Georgia Manufacturing Extension Partnership (GaMEP)

Who we Are
Who are our Clients
What are our Services,
What are our Challenges And Results

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Next Generation MEP Strategy

Increasing manufacturers’ capacity for innovation resulting in profitable sales growth is the overarching strategy for the MEP.

- The approach is to provide a framework for manufacturers that:
  - Reduces bottom line expenses
  - Adds to top line sales
Research Enterprise Strategy
powered by ideas, led by faculty, supported by professionals

- Pursue Transformative Research
- Enhance Economic & Societal Impact
- Discover
- Deploy
- Apply
- Experimentation
- Maturation
- Grand Challenge
- Curiosity
- Strengthen Collaborative Partnerships
Enterprise Innovation Institute - EI²

Leading innovation in commercialization, entrepreneurship and extension services

Commercialization
- Faculty Advising
- Startup formation
- Industry R&D

Entrepreneurship
- Incubation
- Education
- Mentoring
- Seed Investment

Extension Services
- Manufacturing
- Healthcare
- Procurement
- Diversity
- Economic Development
- Connection to GT

Accelerate  Assist  Amplify
Providing Expertise Across the State

• Product Ideation and Development
• Innovation Management
• Lean Manufacturing
• Quality and International Standards
• Strategic Planning
• Sustainability
• Market Expansion
• And a direct connection to Georgia Tech

Regional Office Network
Georgia Manufacturing

Represents the second largest private sector component of Georgia’s GDP - $45.4 Billion, Employs 352,779 people (8.5% of total jobs), Accounts for over 84% of exports, and Pays, on average, 15.8% higher than the state average wage.
## Marketing & Sales Most Common Need

<table>
<thead>
<tr>
<th>Problems/Needs</th>
<th>2012</th>
<th>2010</th>
<th>2012-2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing and sales</td>
<td>36.0%</td>
<td>39.1%</td>
<td>-3.1%</td>
</tr>
<tr>
<td>Manufacturing process/lean</td>
<td>31.6%</td>
<td>31.6%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Technical skills</td>
<td>23.5%</td>
<td>18.8%</td>
<td>4.7%</td>
</tr>
<tr>
<td>Energy costs management</td>
<td>21.4%</td>
<td>18.9%</td>
<td>2.5%</td>
</tr>
<tr>
<td>Basic skills</td>
<td>16.4%</td>
<td>13.9%</td>
<td>2.5%</td>
</tr>
<tr>
<td>Expansion planning, facility layout</td>
<td>13.8%</td>
<td>13.5%</td>
<td>0.3%</td>
</tr>
<tr>
<td>Quality assurance</td>
<td>13.6%</td>
<td>11.5%</td>
<td>2.1%</td>
</tr>
<tr>
<td>Environmental, safety compliance, health, workplace</td>
<td>13.5%</td>
<td>12.3%</td>
<td>1.2%</td>
</tr>
<tr>
<td>Management and leadership</td>
<td>12.2%</td>
<td>12.8%</td>
<td>-0.6%</td>
</tr>
<tr>
<td>Information systems &amp; hardware</td>
<td>12.2%</td>
<td>11.1%</td>
<td>1.1%</td>
</tr>
<tr>
<td>Product development, design</td>
<td>11.4%</td>
<td>15.4%</td>
<td>-4.0%</td>
</tr>
<tr>
<td>Business, Finance</td>
<td>11.4%</td>
<td>13.5%</td>
<td>-2.1%</td>
</tr>
</tbody>
</table>

Source: Georgia Manufacturing Survey 2012, 528 weighted responses; Georgia Manufacturing Survey 2010, 494 weighted responses.
Higher returns linked to innovation

Source: Georgia Manufacturing Survey 2012 528 weighted responses
Innovation pays off

Average Return on Sales for Manufacturers Competing Primarily Through Low Price vs. Innovation


Low Price  Innovation

Ga Manufacturing Survey
R&D Intensity: Georgia v. US

(R&D intensity=R&D expenditures as a % of sales)

To prepare for next phase -
What can manufacturers do?

- Innovation -- products, process, organization, relationships
- Target export markets
- Invest in technologies and techniques
- Collaborate
- Use technical assistance (including Georgia Tech)
- Be strategic
- Train workers and managers
- Prepare for upswing with new offerings
GaMEP Recent Initiatives

- Supplier Development Conference
- ISO 50001 Development
- Lean Customer Discovery
- Funding projects with Center of Innovation & GTMI, and other GT Units
- Southeast Automotive Manufacturing Technology Acceleration Center
- Manufacturing Day, October 2014
Lean Consortium

A forum and process to advance the knowledge and effective use of Lean principles through shared training and peer-to-peer relationships.

- 70 members
- 8 regional groups
CEO Roundtables

CEO Forums

Plant Manager Forums
Success Stories

Prime Technological Services

Albany Sheet Metal Products
Georgia’s Manufacturing Extension Partnership

IMPACTS

- 5,198 jobs
- $1.25 Billion Sales
- $378 Million Investments
- $176 Million Cost Savings

As Reported by clients 2008-2012
Questions?