

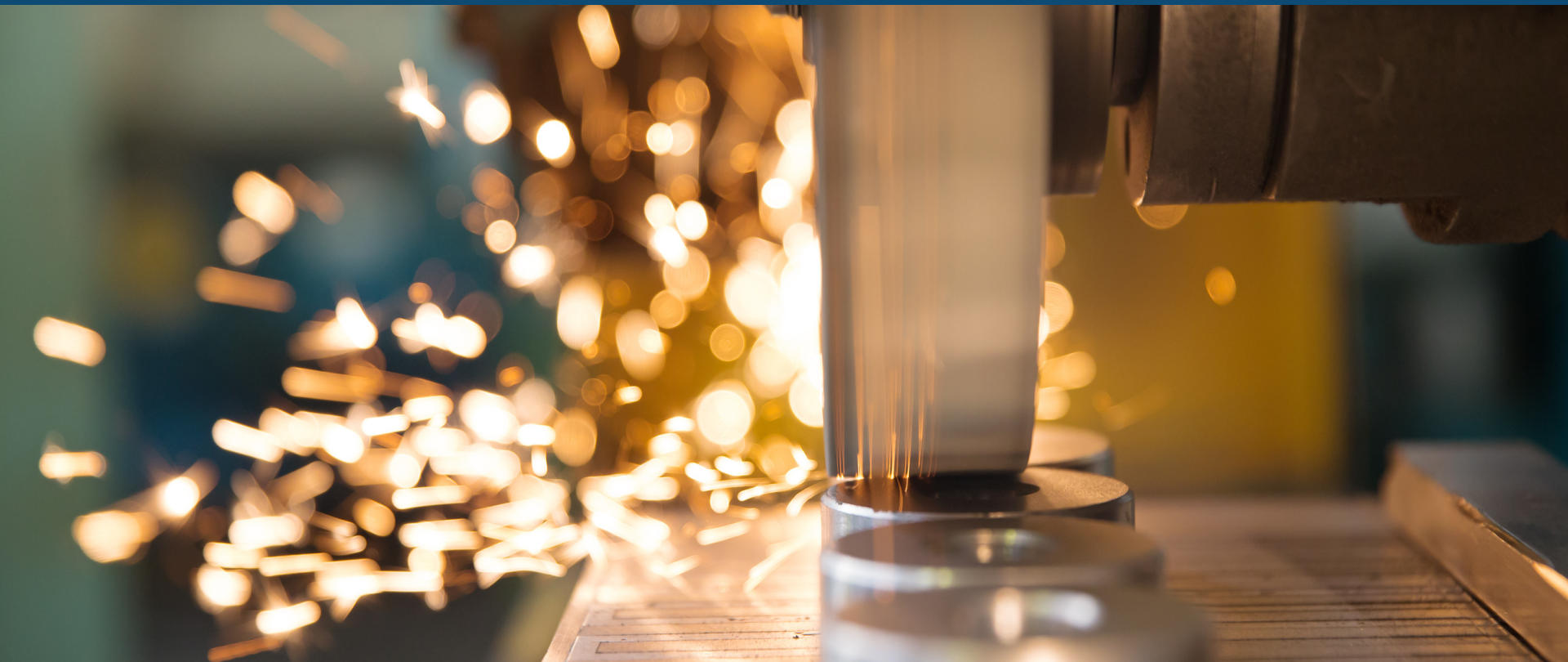
# MEP in NYS

## What Manufacturers Need to Know



**NEW YORK**  
Manufacturing  
Extension Partnership

A webinar about the Manufacturing Extension Partnership (MEP) Program



MEP • MANUFACTURING  
EXTENSION PARTNERSHIP



Division of  
Science, Technology  
& Innovation

W E L C O M E



# What you'll learn

- **What the MEP system is**, how it works, and how it can help your business
- **The economic impact** and structure of the NY MEP system
- **How FuzeHub connects** manufacturers to resources
- **How Insyte helps manufacturers** in Western New York
- **How CEG helps manufacturers** in the Capital Region



W E L C O M E



# Who you'll hear from



**Beth Colbert**

Regional Manager, NIST MEP



**Steve Melito**

Matching Specialist, FuzeHub



**Mike Lobsinger**

Center Director, CEG



**Ben Rand**

President, Insyte Consulting



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A Division of Empire State Development

## What is MEP?

- The Manufacturing Extension Partnership (MEP) system is **a nationwide network** that provides business and technical assistance to small and medium-sized manufacturers.
- **MEP's origins date back to the late 1980s**, a time when U.S. manufacturers faced stiff competition from Japanese companies.
- **MEP is administered through the National Institute of Standards and Technology (NIST)**, part of the U.S. Department of Commerce.

