



WMEP
MANUFACTURING
SOLUTIONS

WE HELP MANUFACTURERS GROW & SUCCEED

OPERATIONAL EXCELLENCE

TALENT & CULTURE

GROWTH & STRATEGY

AUTOMATION & TECHNOLOGY

CERTIFICATIONS & STANDARDS

SUSTAINABILITY SERVICES

TRANSFORMATION

WMEP MANUFACTURING SOLUTIONS HELPS MANUFACTURERS BECOME MORE PROFITABLE AND VALUABLE.



WMEP Manufacturing Solutions is part of the MEP National Network™, a public-private partnership that advances U.S. manufacturing. MEP Centers are located in all 50 states and draw on the talents of over 1,400 trusted advisors and experts.



WHO WE ARE

We help small and mid-sized Wisconsin manufacturers grow and succeed.

As a private non-profit corporation, we focus fully on generating positive results for our clients.



Our team of manufacturing experts work side-by-side with hundreds of manufacturers each year, helping them develop and implement effective solutions that address their biggest challenges.

Our decades of manufacturing experience, range of services, and passion for manufacturing translates into a consistently high return on investment for our clients.

We'll meet you where you are in your business journey, developing custom strategies and solutions that make your organization more competitive and profitable.

We closely monitor trends and best practices in manufacturing, and proactively develop solutions that meet the existing and emerging needs of manufacturers.

WHAT WE PROVIDE

WMEP Manufacturing Solutions recognizes that manufacturers face varied challenges and we provide proven solutions to these challenges in the following areas:

- Operational Excellence
- Growth & Strategy
- Certifications & Standards
- Talent & Culture
- Automation & Technology
- Sustainability Services
- Transformation

WHAT MAKES US DIFFERENT

On every client engagement we are evaluated on the results we produce, and our client's satisfaction with our services. We are very proud to be excelling on both metrics.

Our average net promoter score is 9.1 out of 10 and the vast majority of our clients experience a strong return on the projects for which they hire us.

Since 1996 the WMEP has assisted more than 4,000 SMMs resulting in:

WMEP CUMULATIVE IMPACT

\$6.48 BILLION

in Economic Impact*



26,518

Jobs Created & Retained



WMEP 2023 IMPACT

\$1.01 BILLION

in Economic Impact*



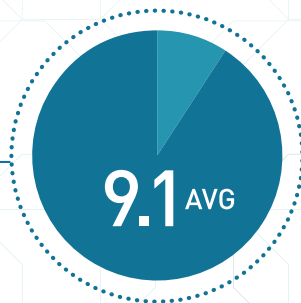
1,474

Jobs Created & Retained



WMEP CLIENT SATISFACTION

CLIENT
SATISFACTION
SCORE
2015-2023



2015-2023 Average Client Satisfaction Score

WHAT OUR CLIENTS SAY

“

I'd estimate that we've saved literally hundreds of thousands of dollars through our projects with the WMEP, along with improving our efficiency, creating a better work environment and improving the confidence and morale of our employees. Every project has been successful and everyone here has the highest respect and level of confidence in the WMEP team. They're not just a group of consultants, they're a great group of people who truly are here to help you.

*Don Lavrenz, President
Industrial Controls Co.*

“

J&R contracted with WMEP to provide a PRA[®] (Profit Risk Assessment). We have a much clearer path for the future due to this exercise. We also completed a best practice Internal Scorecard that is used in our Monday morning meetings. The forward looking metrics allow our team to be more proactive in operational decisions. Two great improvement projects with the help of WMEP. Great Job!

*Tim Tumanic, President
J&R Machine, Inc. (MOTY 2019)*

“

Keep doing what you're doing. [Your specialists] are extremely talented individuals and have contributed greatly to our company's growth and success.

*Keith Pignolet, President
Wildeck, Inc.*

“

We will use the WMEP for further projects in the coming year and the future. Great resource for any business looking to improve operations.

*Ryan Brath, President
Fischer USA*

* Includes: cost savings, retained and new sales, capital investments, etc.

