Our Goal Is Simple, Yet Powerful: To Advance Georgia Manufacturing

Since 1960, the Georgia Manufacturing Extension Partnership (GaMEP) — a program of Georgia Tech’s Enterprise Innovation Institute — is the only public-private partnership in the state dedicated to delivering comprehensive, proven solutions to fuel growth and advance manufacturing.

Through onsite implementation, training, events, peer-to-peer learning, and connections to partners and resources, we help manufacturing leaders and their teams:

- Identify and develop new business opportunities.
- Integrate technology solutions to gain a competitive advantage.
- Improve your processes to become more efficient.
- Enhance product quality and increase customer satisfaction.
- Generate energy cost savings.
- Improve your environmental footprint and increase profitability.

Last year, the GaMEP worked with more than 800 manufacturers across Georgia to achieve:

- **2,047 jobs created and retained**
- **$82M in reduced operating costs**
- **$256M in plant investments**
- **$509M in new and retained sales**

The MEP National Network™ is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing. GaMEP is the official representative of the MEP National Network in Georgia.
We are committed to the success of your organization.

Through GaMEP’s **Organizational Excellence (OE) Framework Assessment**, our team of manufacturing experts will look at your organization as a whole, using the results to position your company for the future while tackling the most pressing issues you are currently facing.

**If you can relate to any of these challenges facing manufacturers, an OE assessment is a great next step:**

- Your team keeps up with orders, but doesn’t have the time to understand the true status of the business health of the organization.
- It is difficult to ensure that teams are on the same page and taking ownership at all levels of the organization.
- Leaders have been promoted from within the plant, but need training to successfully manage a team.
- The company is moving in multiple directions and frustration would decrease if teams were more focused or aligned.
- Finding and hiring quality people is difficult.
- The same issues continue to arise, or there are too many problems to tackle.
- The organization wants to grow, but leadership doesn’t know where to start.

**The assessment will:**

- Examine the business health of your organization, your strategy and how it is aligned with your company goals, the effectiveness of your team’s leadership styles and communication, and how you plan for the future of your organization.
- Equip your team with a concise and realistic current state diagnosis of your business.
- Bring the real issues to the surface, allowing us to help you establish a focused plan of action and prioritize your efforts.
- Provide you with a long-term partner who supports and coaches your team throughout the journey.

“"The ability to quickly analyze the business and identify the key areas to focus on improvement was impressive.""

*Greg Phillips, Plant Manager, Fuji Vegetable Oil*
Identify and Develop New Business Opportunities

GaMEP business growth experts help manufacturing leaders identify new and different ways to grow your business and maintain your competitiveness.

**Strategic Planning Development and Deployment**
Develop and deploy a strategic plan that aligns your organization to ensure that everyone is working toward the same business goals.

**Technology Scouting**
Fill a technology gap to help you create a product, implement a process, or find other manufacturers who need an underutilized technology you have at your plant.

**Lean Product Development**
Utilize lean practices to design, develop, and prototype new products, and get these products to market faster.

**Innovation Process Management**
Create a process to ideate, test, maintain, and sustain a pipeline of innovation so that you are spending your time and resources on profitable business-development ideas.

**Machine Shop Assessment**
Many machine shop manufacturers experience turnover, lost business, and cutting prices to stay in business. Take advantage of your strengths and mitigate external threats in order to grow your business.

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**Success Stories**

**STRATEGIC PLANNING ALLOWS SMALL MANUFACTURER TO CONTINUE TO GROW**
Since beginning their work with GaMEP, Ankerpak has:

- Focused on three specific key metrics, increasing net income by up to **12 percent**.
- Reduced labor costs in one division by **$25,000 per year**, a savings of 4.5 percent.
- Efficiently expanded into an additional **79,000-square-foot facility**.

**LANDSCAPE TRUCK MANUFACTURER GROWS BUSINESS BY RETHINKING THEIR PRODUCT DESIGNS**
GaMEP has helped Super Lawn Trucks:

- Decrease steel by **18 percent** on a particular product, allowing for better efficiency for the client.
- Redevelop and reengineer numerous products, helping to grow the company from **three employees** to **12**.
- Created a new position to focus on the manufacturing of their bolt-on loading ramp system.
- Break into a new market, developing and selling more than **36 contractor trucks**.
Integrate Technology Solutions to Gain a Competitive Advantage

GaMEP professionals provide technology solutions to support your organization’s goals, allowing manufacturers to make processes more efficient, increase product quality, and eliminate routine tasks from your valued workforce.

Automation Assessment
Whether you have some automation in your plant and want to incorporate more or you are considering using automation for the first time, GaMEP will conduct a gap assessment and provide unbiased recommendations.

