

SERVING GEORGIA MANUFACTURERS SINCE 1960



Service Areas:

Strategic Business Development

Lean / Process Improvement

Sustainability

Energy Management

Quality Management

Product Development

www.gamep.org

Driving Manufacturing Success

The Georgia Manufacturing Extension Partnership (GaMEP) is a program of Georgia Tech's Enterprise Innovation Institute and is a member of the National MEP network. The GaMEP is supported by the National Institute of Standards and Technology (NIST) and the state of Georgia.

About GaMEP

The Georgia Manufacturing Extension Partnership (GaMEP) is a program of Georgia Tech's Enterprise Innovation Institute and is a member of the National MEP network supported by the National Institute of Standards and Technology (NIST). The GaMEP, with offices in nine regions across the state, has been serving Georgia manufacturers since 1960.

What We Do

With a broad range of industrial expertise, the GaMEP helps manufacturing companies across Georgia grow and stay competitive. The GaMEP offers coaching and education designed to increase top-line growth and reduce bottom-line cost. The GaMEP works with our clients on a customized approach to ensure you meet your goals. The GaMEP is a state and federally funded initiative, making us a cost-effective resource and partner for manufacturers.

Approach

Through a solutions-based approach, the GaMEP will work with you to achieve your enterprise-wide goals.



Why Georgia Tech?

- Proven solutions for manufacturing companies to achieve market growth, increased sales, operational savings, and environmental improvements
- On-site assistance and training
- Education to help clients learn the processes and succeed on their own
- Team members with years of hands-on implementation experience
- Access to a broad range of Georgia Tech industrial research centers and expertise

Strategic Business Development Services

Having a strategic plan with attainable goals and actionable items supporting the plan is important for success. Georgia Tech employs qualified entrepreneurs with experience developing and running numerous businesses to help coach your company in strategic planning and implementation to increase your top-line growth.



Strategic Business Assessment

Utilize a business assessment tool to help you identify growth and cost savings opportunities to gain a competitive advantage.

Top Management Coaching

Receive coaching in areas such as business strategy, succession planning, marketing, human resources, and financials to help further develop your company, both internally and externally.

Family Business Coaching

Gain an outside perspective from a certified Family Business Advisor in order to make important decisions and prepare your family business for change.

Strategic Growth Ideation

Learn to create a process for ideation that includes creation, filtering, and maturation of ideas, as well as a mechanism to instill repeated cycles for ideation within your company.

Market Penetration / Diversification

Expand your business by learning how to identify and sell into new markets; uncover new customers within your existing market; and/or find new uses for your product or service.



“With the help of Georgia MEP and Rob Ginn, we managed to buy out our original investors – they got a great return on their investment and we did well for ourselves. We own the entire company again...Our goal is to be the best brewer in the Southeast.”

JOHN COCHRAN
TERRAPIN BEER COMPANY

\$35 Million
in reduced operating
costs for Georgia
manufacturers

\$243 Million
in increased sales
for Georgia
manufacturers

1350 Jobs
created or retained
for Georgia
manufacturers

2010 Client Impact

STRATEGIC BUSINESS DEVELOPMENT SERVICES contact:
Don Pital, don.pital@innovate.gatech.edu, 404-894-6117 or the regional manager in your area

Lean / Process Improvement Services

Improving processes by working smarter helps to minimize waste within numerous areas of a company. Lean, a system for continuous process improvement, helps to shorten the order-to-cash cycle by defining what is value according to the customer, and organizing and improving processes to deliver what is needed, when it is needed, and with minimal waste.

Whether it's your plant floor, production line, front office, or more, the GaMEP can customize a solution that best fits your needs.



Align your organization strategically with a common goal of Lean transformation. By establishing a **Lean Enterprise**, your company commits to implementing Lean practices throughout to reduce bottom line costs and increase profitability. Additionally, the GaMEP offers the following individual Lean services:

Lean Assessment

Conduct a Lean assessment to learn your areas of need and develop a Lean roadmap specific to your team and company.

Lean Overview

Utilize the Buzz Electronics hands-on simulation training to help you better understand Lean and learn to apply Lean concepts within your organization.

