

The Manufacturing Extension Partnership (MEP)

**Helping to Connect
U.S. Manufacturers with
Next Generation Rail Equipment
Domestic Supply Chains**

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**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**
NATIONAL INSTITUTE OF
STANDARDS AND TECHNOLOGY



U.S. Department of Transportation
Federal Railroad Administration

About MEP

- Federal-state-private partnership that works with U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money.
- Nationwide network of manufacturing specialists assisting manufacturers to develop new customers, expand into new markets, and create new products.
- MEP operates in all 50 U.S. states and Puerto Rico
 - 60 MEP Centers with >370 field service locations
 - System wide, >1,300 Non-Federal staff
 - Managed at federal level by NIST
 - Contracting with over 2,300 third party service providers
- *Performance Emphasis* – MEP measured on impact of center services on manufacturing firms.





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60 MEP Centers Across the U.S.



800.MEP.4MFG
www.nist.gov/mep

What MEP Does

- **MEP Center areas of strength across the network**
 - Technical Manufacturing Services for products/processes
 - Growth Services – new and expanded market opportunities
 - Market Diversification
 - Environmental Sustainability
 - Workforce Development
 - Lean Manufacturing & Quality Systems

- **Reach nearly 34,000 manufacturing firms and complete over 10,000 projects per year***

*Based on FY2011 MEP Center reported performance data.



Making an Impact on U.S. Manufacturing

\$3.6 Billion
New Sales

\$4.6 Billion
Retained Sales

\$1.9 Billion
Capital Investment

60,497
Jobs Created
and Retained

\$1.3 Billion
Cost Savings

*Based on FY2010 Client reported data.



DOT – MEP Partnership

The Opportunity

- Next Generation Rail Procurements have domestic content targets that will require development of more robust U.S. supply base for rail equipment production
- Market diversification – specifically in production of next generation rail equipment – represents real, significant growth opportunity for U.S. manufacturers
- **MEP Supplier Scouting** processes are proven and successful in leveraging MEP's nationwide network of manufacturing specialists to identify and work with U.S. manufacturers to meet sourcing needs of federal agencies and OEMs
 - ✓ MEP has significant Supplier Scouting experience over past several years serving the *DOD, DOE, NIST, alternative energy OEMs, power utilities*



DOT – MEP Partnership

Working Together

- DOT-DOC Memorandum of Agreement, DOT FRA-NIST MEP Interagency Agreement
- Connecting (small-medium) U.S. manufacturers with large OEMs, Tier 1 Suppliers
- Using proven **MEP Supplier Scouting** and partnering processes to identify *capable and interested* manufacturers
- Bringing rail supply/production opportunities to more U.S. manufacturers – those with traditional rail industry experience, as well as new industry partners
- Supporting manufacturers once connections are made



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Supply Chain Connectivity

- 2 Forums held in February 2012:
 - ✓ Sacramento, CA – Feb 8; Chicago, IL – Feb 14
 - ✓ Participation from ~400 representatives of U.S. manufacturing entities interested in supply chain opportunities
 - Manufacturers participated on a nationwide basis from 24 U.S. states
 - ✓ 12 OEMs and Tier One Suppliers participated in over 300 one-on-one meetings with prospective suppliers
- National Webcast in December 2011 w/participation from 8 OEMs, >100 representatives of the MEP System & client manufacturing companies from across nation.
 - ✓ Introduced MEP Center supplier scouting points of contact and interested manufacturing clients to Next Generation Rail Equipment supply opportunities with OEMs.
- MEP Centers are working with manufacturers to help facilitate supply connections and assist as appropriate during supply operations and processes



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Supply Chain Connectivity

- NIST MEP website operating as central, easy-to-use location for relevant info on Next Generation Rail Supply Chain Connectivity
 - ✓ 2012 procurement info
 - ✓ Presentation material from Connectivity Forums, webcasts
 - ✓ OEM contact info
 - ✓ Section 305 Committee specs and standards, other info
 - ✓ Relevant rail links
 - ✓ www.nist.gov/mep
- Anticipate significant opportunities to exercise FRA-MEP partnership in conjunction with 2012 rail car and locomotive procurements
- Potential additional Supply Chain Connectivity Forums and/or webcasts being considered for first six months of 2012.