Automation Training
Evaluate your operations, identify new equipment based on needs and long-term goals, and understand the financial aspect of incorporating automation.

Technology Scouting
Fill a technology gap to help you create a product, implement a process, or find other manufacturers who need an underutilized technology you have within your plant.

Product Design for Existing Manufacturers
Gain assistance in the design or redesign of a mechanical product. This is available for small, existing manufacturers without a mechanical engineer on staff.

Cybersecurity Assessment
The average cost of a data breach is $38,000, and more than half of affected companies go out of business within six months of a cyber attack. Learn how to identify threats, protect your business, and respond to an incident.

Flexible Hybrid Electronics (FHE)
Remove the limitations of traditional integrated circuits and integrate flexible, printed substrates with semiconductor devices to drive innovation and lucrative product designs within your manufacturing capabilities.

Success Story

PALLET JACK MANUFACTURER ORGANICALLY PRODUCES CHANGE
Since beginning their work with GaMEP, Wesley International has:

• Eliminated the paper ordering system and implemented an Enterprise Resource Planning (ERP) system, saving them 30 percent each year on costs associated with order flow and extra handling.
• Created accountability for materials and tools within work stations, decreasing misplaced items.
• Better configured their pallet jack work area, decreasing by 30 minutes the time it takes to assemble each pallet truck.

“The knowledge we have gained from working with the GaMEP is touching everything we do and transforming the way we do business.”

Charlie Post, owner, TSI Solutions
Improve Your Processes to Become More Efficient and Take on Additional Business

GaMEP lean and process improvement specialists provide tools and techniques to reduce operational inefficiencies, freeing up valuable time, resources, and equipment, all while aligning your senior leaders and organizational team members.

Lean Assessment
Conduct a no-cost walk-through of your manufacturing facility to give you an outsider’s view of your operations from a lean perspective, talk with your team, assess opportunities, and recommend next steps.

Value Stream Mapping
Streamline an individual process, technology, or group interaction using the VSM tool to map out your current process, your ideal process, and key points for implementing real change.

Lean Implementation
Maximize lean within your organization by strategically aligning your organization, leaders, and teams around a common goal of lean transformation.

Managing for Daily Improvement
Learn to involve the team in developing key performance indicators, communicate more effectively, increase their problem-solving skills, and support process improvement efforts.

Lean Office
Use lean techniques to improve your front-office processes to decrease paperwork, reduce errors, and create a better customer service experience.

Value-Added Safety: Safety-Integrated Process Improvement
Break down the barriers between safety and production functions within your plant.

5S and 6S
Utilize the principles of Sort, Set in Order, Shine, Standardize, and Sustain (and now Safety) to declutter your facility, turning work areas into clean, organized, more efficient, and safe spaces.

Front-Line Leader
Set your front-line leaders up for success by furthering their skills in problem solving, people skills, process improvement methods, team training, and identifying safety hazards.

Kaizen
Assemble cross-functional teams and run rapid process-improvement events to assess and improve different areas of your plant for immediate results.

Success Stories

A SEASON 4 CHANGE
Since beginning their work with GaMEP, Seasons-4 has:
- Created a problem-solving culture in their production department allowing it to project a 10 percent improvement in overall efficiency over the next year.
- Reduced the number of quality problems logged by approximately 20 percent.
- Reduced the amount of scrap wire at the wire cutting station by 10 percent, a nearly $50,000 savings.

A COMPANY WITH A “CAN” DO ATTITUDE
By working with GaMEP, Chicken of the Sea has:
- Improved First Time Quality (FTQ) from 90.8 to 95 percent.
- Realized a 25 percent improvement in Operational Equipment Efficiency and decreased changeover time by 55 percent in the Label and Case department.
- Projected approximately $600,000 per year in cost savings, due to greater efficiency in production.
Enhance Product Quality and Increase Customer Satisfaction

GaMEP quality professionals work with your team to discover and fix the source of your quality issues, apply technology solutions to standardize quality, and help you avoid future issues through the implementation, audit, and training of quality management systems.

ISO 9001 Implementation
Test and measure your products against international quality standards to communicate to customers that your products will consistently meet their needs.

ISO 9001 Audits
Gain an outside perspective on your current ISO 9001 Quality Management System or set up your internal audit system to get you ready for the registration or supplier audit.

ISO 9001 Training
Train multiple individuals to be knowledgeable on the ISO 9001 requirements to improve the effectiveness of your system and reduce implementation time.

AS9100 – Management System for Aerospace
Conform to AS9100 to grow your business and become a supplier to large aerospace OEMs.