Value Stream Mapping

Eliminate waste by mapping both your current state and future desired process and then define the steps to get you there.

5S / Layout

Use the 5S (Sort, Set in order, Shine, Standardize, Sustain) process to turn your work area into a clean, organized, and orderly space.

Setup Reduction / Changeover

Use the SMED system (Single Minute Exchange of Dies) to develop and implement a process to setup almost any machine on your plant floor in dramatically less time.

Pull Systems / Kanban

Learn to better predict your customers' needs and fulfill product orders based on previous buying behavior. Implement a Kanban system to teach you what to produce, when to produce it, and how much to produce, allowing you to develop a production system to help you achieve Just in Time inventory.

Kaizen

Organize and run Kaizen, or Rapid Process Improvement events, in order to experience immediate results by learning to make quick assessments, conduct necessary training, and take action in a short period of time.

TWI (Training Within Industry)

Using the TWI Institute's Job Relations (JR), Job Instructions (JI), and Job Methods (JM) programs, help supervisors develop and further the skills necessary to make continuous improvements within your company.

Lean Office

Implement Lean techniques within your administrative services to help your staff create a common language and experience level that will eliminate redundant steps and non-value-added activity.



Did You Know...

Georgia Tech hosts Lean Consortium groups throughout Georgia. These groups help members advance their knowledge and effective use of Lean principles through shared training and peer-to-peer relationships. For information about the Lean Consortium, visit www.gamep.org/news-and-resources/lean-consortium.

Quality Management Services

Implementing a quality management system in your company processes brings consistency to the design, development, and delivery of your product or service. Conforming to internationally recognized standards shows that your product or service is at the highest standard of quality. Applying techniques to reach this level of quality takes top-management support and a team-based approach that will help to consistently meet customer demands and expectations, while reducing cost and increasing customer satisfaction.



ISO 9001

Become ISO 9001-registered to better monitor, control, and improve your product or service quality in order to increase your business and profitability.

Industry Specific Quality Standards

Gain the tools necessary to become registered to industry specific quality standards, such as TL 9001, AS 9101, ISO/TS 16949, including APQP (Advanced Product Quality Planning), FMEA (Failure Mode Effects Analysis), PPAP (Production Part Approval Process) MSA (Measurement System Analysis), and SPC (Statistical Process Control).

ISO 13485

Become ISO 13485-registered to ensure that you meet the requirements specific to the medical device industry in areas such as design, development, production, and environmental control.

ISO / IEC 17025

Become ISO / IEC 17025-registered to ensure that as a testing and calibration laboratory, you have implemented and are maintaining a quality system for consistently achieving valid results.

Food Safety

Meet ISO 22001, the international standard for food safety management systems; HACCP (Hazard Analysis Critical Control Point); and cGMP (current good manufacturing practice) in order to learn to control food safety hazards within your facility.

Root Cause

Using a team-based approach and problem solving methodologies, learn to distinguish the root cause of the problem from the symptoms and immediately make improvements.



"I would tell anyone wanting to implement ISO that their lives would be a lot easier if they started with Georgia Tech."

JENNY CAUDILL
SMITH TOOL AND DESIGN



Product Development Services

Increasing your company's profitability can be attained by reducing its bottom-line, growing its top-line, or a combination of both. Georgia Tech helps companies implement systems that fit their organizational framework and objectives in order to design, prototype, and develop new products to grow the business and increase the top-line.



Lean Product Development

Establish a Lean process to develop and bring new products to market, utilizing your existing staff. In addition, learn to identify and eliminate bottlenecks within your product development process, shorten development cycle time, and align development efforts with the production planning process.

Product Design and Prototyping

Small manufacturers with new product ideas will learn to turn these ideas into prototypes. Then, by utilizing internal and external resources, they will create the specification packages necessary to manufacture the products and bring them to market.

Machine and Equipment Design

Get design recommendations or modifications to existing equipment in order to better manufacture your products, allow your equipment to run faster and more efficiently, and improve your company processes.

Technology Transfer

Get the help necessary to make connections and find the technology solution you are looking for in order to solve a company problem, develop a product, or sell or license your own technology to other companies.

