

MAKE IT IN AMERICA

Making an Impact on U.S. Manufacturing



MEP Supplier Scouting

Original Equipment Manufacturers (OEMs) and government agencies often struggle to find suppliers that meet specific criteria. MEP Supplier Scouting effectively identifies domestic manufacturers that meet specifications and connects them with the supply chains of large companies and government agencies.

Supplier Scouting can be applied on a national, regional, and local scale. The MEP Network -consisting of at least one center in every state and in Puerto Rico- has extensive connections to individual manufacturers and a deep knowledge of their capabilities. Through the scouting approach, MEP identifies U.S. manufacturers:

- With specific technical capabilities and production capacities that match particular supply chain needs;
- Who are interested in the business of capitalization on opportunities; and
- Who can make specific products or items as well as companies with specific process capabilities or demographic attributes

Partnerships

MEP has partnered with over a dozen government and non-government organizations to identify American suppliers for difficult-to-source procurement needs. For government, Supplier Scouting facilitates the interaction between federal agencies and U.S. manufacturers to help agencies comply with Buy America and Buy American provisions, which specify domestic content for procurements. Supplier Scouting has also helped agencies locate suppliers with specific demographic attributes, such as veteran-owned or service disabled veteran-owned small businesses.

Partnerships include:

- U.S. Department of Transportation: Federal Railroad Administration, Federal Transit Administration (intra-city public transportation systems), Federal Highway Administration, and Maritime Administration
- U.S. Department of Energy: including alternative and renewable energy technologies
- U.S. Department of Commerce: National Institute of Standards and Technology
- U.S. Department of Defense: Logistics Agency, Naval Air Systems Command

For non-government organizations, Supplier Scouting has been applied to a diverse set of commercial supply chain needs. In 2011, MEP began a partnership with Edison Nation®, an idea-to-shelf product developer and innovation platform, and formed the “Made in America” series of product searches. Through Edison Nation’s relationships with American retailers like Pep Boys and Bed Bath & Beyond®, the program was able to match American ideas with the U.S. manufacturers who took those ideas and commercialized them into products or services. Other partners have included ElectroMotive Diesel (EMD), Sumitomo.



MEASURING RESULTS



Over \$108 Million
New Business Opportunities



184 Items Scouted



70+ Identified Suppliers



15 Participating Organizations

NEXT STEPS



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MAKE IT IN AMERICA



SUCCESS STORY

Since it was intended that the Zero Energy House be constructed with 100% American materials and equipment, NIST-MEP asked if we could find a domestic manufacturer of a water heater that could meet the specifications of the GE heater.

Frank Rio, CONNSTEP -Regional Point of Contact - Next Generation Rail

The Net-Zero Energy Residential Test Facility (NZERTF) is a unique laboratory at the National Institute of Standards (NIST) in Gaithersburg, Md. A net-zero energy home produces at least as much energy as it consumes over the course of a year. It was designed and built to be approximately 60 percent more energy efficient than homes built to meet the requirements of the 2012 International Energy Conservation Code.

Because the construction costs were funded by American Recovery and Reinvestment Act (ARRA), a "Buy American" provision applied

to the project and NIST required that the house be built with all domestically produced components in its construction.

Situation. The contractors were having problems in finding a U.S. made water heater and planned to use a hybrid water heater made by General Electric in China. NIST partnered with NIST MEP and through the national network of MEP Centers scouted for a domestic water heater.

Solution. CONNSTEP, a NIST MEP affiliate, located a small manufacturer, Hubbel Electric Heater Co., in Stratford, CT. The company recently developed a hybrid water heater that exceeded the specifications NIST asked for and had a longer life expectancy than the General Electric one. The NIST contractor determined the water heater met all the requirements for the Net-Zero house and placed an order to Hubbel. The water heater was delivered and installed in November 2011.

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