Quality Core Tools for Automotive Manufacturers
Implement the Quality Core Tools required by IATF 16949 so that your operations and products meet the automotive industry quality requirements.

ISO 13485 – Quality Management Systems for Medical Devices
Conform to ISO 13485 and ensure consistent design, development, and production of your medical devices.

Food Safety Compliance
Assess your facility to meet food safety regulations and stay up to date on the most recent standards.

Food Safety Management Systems
Implement, audit, and train your team on food safety management standards to prevent food safety recalls, increase customer satisfaction, and expand your marketability.

Integrated Management Systems
Integrate your different management systems, reducing duplication of efforts and saving your company time and money.

Lean Six Sigma Training
Get White, Yellow, Green, or Black Belt training to both improve and eliminate waste from your production process.

Root Cause Analysis
Get to the source of the issue and then develop a plan to truly fix the problem instead of just finding a temporary solution.

Success Story

MACHINE SHOP USES ISO CERTIFICATION TO DEFINE LONG-TERM GOALS

Since beginning their work with GaMEP, Bellwether has:

- Refined their metric tracking system and added four new metrics that directly relate to their business plan goals.
- Begun documenting waste disposal and scrap recycling.
- **Doubled** their output of goods and services per man hour worked.
- Defined the qualities that make customers most valuable, and focused on attracting the most profitable business for the company.
Generate Energy Cost Savings

GaMEP energy experts, who were instrumental in developing the ISO 50001 energy management system standard, help identify energy waste and optimize your plants energy systems, all while showcasing real results, gaining top-management buy-in on energy-related projects, and creating a culture of continuous energy-performance improvement.

Facility-Level Energy Assessments
Conduct an energy assessment of your entire facility, identifying areas of improvement to save at least 10 percent in energy costs.

Energy Assessments for Small Manufacturers
Georgia manufacturers with fewer than 500 employees could qualify for a no-cost energy assessment through the Department of Energy’s Industrial Assessment Center (IAC) Program. Visit iaecgeorgia.org to see if you qualify and to apply.

50001 Ready
Incorporate ISO 50001 best practices into your small- to medium-sized manufacturing plant to build a culture of continual energy performance improvement.

Large Energy Systems Assessments
Reduce or control your costs by at least 20 percent for large energy systems.

ISO 50001 Implementation
Implement an ISO 50001 energy management system at your plant to increase energy efficiency, reduce environmental impact, control costs, and enhance competitiveness.

Integrated Management Systems
Integrate your different management systems, reducing duplication of efforts and saving your company time and money.

Energy Performance Metrics
Develop accurate performance indicators to gain a clear picture of what drives energy consumption within your facility and more accurately predict future energy consumption.

Lean-Green Assessments
Utilize a Value Stream Map to look at your productivity, material, processes, and energy and environmental waste to maximize savings.

Success Story
ENERGY ASSESSMENT MAKES SIGNIFICANT IMPACT ON MANUFACTURER’S ANNUAL COST SAVINGS
Through an IAC assessment, GaMEP recommended Gildan:
• Raise the temperature set-point in the spinning area and install programmable thermostats.
• Reduce the air compressor pressure set-points.
• Increase chilled water temperature.
• Replace lighting with LEDs and install occupancy sensors.

These recommendations resulted in a savings of 1,563,681 kWh, translating into an annual cost savings of more than $46,000, with an average payback of 1.01 years.
Success Story

RECREATIONAL VEHICLE MANUFACTURER IMPLEMENTS OHSAS 18001 AND INTEGRATES INTO EXISTING MANAGEMENT SYSTEM

Through its interaction with GaMEP, Yamaha has:
• Implemented an OHSAS 18001 management system.
• Integrated OHSAS 18001 into existing ISO 9001 and ISO 14001 management systems.
• Increased employee safety committees with the addition of five new teams and expanded the number of improvement projects presented to their executive team by 50 percent.
• Fulfilled a lean and safe project, resulting in 292 seconds of time savings per cycle, a 61 percent risk reduction, and a total cost savings of $87,000 per year.

The GaMEP team was integral in not only implementing a new management system, but integrating it with the management systems we already had in place.”

Jodie Jackowiec,
Corporate Planning and Social Responsibility Manager, Yamaha Motor Manufacturing Corporation

Improve Your Environmental Footprint and Increase Profitability

GaMEP environmental professionals work with you to detect environmental factors in your facility, so that you become better environmental stewards, build confidence with your customers and stakeholders, and attract new business.

Environmental Management Systems / ISO 14001
Create a systematic approach to managing the environmental aspects of your plant’s activities to mitigate any negative potential impact on your business.

Integrated Management Systems
Integrate your different management systems, reducing duplication of efforts and saving your company time and money.