Sustainability Services

Taking steps to create a sustainable organization is becoming more common and is bringing business opportunities to companies adopting this approach. The path to sustainability may include implementing environmental management systems, becoming compliant with environmental regulations, or helping minimize employee safety risks. Georgia Tech helps companies make sustainability a priority by aligning their stewardship of the environment, their profits, and social impact with their overall strategic direction and business objectives.



Environmental Assessments

Conduct an environmental assessment to learn your areas of need and develop a roadmap specific to your team and company.

ISO 14001

Become ISO 14001-registered in order to identify, evaluate, control, and reduce the environmental impacts of your company's activities, products, and services.

Strategic Sustainability Planning

Make sustainability a priority in your organization by aligning the overall strategy and objectives, implementing necessary changes, and sharing the vision and direction throughout the company to gain buy-in and participation.

Environmental Compliance

Have a Georgia Tech environmental engineer inspect your facility to identify any issues and work with you on a corrective action plan to comply with the regulations that apply to your organization.

Occupational Safety & Health

Meet the OHSAS (Occupational Health and Safety Assessment Series) 18001 standard to minimize safety risks within your organization.

Energy Management Services

Understanding your energy systems and incorporating best practices in one or more areas can significantly impact your bottom line. Georgia Tech, a worldwide leader in helping organizations improve their energy performance, played an instrumental role in the development of the new international Energy Management Standard, ISO 50001. Whether it's qualifying energy saving opportunities, incorporating energy-efficient technologies, or implementing an energy management system, the GaMEP will help you find an energy solution that best fits your needs.



ISO 50001

By implementing ISO 50001, the newly developed international standard for energy management, you will be able to change the way your organization uses and manages energy and turn energy savings into sustainable gains.

Superior Energy Performance

Gain the benefits of certified energy performance. By getting certified to Superior Energy Performance, you will map out ways to achieve continual improvement in energy efficiency while maintaining your competitiveness.

Plant-Wide Energy Assessments

Receive a plant-wide energy assessment, based on your company's size and needs, to help determine energy and cost saving opportunities.

Energy Systems Optimization

Improve your energy performance within a specific, large energy system by identifying and prioritizing the energy savings opportunities, applying the necessary tools to quantify these opportunities, and gaining management support for implementation.

Energy Data Management & Performance Metrics

Learn to mine energy data and measure the performance of your systems to better understand how you use energy, control costs, and capture energy savings.



"The Georgia Tech engineers did an extremely thorough job in analyzing potential opportunities for energy reduction and presented their findings in a comprehensive manner. Being able to reduce our energy consumption makes Elan more competitive and has a positive impact on the environment."

TERRY McCORMICK
ELAN TECHNOLOGY

Did You Know...

We offer both on-site and open-enrollment training courses in many of these services. Visit www.gamep.org/events-training/training-courses for details.



For additional information about GaMEP services, visit www.gamep.org or contact the regional manager in your area. If you are located outside of Georgia, contact Karen Fite, State Regional Network Manager.



Manager, State Regional Network

KAREN FITE
karen.fite@innovate.gatech.edu
 706-552-4452

Augusta Region

ELLIOT PRICE
elliott.price@innovate.gatech.edu
 706-721-4522

Central Region

ALAN BARFOOT
alan.barfoot@innovate.gatech.edu
 478-275-5125

Coastal Region

ORJAN ISACSON
orjan.isacson@innovate.gatech.edu
 912-963-2519

North Metro Atlanta Region

BILL RITSCH
bill.ritsch@innovate.gatech.edu
 678-294-1579

Northeast Region

BILL NUSBAUM
bill.nusbaum@innovate.gatech.edu
 770-718-3982

Northwest Region

DAVID APPLE
david.apple@innovate.gatech.edu
 770-387-4002

South Region

ART FORD
art.ford@innovate.gatech.edu
 229-430-6195

South Metro Atlanta Region

LARRY ALFORD
larry.alford@innovate.gatech.edu
 404-895-5237

West Region

DEREK WOODHAM
derek.woodham@innovate.gatech.edu
 706-298-0069