

# MEP Supplier Scouting Overview

NIST MEP Supplier Scouting Team  
National Platforms Division

NIST Design and Construction Division  
Sep. 25, 2024





# Topics

## ❖ Introduction to the Manufacturing Extension Partnership (MEP)

- MEP National Network™
- Supply Chain Optimization & Intelligence Network Pilot

## ❖ Overview of MEP National Network Supplier Scouting

- What is Supplier Scouting
- Supplier Scouting Process
- How to Engage Supplier Scouting
- Results & Next Steps

## ❖ Outcomes

## ❖ Resources



# MEP Supplier Scouting Team



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Supplier Scouting  
Operations/ Administrator

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MEP  
National  
Network™

A unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing.

Our mission is to strengthen and empower U.S. manufacturers.



# MEP National Network



Centers located in all 50 states and Puerto Rico.



Public-private partnership with local flexibility.



Federal funds, state investments, and private sector fees cover services.



Market driven program that creates high value for manufacturers.



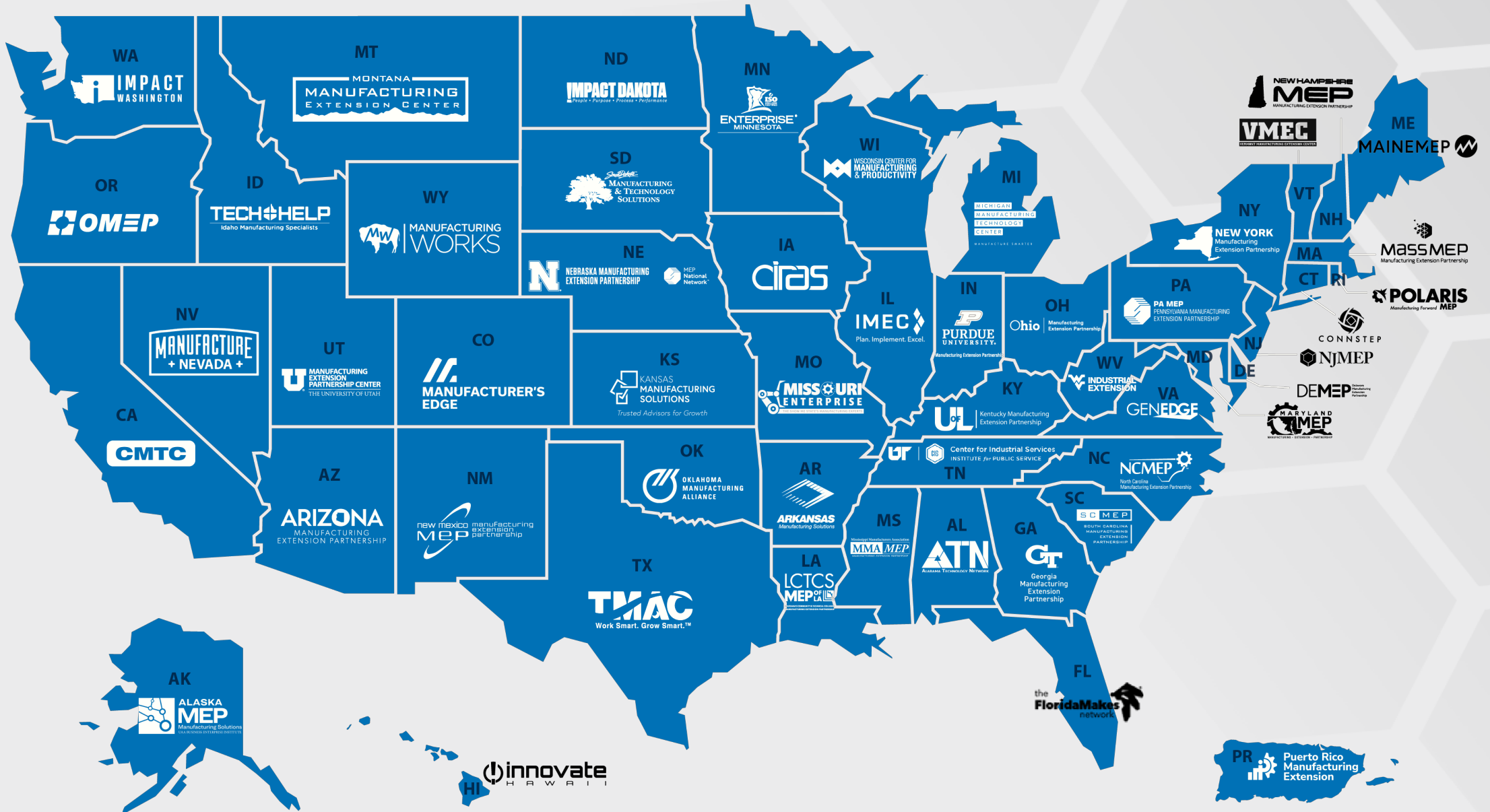
Leverage partners to maximize service offerings.