# How MEP Works

- **MEP centers are staffed by business and technical experts** and are located in all 50 U.S. states and Puerto Rico.
- **In New York State, there are 10 local or regional centers** that serve specific geographic regions. There's also a statewide center – FuzeHub.
- **State funding is provided by the Division of Science, Technology and Innovation** (better known by its longstanding acronym, NYSTAR) within Empire State Development (ESD), New York State's chief economic development agency.
- **NYSTAR also provides funding for other entities** such as Centers for Advanced Technology (CATs) and Centers of Excellence (COE).

# How MEP Can Help You

- **Services from an MEP Center typically include:**

- ✓ Innovation strategies
- ✓ Technology acceleration
- ✓ Process improvements
- ✓ New market strategies
- ✓ Quality control
- ✓ Product development and prototyping
- ✓ Manufacturing scale-up
- ✓ Sustainable manufacturing
- ✓ Supply chain assistance
- ✓ Entrepreneurial and start-up assistance, including financing and grant information

*Public funding enables MEP Centers to provide services at below-market rates and often provide innovation services that are otherwise unavailable*

# THE NY MEP SYSTEM



## Economic Impacts of the NY MEP Network

- ▶ **\$484 Million**  
Total Increased/Retained Sales
- ▶ **3,603**  
Total Increased/Retained Jobs
- ▶ **\$142.9 Million**  
New Client Investments
- ▶ **\$48.5 Million**  
Cost Savings

*FY 2016*



# Growing Manufacturers Across NYS

**Capital Region**  
The Center for Economic Growth  
[www.ceg.org](http://www.ceg.org)

**Central NY**  
Central New York Technology  
Development Organization  
[www.tdo.org](http://www.tdo.org)

**Finger Lakes**  
High Tech Rochester  
[www.htr.org](http://www.htr.org)

**Long Island**  
Manufacturing and Technology  
Resource Consortium at Stony  
Brook University  
[www.stonybrook.edu](http://www.stonybrook.edu)

**Mid-Hudson**  
Manufacturing and Technology  
Enterprise Center \*Formerly HVTDC  
[www.mfgtec.org](http://www.mfgtec.org)

**Mohawk Valley**  
Advanced Institute for  
Manufacturing at Mohawk  
Valley Community College  
[www.mvcc.edu](http://www.mvcc.edu)

**New York City**  
Industrial and Technology  
Assistance Corporation  
[www.itac.nyc](http://www.itac.nyc)

**North Country**  
CITEC, Inc.  
[www.citec.org](http://www.citec.org)

**Southern Tier**  
Alliance for Manufacturing  
and Technology  
[www.amt-mep.org](http://www.amt-mep.org)

**Western NY**  
Insyte Consulting  
[www.insyte-consulting.com](http://www.insyte-consulting.com)

**Statewide MEP**  
FuzeHub  
[www.fuzehub.com](http://www.fuzehub.com)



## Accelerate the growth of small to medium-sized manufacturing companies in New York State

- **FuzeHub is New York's Statewide Manufacturing Extension Partnership (NY MEP) Center**
- **Increase the awareness of expertise and capabilities** available to companies throughout the state
- **Leverage expertise in-house or through partnerships** to assess company needs, then connect them with capable resources and track/monitor follow up.
- **Use a unique mix** of technology, resources, manufacturing expertise and special events to assist manufacturers.
- **Coordinate statewide projects** and other strategic initiatives guided by NYS and the needs of small to medium-sized enterprises.

# Programs and Events



**Solutions Forums & Events**

**Matching Program & Portal**

**Manufacturing Innovation Fund**

**Marketing NYS Innovation Assets**

**NYS Innovation & Growth Initiatives**

# Insyte Consulting

- **Insyte is a Buffalo-based MEP Center** that provides business and management consulting services to manufacturers in western New York.
- **Over \$2.2 billion in documented benefits** on over 1,000 projects since 2000.
- **Innovation:** innovating engineering, new product development, entrepreneur assistance, small business innovation research (SBIR/STTR) funding.
- **Growth:** sales and marketing, export assistance, strategic planning, project management.
- **Profit:** Lean, Six Sigma, quality management systems, safety, IT, energy and sustainability, workforce development.

## Sales and Marketing Assistance

- **American Douglas Metals (ADM)** is a contract fabricator of aluminum and steel products for commercial and industrial applications.
- **ADM recognized the need for an environmentally-friendly**, all-inclusive outdoor bridge building solution and wanted to create a branded product, Bridge-in-a-Box.
- **Insyte helped ADM with everything** from marketing strategy and product sizes to assembly instructions and distribution strategy
- **ADM launches a successful new product** and helped build its business.

