



South Carolina Manufacturing Extension Partnership (SCMEP)

Supporting over 4,000 small to medium size manufacturers in South Carolina

Who is SCMEP?

SCMEP was established in 1989 as one of the three original extension centers under the Department of Commerce’s NIST MEP Program. The University of South Carolina originally managed the Center, then named Southeast Manufacturing Technology Center, or SMTC. A non-profit organization was retained to manage the Center in 1992 and became an independent organization in 1996. Today, SCMEP is an independent, non-profit 501c3 organization with its own charter and independent fiduciary Board of Directors made up of SC manufacturing company owners and senior executives, and representatives from the state technical colleges, research universities and Department of Commerce.

Methodology

- SCMEP’s major areas of focus are: continuous improvement, workforce development, technology acceleration, supply chain development and sustainability.
- SCMEP’s approach enables our Manufacturing Specialists to use constraint theory to quickly identify bottle necks in companies' operations, regardless of where those limiting factors occur. Focusing on these limiting factors permits rapid improvement and shortens the “time-to-value” of projects – delivering maximum impact in the minimum time possible.
- SCMEP works with companies willing to invest in themselves and who commit the necessary time, money and human resources to improve their businesses. Through SCMEP’s role as a facilitator in the engagement process, our Manufacturing Specialists coach clients as strategic “professional business advisors.” Company personnel are trained in techniques and supplied with tools that allow them to develop the skills required to expand the company’s capabilities and improve its performance. The goal is to internalize these changes and make them self-sustaining so they become standard operating procedure enabling the company to work independently instead of becoming consultant dependent.

Accountability

- Since 1996, NIST has used an independent third party organization to conduct surveys of MEP client companies collecting data on the economic “impact” - measured in dollars earned, saved and invested - of the centers’ services provided.
- These surveys provide objective, factual data that NIST uses to evaluate all MEP centers through a competitive process where funding is contingent upon successful annual reviews of their impact.
- SCMEP is advised by a fiduciary Board of Directors.

SCMEP Client Results 2012

New and Retained Sales	\$170.0 MM
Cost Savings	\$14.4 MM
Capital Investment	\$50.4 MM
Jobs Created/Retained	1,792
Total Bottom Line Impact for Clients	\$234.8 MM

These numbers are reported by our clients though surveys conducted by The National Institute of Standards and Technology (NIST) using an independent survey firm.

Why We Are Different: With SCMEP you get the benefits of:

- Premium consulting services at competitive rates (starting with the no-cost **Competitiveness Review**)
- Customized services adapted to meet your company's individual needs
- Assets of the national MEP network and federal agencies
- Statewide contacts, relationships, and networking
- Diverse knowledge and practices of third party experts
- Support from Manufacturing Specialists who live and work locally
- A large & diverse network of state-wide resources including universities, technical colleges, SCRA and SCDoC
- A merit-based (vs. profit driven) organization that is measured independently
- An approach based on obtaining results quickly while developing competencies to raise long-term performance

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