Water and Wastewater Assessments
Develop a plan to take corrective actions and reduce costs associated with the water coming into and out of your plant.

OHSAS 18001
Workplace injuries and illnesses cost the U.S. $250 billion annually. Last year in Georgia, more than 500 manufacturers were inspected by OSHA. Implement OHSAS 18001, a system-based approach, to minimize safety risks and reduce lost-time work incidents.

Environmental Compliance Assessments
Environmental compliance violations could cost manufacturers anywhere from $18,000 to $100,000 per day. Learn to identify and reduce federal and state environmental compliance risks in your facility.

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Benchmark and Learn from Georgia Manufacturers

GaMEP offers peer-to-peer programs to help you learn from other manufacturers throughout the state:

**Advanced Manufacturing Consortium**

Join the largest member-based, lean-focused community in Georgia, helping manufacturers grow their business through lean initiatives. By joining one of GaMEP’s regional groups, you will:

- See the operations of multiple manufacturing plants, generating ideas to take back to your facility.
- Use lean strategies to create organizational alignment and structure.
- Deepen your knowledge of technology.
- Develop a culture of collaboration within your organization and within a community of other lean practitioners.
- Connect with all levels of manufacturing leaders at other plants to learn from one another.

**Membership Includes:**

- Quarterly Benchmarking Sessions showcasing the host company’s best practices or a topic of interest to the group.
- Two Intensive Learning Sessions providing in-depth knowledge in a specific area.
- An opportunity to attend at least one session outside of your region each year.
- Two seats for each consortium event in your region.

**CEO Roundtable**

The CEO Roundtable provides a secure forum for leaders of manufacturing companies to meet and share ideas, experiences, and challenges. Through GaMEP’s CEO Roundtables, manufacturing leaders:

- Participate in closed-group discussions with other CEOs and owners of manufacturing companies.
- Contribute, listen, and learn from other manufacturing leaders’ experiences.
- Discuss how to make difficult decisions within your plant.
- Share challenges related to leadership.
- Assist each other in promoting strategic change and growth.

“We see great value in the Advanced Marketing Consortium. It allows us to see how other companies handle common manufacturing issues and bring back best practices to implement at our facility. It’s also given us another avenue for our employees to network and gain broader industrial knowledge.”

Sam Westby, Operational Excellence Manager, Eaton’s Lighting
Training and Events for Manufacturers

GaMEP offers events throughout the state and training courses for manufacturing leaders and team members at our Atlanta campus, as well as custom courses held at your location.

GaMEP holds training on topics related to process improvement, quality, advanced technology, energy management, sustainability, and more.

Do you have individuals who need training? If so, the benefits of sending them to GaMEP’s open enrollment training include:

- Intensive sessions to gain knowledge to share with team members.
- Benchmarking with other manufacturers while attending classes.
- Learning through hands-on simulations, allowing them to translate the material to a real-world setting, even within the classroom.
- Small class sizes, so everyone can participate in the simulations, ask questions, and work closely with the instructors.

Do you need to train multiple people from your company at one time or do you prefer customized training?

GaMEP can bring any of our courses to your facility, and many of our services can be converted to onsite training for you and your team. By having GaMEP onsite, you can train more employees and customize the material and case studies to meet your organization’s needs.

Manufacturing Leadership Certificate
Build knowledge and skills to help advance your career in manufacturing. The certificate is a great fit for new and rising leaders of manufacturing companies or those needing a refresher in building and sustaining a culture of continuous improvement.

Manufacturing Growth Meetings
In 10 locations across the state, GaMEP and our partners host quarterly, two-hour “lunch-and-learns” to provide tips and tools to manufacturers on topics that can be immediately implemented in your plant. Meetings cost $15 per person, with lunch included.

Visit gamep.org for a list of training courses and events offered by GaMEP.

“This certificate is well worth it. It will teach you the skills you need to be a leader in manufacturing and give you a chance to enhance those skills in a friendly environment and bring them back to your organization for implementation.”

Chantrey Reece, Master Scheduler, BorgWarner
Connect with Georgia Tech experts in your area.

What Sets Us Apart

- Practical experience working with leaders in manufacturing plants around the world.
- National and international expertise in the areas of service we provide.
- A team-based approach that passes our knowledge along to you in order to sustain improvements in your plant once the project is complete.
- Ten offices across the state, each with its own regional manager living and working in the area.
- More than 30 project managers located within two hours of every manufacturing plant in Georgia.

GaMEP has worked with manufacturers in more than 75 percent of the 159 counties in Georgia.

If you are located outside of Georgia, contact us at gamep@innovate.gatech.edu.