## Operational Excellence / Six Sigma

- **Boston Valley Terra Cotta** is the only U.S. manufacturer of ceramic / terra cotta architectural products for building facades.
- **The Orchard Park company was experiencing high scrap rates** because of panel warping during kiln drying. Lost capacity and rework hurt their bottom line.
- **Insyte used Six Sigma** to pinpoint variables. The MEP Center suggested re-orienting panels in the kiln, resulting in more uniform drying and reduced warping.
- **The improvements that Insyte suggested** helped the company to reduce scrap dramatically. This created extra capacity, which supported substantial sales growth.

## IT System Selection and Implementation

- **Eberl Iron Works** is a third-generation family business specializing in electrical and mechanical supports, rooftop pipe, ducting, equipment supports, and metal framing
- **An old business system** couldn't meet their needs or support growth.
- **Insyte helped** with the requirements definition, RFQ development, vendor selection, and implementation for an enterprise resource planning (ERP) system.
- **Thanks to expert IT system selection** and implementation, the company can access the type of information that it needs to execute and grow.

# Center for Economic Growth

**\$600 million in documented benefits on 442 projects since 2002.**

- **CEG is the Albany based MEP center** that is the primary point of contact for manufacturing and technology companies that are interested in growing in and/or moving to New York's Capital Region.
- **Tech Acceleration:** innovation in products, processes, markets, and business models
  - ✓ Technology Driven Market Intelligence & Tech Scouting
  - ✓ VentureB, Innovate518, StartUp Tech Valley, and Tech Valley Center of Gravity, NSF I-Corps
  - ✓ Prototyping: Benet Labs and TVCOG Rapid Prototyping Center (RPC – Q2 2017)

# Center for Economic Growth

- **Strategy & Business Growth:** leverage your company's capabilities/resources to increase sales
  - ✓ Sandler Sales Training, VIA Revenue Throughput, ExporTech
- **Continuous Improvement:** promote quality, efficiency, and productivity to support the bottom line
  - ✓ Lean Enterprise, Six Sigma, Quality (ISO)
- **Supply Chain:** get the resources you need, when you need them
- **Sustainability and Energy:** reduce energy consumption or environmental waste
  - ✓ Energy Benchmarking, Solarize Manufacturing Program



# CEG CASE STUDY 1

## Technology-Driven Market Intelligence

**vital vio**  
Troy, NY



Effective



Constant



Custom



Safe

- With assistance from CEG and RTI International
- Conducted secondary and primary market research on a targeted customer segment.
- Report generated opportunity and “real” C-level contacts within compounding pharmacies market
- Led to better understanding of market opportunity and one of Vital Vio’s first sales opportunities of the technology.



International non-profit research and technology development firm.

# CEG CASE STUDY 2

## Continuous Improvement: Lean Enterprise



Frank Murken Products

Schenectady based manufacturer of custom gaskets and industrial/hydraulic hoses and distributor of specialty chemical products

**Problem: Customer audit revealed areas where improvements were needed in order to achieve the targeted certification.**

To achieve certification goals, FMP took advantage of MEP services:

- A two-day staff training on the **“Principles of Lean Manufacturing.”**
- A **Value Stream Mapping** analysis of the gasket and hose product families.
- A **plant layout and design** for gasket manufacturing area.
- Implementation of various **lean methods** in the gasket production and receiving/ shipping areas.



Investment: \$93,000

Cost Saving: \$38,900

Sales Increase: \$200,000

Retained Sales: \$1.4 Million

Job Growth: 1 Net New Job

# CEG CASE STUDY 3

## Growth: Revenue Throughput Program



Simmons Machine Tool makes machine tools, measuring machines, and automation systems for railway wheel set production and maintenance.

- CEG working with the VIA team and provided Simmons with **eight days of strategic hands-on training and coaching.**
- Program **engaged** Simmons leadership across **7 business dimensions**: Ideal Target Market, Strategy, Resources, Marketing, Production, Sales, and Fulfillment over 3 months.
- Mastered tools, such as the **Revenue Throughput Scorecard**, providing the company with **insights on their internal and external capabilities**, aligning them with potential new service offerings and markets, and **allowing them to prioritize with their strategic plans.**

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FOR MORE INFORMATION



## Continue the conversation.

- Get connected to your local MEP Center
- Get the latest FuzeHub news, events and announcements

[www.fuzehub.com](http://www.fuzehub.com)