Transfer technology and expertise to manufacturers.



# MEP National Network



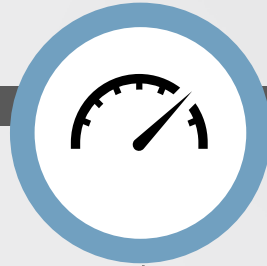


# How Centers Work with Manufacturers



## Initial Contact

Group sessions, referral



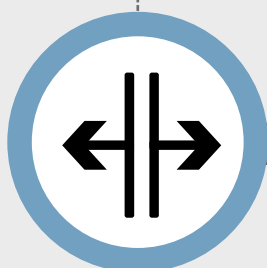
## Assessment

Informal walk-through,  
detailed company analysis



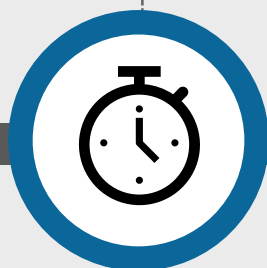
## Identify

Find potential issues, define  
proposed project and  
approach



## Follow-Up

Assures customer satisfaction and  
explore further opportunities



## Project Execution

Center staff, partners, and/or 3rd  
party consultants



## Negotiate

Consult with company and  
sign contract with fee paid  
to Center



## Identify

Domestic need is identified.



## Assess

MEP Center works with SMM to assess capabilities.



## Recommend

MEP Center makes recommendations on processes, materials, training, equipment, etc. in order for the SMM to manufacture the product.



## Implement

MEP Center and SMM work together to implement any needed changes.



## Manufacture

Company manufactures needed product.

# How to Build US Suppliers

SMMs across the country have the capabilities to manufacture most goods domestically.

Supplier scouting shares the need which creates new business opportunities for SMMs.

As demonstrated throughout the pandemic, SMMs are ready and able to pivot to produce new products when there is domestic demand.





# MEP Services

Supply chain resilience is achieved by the supply chain working harmoniously

MEP services support the resilience of the manufacturers

MEP has extensive experience and expertise in Supply Chain and Supplier Scouting services





# Executive Order 14005



**THE WHITE HOUSE**



## **Executive Order on Ensuring the Future Is Made in All of America by All of America's Workers**

“...Sec. 7. Supplier Scouting. To the extent appropriate and consistent with applicable law, agencies shall partner with the Hollings Manufacturing Extension Partnership (MEP), discussed in the **Manufacturing Extension Partnership Improvement Act (title V of Public Law 114-329)**, to conduct supplier scouting in order to identify American companies, including small- and medium-sized companies, that are able to produce goods, products, and materials in the United States that meet Federal procurement needs...”

[Executive Order on Ensuring the Future Is Made in All of America by All of America's Workers | NIST](#)



# MEP National Network 2023-2027 Strategic Plan Goals

The MEP National Network Strategic Plan has three primary goals:



Narrow the Workforce Gap



Mitigate Supply Chain Vulnerabilities



Leverage Technology



# Supply Chain Optimization and Intelligence Network (S-COIN)

- Two-year pilot program investing in the MEP National Network to study manufacturing ecosystems and identify gaps in an effort to build more resilient sustainable supply chains through MEP assistance
- Map the capabilities and interconnections within manufacturing supply chains
- Scale up and enhance the impact of supplier scouting services to source domestic products and continue expansion of capabilities

*This is an investment from MEP into the MEP National Network to build a sustainable program or offerings in supply chain.*

