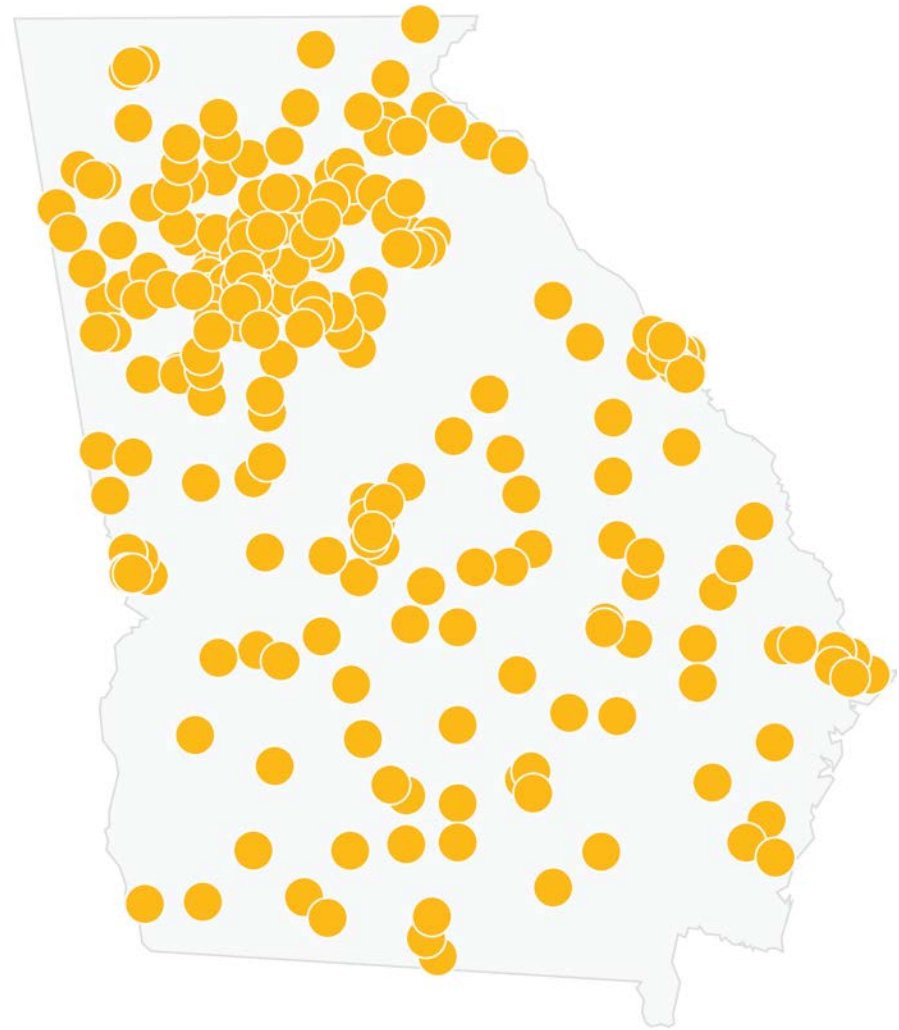
Last year, the GaMEP served
1,929 manufacturers,
245 with in-depth projects
with company reported results:

2,149 created / retained jobs

\$205 million of new sales

\$160 million in plant investments

\$25.3 million in cost savings



Questions?

Karen Fite

GaMEP Director

Karen.fite@gatech.edu

404-385-1492



Georgia Manufacturing
Extension Partnership

A unit of the Enterprise Innovation Institute

www.gamep.org



Intro to One-on-One Meetings and Closing Remarks

Ten minute introductory, private meetings between participating OEMs and prospective suppliers.



- ✓ These are NOT intended to be deal negotiation meetings – intended to be basics discussions on participating in transit OEM supply chains
- ✓ OEMs are encouraged be prepared to discuss the areas where they are seeking suppliers, highlights of what supplying to them means, and hear-term supply opportunities
- ✓ Participating suppliers are encouraged to meet with as many OEMs as possible, each supplier will have **1-3** opportunities to meet with OEMs

Introductory meetings will occur during the networking reception at 2:00pm



BUY AMERICA TRANSIT SUPPLY CHAIN CONNECTIVITY FORUM

THANK YOU!!



U.S. Department of Transportation
Federal Transit Administration



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