OPERATIONAL EXCELLENCE



WMEP can help Manufacturers achieve their cost and efficiency goals by providing tailored strategies. Services include:

- **Lean Transformation**
 - > Lean Culture Training
 - > Continuous Improvement Roadmap
- **Process Optimization & Waste Reduction**
 - > Value Stream Mapping
 - > HVLV (High Variety Low Volume) Services
 - > QRM (Quick Response Manufacturing)
 - > Lean Office
 - > Quick Changeover / Set Up Reduction
- **Plant & Facilities Layout**
 - > Improved Product Flow & Velocity
 - > Cellular Flow Design & Optimization
- **Lean Training, Skill Development & Mentoring**
 - > Principles of Lean Manufacturing Workshop
 - > Problem Solving Training
 - > **In-Person, Virtual, and eLearning Options**
- **Frontline Leader Training & Coaching (TWI)**
- **Lean Six Sigma Certifications & Mentoring**
- **Quick-Hit™ Rapid Improvement Event Facilitation & Training**
- **Standard Work Training & Development**
- **5S: Organization and Standardization**
- **Total Productive Maintenance & Maintenance Excellence**
- **Supply Chain / Value Chain Management**

AVERAGE SAVINGS FOR GREEN BELT CERTIFICATION: \$60,000

Cost, efficiency and continuous improvement programs for operational excellence.

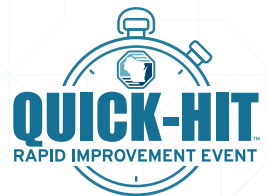
Manufacturers that are focused on becoming more successful continually find ways to improve, whether increasing productivity, reducing waste and environmental impact, or increasing speed and responsiveness.

The result is a highly effective organization that realizes an improved bottom line through cost reductions and efficiency gains. Additional benefits include greater employee retention and attraction results.

Upskill your manufacturing talent with a variety of training solutions.

Training from WMEP Manufacturing Solutions and Tooling U-SME provides the knowledge and skills needed to create a forward-thinking, safe, and efficient organization.

WMEP'S BLENDED LEARNING



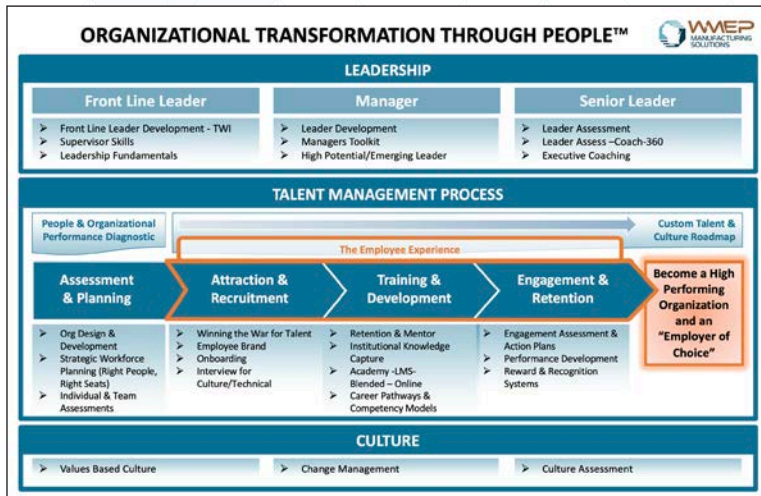
“

We have been able to triple our throughput... with no additional facility or labor investment.

Tony Schellinger, Continuous Improvement Manager, Triton Trailers

TALENT & CULTURE

Our Talent & Culture Service experts partner with your team throughout the full employment life cycle to create processes and programs that help you identify, attract, motivate, develop, and retain employees capable of making a significant contribution to your organization's success.



Manufacturing leadership training is unique.

WMEP Manufacturing Solutions experts and coaches are experienced, proven manufacturing leaders.

Whether it's one-on-one coaching, blended online learning or classroom, WMEP can help develop your organizational talent to support your needs.



Solutions addressing your needs for Talent & Culture Services include:

- **People & Organizational Performance Diagnostic**
 - > Understand key gaps and how to address them with a custom roadmap
- **Front Line Leader**
 - > Front Line Leader Development - Training within Industry (TWI)
 - > Supervisory Skills
 - > Leadership Fundamentals
- **Manager**
 - > Leader Development
 - > Managers Toolkit
 - > High Potential/Emerging Leader
- **Senior Leader**
 - > Leader Assessment & Coaching
 - > 360 Evaluations
 - > Executive Coaching
- **Assessment & Planning**
 - > Organizational Design and Development
 - > Strategic Workforce Planning (Right People, Right Seats)
 - > Individual & Team Assessments
- **Attraction & Recruitment**
 - > Winning the War for Talent
 - > Onboarding
 - > Interview for Culture/Technical
- **Training & Development**
 - > Institutional Knowledge Capture
 - > Academy - LMS - Blended - Online
 - > Career Pathways & Competency Models
- **Engagement & Retention**
 - > Engagement Assessment & Action Plans
 - > Retention & Mentor Program
 - > Performance Development
 - > Reward & Recognition Systems
- **Culture**
 - > Values-based Culture
 - > Change Management
 - > Culture Assessment

“

I can now better empower my team to build healthy customer relationships. Incredible session. Thank you!