*This is a collaboration between NIST MEP and MEP Centers.*



# Supply Chain Optimization and Intelligence Network (S-COIN)

- Provide MEP overview and Supplier Scouting webinars monthly to federal partners, their suborganizations, and financial award recipients
- Attend, engage, and present at numerous industries' conferences that represent the federal government supply chain priorities (EV, semiconductor, etc.)
- Support the MEP National Network when engaging OEMs to map out and better understand domestic supply chains
- Build capacity in each MEP Center by facilitating the employment of supply chain subject matter experts
- Outreach to agencies, OEMs, and SMMs to broaden industry knowledge of MEP and educate them on the benefits of utilizing the National Network and supplier scouting services



# Why MEPNN Supplier Scouting

- Build U.S. supply chains to ensure our national health and safety
- Safeguard national and economic security
- Strengthen/stabilize domestic supply chains
- Assist agencies meet Build America, Buy America requirements
- Assist SMMs that are challenged with sustaining operations
- Connect U.S. manufacturers with current markets and societal needs
- Utilizes the collective knowledge, skills, and service delivery capacity of the MEP Centers
- Support Supply Chain Optimization & Intelligence Network (S-COIN) Pilot Project

**The MEP National Network™ is uniquely positioned to be successful!**



# MEPNN Supplier Scouting



Defense  
& Aerospace



Medical Equipment  
& Supplies



Food



Transportation



Infrastructure



Buy American



Biomanufacturing



Energy

Leverages MEP National Network knowledge of and connections to U.S. manufacturers' capabilities, capacities and business interests nationwide to increase domestic sourcing for manufacturing supply chains and fill critical supply chain needs.



# MEPNN Supplier Scouting Automated Process

Updated June 2024

Requester Contacts MEP Centers



Supply Chain Need Identified



[scouting@nist.gov](mailto:scouting@nist.gov)

3



2



NIST MEP Distributes

Aggregate Results/Submits Report

4

1

**MEP Supplier Scouting  
Opportunity Synopsis**

[MEPNN Supplier Scouting  
Opportunity Synopsis | NIST](#)





# How to Engage MEP Supplier Scouting

## Complete and submit an online Supplier Scouting Opportunity Synopsis Form



[MEPNN Supplier Scouting Request \(nist.gov\)](#)

[scouting@nist.gov](mailto:scouting@nist.gov)

**Purpose:** To gather technical and business info about the item being scouted and the entity making the request.

**Section 1:** General Info (email, item being sought and description).

**Section 2:** Technical Info (type of supplier being sought, reason for scout, mfg process, dimensions, tolerances, performance specs, required materials, required certifications, regulations, and additional comments).

**Section 3:** Business Info (business volume, target price, delivery and packaging requirements, and additional comments).

**Section 4:** Additional Info\* (attach drawings, photos, specs, etc.)

**\*Agencies and organizations scouting to comply with BABA/Buy American guidance are required to include contact information for questions on BABA/Buy American compliance.**



# MEP Supplier Scouting Match Types



## Exact Match

- Company produces/supplies the exact item(s) being sought



## Partial Matches

- Company currently possesses the capability and capacity to produce/supply the item(s) being sought
- Company currently produces a similar item
- Company possesses relevant capability to allow produce of this the time with minimal retooling



## No Match

- Collected to gather/analyze data to identify and address domestic supply chain gaps



# Supplier Scouting Results

1. Receive notification with a “one-time” link to view results (MEIS users may access results at anytime)
2. Review list of potential match(es)
3. Contact the MEP Center(s) identifying companies you would like to contact\*



\* The MEP Centers have knowledge of the manufacturing ecosystem in their state and can make introductions, as well as provide additional details about the company’s ability to produce the requested item, such as pricing, timing and required investments needed for retooling facilities.



# Demonstrating the Power of the Network



- Facilitating discussions/negotiations with companies
- Utilizing the National Network to build domestic supply chain
- Collaborating for Solutions
- Connecting Entrepreneurs





# Demonstrating the Power of the Network



- Utilizing supplier scouting the National Network submitted 12,000 capable suppliers
- Using criteria such as capacity, specific capabilities, and certifications the list was narrowed to 300 prospective suppliers
- Additional vetting using Topsoe's benchmarks identified 35 companies from 14 states representing 38 states
- Selected companies were invited to a Topsoe summit to apply for RFQ stage
- Supplier site visits began earlier this month (Sep 2023)



# Available Resources

## MEP Website

- [Supplier Scouting Playbook for the External Partners](#)
- [How to Engage MEP Supplier Scouting](#)
- [Supplier Scouting Opportunity \(SSO\) Request Form](#)
- [Executive Order on Ensuring the Future Is Made in All of America by All of America's Workers | NIST](#)
- [AMERIFIED: Made in America Market Place](#)