Bemis Manufacturing

GROWTH & STRATEGY



WMEP Manufacturing Solutions offers a full suite of growth and strategy services designed to help small to mid-size manufacturers protect and grow profits.

Solutions addressing your needs for growth and strategy include:

- PRA[®] Profit Risk Assessment
- PRA[®] PLUS Profit Risk Assessment Plus
- Accidental Exporting Gap Assessment
- ExporTech[™]
- Financial Business Plan
- Financial Assessment
- Ideal Market & Value Proposition
- Lead Generation & Inside Sales
- Pivot2Revenue
- Sales Planning & Execution
- Strategy Execution
- Strategy Formulation
- Strategic Growth Plan & Implementation
- Market Diversification
- Marketing Flight Plan
- Market Intelligence
- Technology Driven Market Intelligence (TDMI)
- Outsourced Management Services - Chief Financial Officer (CFO)



WMEP's PRA[®] Profit Risk Assessment defines the factors that drive profitability and valuation for your organization. It helps you identify and proactively manage risks relative to your company's continued profitability and valuation.



WMEP's PRA[®] PLUS-Profit Risk Assessment provides an estimate of your firm's value and defines the factors that drive profitability and value of your organization.

Identify and proactively manage risks that threaten your company's continued profitability and valuation.



PRA[®] Profit Risk Assessment is the best bang for the buck to bring to the forefront the issues that impact the profit and value of my firm. The assessment and discussion were well structured, concise and very professional and the objectives and takeaways well defined. The PRA[®] report and recommendations were presented in an easy to understand, concise visual format.

*Ron Roehl, Owner
CNC Solutions, LLC*



ExporTech[™] is the program for Wisconsin manufacturers who are serious about growing their exporting revenue.

Over 400 Wisconsin manufacturers have graduated from this virtual program, averaging \$1 million in new global sales in the first year. Attendees learn proven best practices for optimal exporting and graduate with a personalized playbook to implement new strategic initiatives. This low-risk, high-ROI program is designed for company executives who are looking to increase their company's value by reducing reliance on domestic markets, diversifying their customer base, and connecting with experts in 97 countries.



Graduates win President's Export Award for successive yearly export growth.



ExporTech played a vital role in our success. The combination of an exceptional program, backed by Roxanne's experience in the export space, have resulted in the creation of hundreds of American jobs and brought our products to 52 countries.
Gautam Malik, CEO, Gamber-Johnson LLC

AUTOMATION & TECHNOLOGY

WMEP's solutions help manufacturers quickly understand where to invest in automation and technology for maximum business impact.

These services can include:

- AutomationAdvisor™ Services:
 - > Automation Ideation through Integration
- AutomationTech™
- Automation Optimization:
 - > Machine Design
 - > Engineering Mentorship
 - > Engineering Manager
 - > Automation Best Practices
 - > Equipment Modernization
 - > Industrial Paint Optimization
- IT-OT Integration Service
- Cybersecurity
- Technology Scouting
- Technology Driven Market Intelligence (TDMI)



WMEP'S AUTOMATIONADVISOR™

The WMEP AutomationAdvisor™ services help manufacturers evaluate processes for automation. A site-wide assessment will uncover low-risk, high-ROI automation projects. WMEP will also help manufacturers identify the project scope and engage the right solution providers for automation quotes.

WMEP'S AUTOMATIONTECH™

AutomationTech™ demystifies manufacturing automation options by educating, assessing and developing an action plan that is right for your company. It is attended by manufacturers across the automation experience spectrum, both the manufacturer looking to kickstart its automation program and the automated manufacturer that is resource limited to determine project priority.



CYBERSECURITY

WMEP works with manufacturers to help companies analyze new and existing technology to develop a framework for secure business operations.

WMEP's experienced team has designed a comprehensive four-step cybersecurity program. We will help you gauge your current situation and tailor a plan specifically for your internal capabilities, budget and time sensitivity.

“

WMEP's AutomationTech™ helped us identify and prioritize high return, low-risk projects for our company. Their efficient, thought-provoking program provided the tools we needed to move confidently forward. We have begun implementation on two projects and are excited to see the final results!