## Supplier Scouting Team

- [scouting@nist.gov](mailto:scouting@nist.gov)



# Manufacturing Day: Oct. 4, 2024



Companies and educational institutions welcome students, parents, teachers and community leaders



Showcases modern manufacturing and the careers available

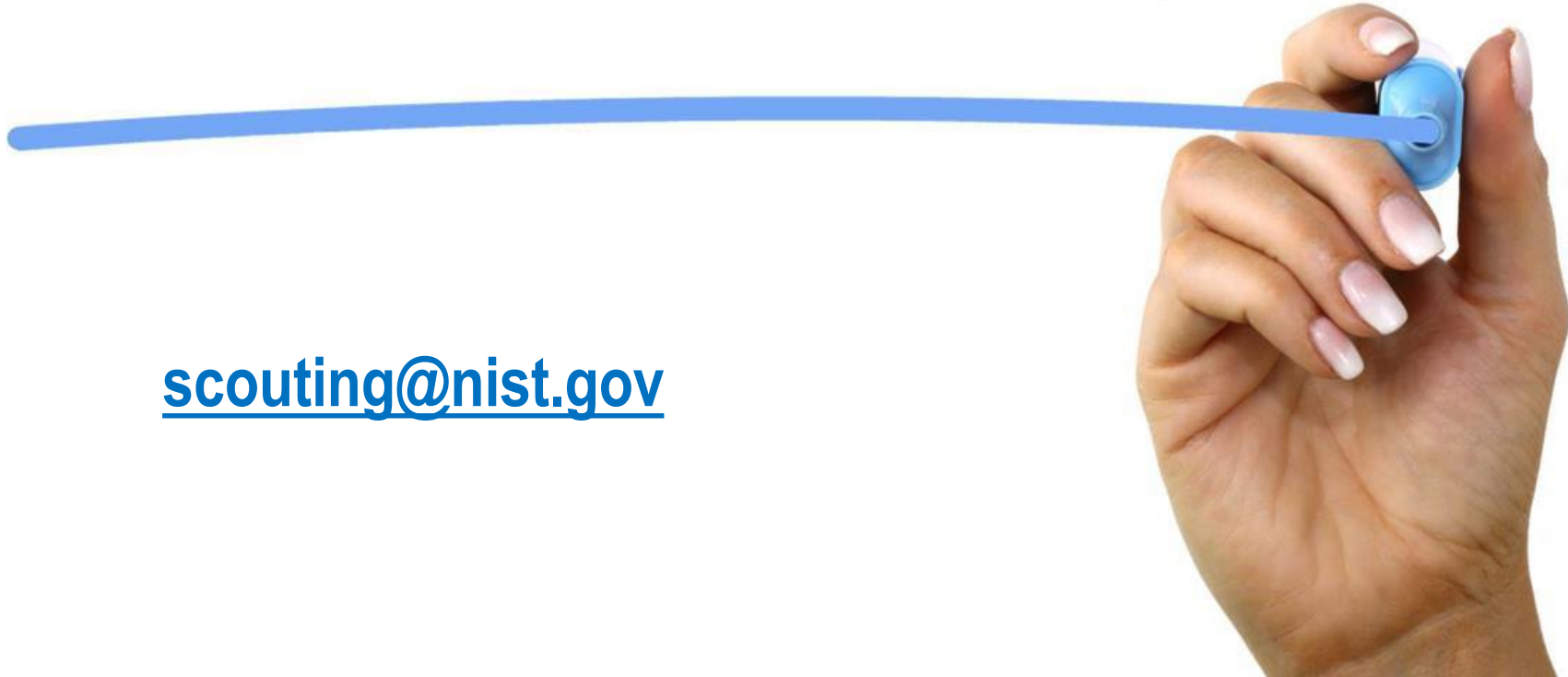


Hosts, coordinates and promotes events for this occasion





# QUESTIONS



[scouting@nist.gov](mailto:scouting@nist.gov)





# Stay Connected



**VISIT OUR BLOG!**

<https://www.nist.gov/blogs/manufacturing-innovation-blog>

**Learn about the MEP National Network:**

[www.nist.gov/mep](http://www.nist.gov/mep)

**Contact Us:**

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