*Dave Reiter, Partner, former General Manager
A to Z Machine*



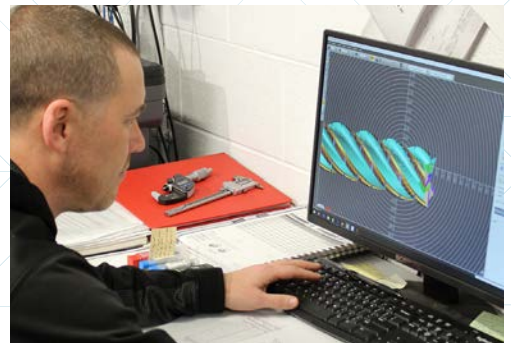
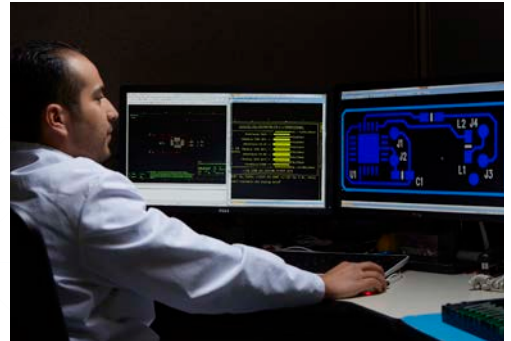
CERTIFICATIONS & STANDARDS

Developing business management systems and obtaining certifications can differentiate you from your competitors in the marketplace and provide you a competitive advantage.

WMEP provides assistance through assessments, audits and system implementations/integration.

Areas where WMEP can assist:

- Aerospace (AS9100)
- Automotive (IATF 16949)
- Energy (ISO 50001)
- Environmental (ISO 14001)
- Food and Feed Safety (GFSI)
- Medical Devices (ISO 13485)
- Quality (ISO 9001)
- Occupational Health & Safety (ISO 45001)
- Social Accountability (SA8000)
- Water Stewardship



Certification & Standards services include:

- Assessments
- Implementations
- Audits
- Auditor Training
- System Optimization and Simplification
- Standards Upgrades
- Integration of Multiple Standards

WMEP certification clients have reported an average:



“ Outstanding customer service from WMEP Manufacturing Solutions start to finish. Greg (Gasper) was outstanding. He has developed a solid relationship with our company and has provided great insight for us to establish a QMS that works for us. He was there every step of the way and instilled confidence in our team. He has continued to assist us as we have gone through the standard revisions over the years. I would strongly recommend WMEP Manufacturing Solutions and Greg to assist you in creating your system as well as conducting internal audits for you.

*Jon Nichols, Quality/Safety Manager
Gordon Aluminum*

SUSTAINABILITY SERVICES

WMEP helps manufacturers with resource efficiency, productivity and making sustainability profitable. Now, together with WSBC, our suite of sustainability services supports both manufacturers' and non-manufacturers' efforts to advance sustainability programs, increase efficiency and get credentials needed to appease customers and operate sustainably.

WMEP assisted more than 120 businesses in implementing more than 200 separate projects targeting improved resource efficiency with the following results:

- Average project capital investment was \$83,743
- Average project annualized savings was \$98,522
- Average project ROI was 18%

We also assisted several businesses in expanding their product offerings to include new and modified products that offer a sustainable advantage. On average, these products generated \$7.3 million annually in new sales.

120 companies completing 200 projects through WMEP's Profitable Sustainability initiative reported the following positive aggregate impacts:

- \$19,861,974 – Lower cost of sales and added capacity (Cost reductions came from doing more with less and increased throughput)
- \$22,318,747 – Annualized revenue from new products with sustainable benefit
- \$15,093,000 – Retained Sales

From a sustainability perspective, these same companies reported:

- Annual reduction in electricity use: 15,792,504 kWh
- Reduction in energy related emissions: 15,163 tons
- Reduction in water use: 38,680,477 gallons



The WI Sustainable Business Council (WSBC) is dedicated to advancing sustainable principles and practices in business. With a focus on education and skill development, WSBC empowers companies to enhance their sustainability outcomes, measure progress, and drive impacts that make sense for your business. We offer an array of resources, tools, community support, and consulting services to support your sustainability journey.

Sustainable solutions include:

- WSBC Membership
- Green Masters Program
- Sustainability Assessment & Roadmap
- Sustainable Program Development and Management
- Greenhouse Gas (GHG) Inventory and Management
- Sustainability Strategy Development
- Cool Choices
- Environmental Compliance
- TSC (Thesis) Reporting
- Water Stewardship / Certification



Businesses that have been long-time supporters and reached Green Masters status include: American Family Insurance, Empire Screen Printing, Evolution Marketing, Green Bay Packaging, Kohl's, Kohler Corp, Kruger International, Lands' End, Madison Gas and Electric, Menasha Corporation, Mercury Marine, Oshkosh Corporation, Rockwell Automation, UW Health, UW and Credit Union.

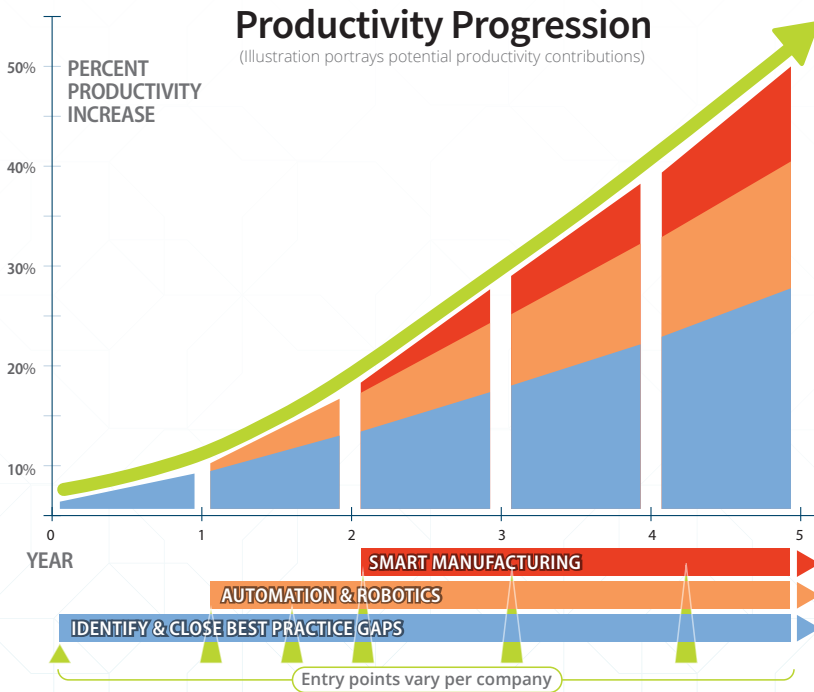
TRANSFORMATION



Transformation services help manufacturers systematically address productivity, poor financial performance, stagnating revenue, an unstable workforce, cyber-security concerns, and digital technology and automation adoption.

Launched in 2018, WMEP's Transformational Productivity Initiative (TPI's) aim is to help keep Wisconsin manufacturers competitive in a global landscape. TPI examines an organization across five key factors:

- Business Growth
- Innovation & Technology
- Talent & Workforce
- Operational Excellence
- Leadership & Strategy



WMEP's TPI model leverages an organizational assessment to create targeted plans to help companies identify, prioritize and resource critical actions across management best practices, process improvements, and digital technologies to improve productivity. The assessment tool starts the TPI journey.

The goal of TPI is to increase productivity among individual companies and bring these improvements to scale to a point where the overall gains drive economic expansion throughout the entire state of Wisconsin.

“It’s not the management team pushing downwards anymore, it’s the teams out on the shop floor pushing up to us with improvements and making suggestions to us. It’s a dramatic change from where we were two years ago.”
Torben Christensen, President and CEO – Wiscon Products Inc.

TPI isn't just a program; it's the catalyst to supercharge your employee productivity by 25-40%. It empowers you to assess and prioritize actions that leverage a holistic approach across critical functional areas like Innovation & Technology, Talent & Culture and Leadership & Strategy to drive organizational transformation and productivity.

TPI is a public-private partnership assembled to provide leadership for Wisconsin's manufacturers on the challenges they face in achieving productivity growth. TPI evolved out of a public-private partnership consisting of the Wisconsin Economic Development Corporation, the University of Wisconsin, Milwaukee 7, WMEP Manufacturing Solutions and the University of Wisconsin-Stout Manufacturing Outreach Center.



EVENTS



WMEP Manufacturing Solutions offers a multitude of public, private and one-on-one training sessions, events, workshops, webinars and classes designed to help manufacturers certify, network and grow.

Marquee Events:

- Manufacturing Matters! Annual Conference
- Wisconsin Sustainable Business Council Annual Conference



Sharpening the Saw - Continually growing capabilities in your organization is necessary to meet the challenges of the rapidly evolving manufacturing industry.

WMEP offers several ways to help keep your organization growing and thriving, including:

- Workshops
- Webinars
- Public Training
- Round Tables
- On-site Training
- Blended Learning



94% of those who attended indicated they will use information garnered from the conference to move their business forward.

69% of manufacturer registrants have senior level titles including: Plant Manager, COO, CEO, VP, CFO, Directors, etc.





Contact us today for more information:
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