



Services for Economic Development Organizations

Your goals are our goals.

- Our goals align with yours and those of the manufacturers in your region. We work exclusively with Wisconsin companies and have experience across all manufacturing sectors. If they're committed to the success of manufacturing in Wisconsin, we work with them.
- Services provided by WMEP in FY 2014 triggered a nearly **\$196 million economic impact and helped to create and save 656 manufacturing jobs**.
- Every manufacturer we work with fills out a standard survey that captures the impact of our work on measures such as job retention and growth, cost savings, cost avoidance, and capital investments. We can share these impact results with you, for your geographic area, on an aggregate basis so that you can roll up our results into those of your organization.



We provide real-world value.

- We can accompany you on business retention visits to manufacturers. Our team of specialists conducts hundreds of intake meetings each year with small and medium manufacturers, allowing us to be able to quickly assess, diagnose, and prescribe a course of action. And of course, we'll be there to help implement our recommendations if needed.
- Our training programs and educational presentations help raise the competitiveness of the state's manufacturing base. We can work with you to customize a program based on the needs and interests of the manufacturers in your region.

Representative Training Topics Include

- **Talent Management**
How to retain top talent, improve bench strength, and get all employees engaged and aligned to your strategy.
- **Growth**
How to identify new customer and market opportunities and implement proven approaches for executing business growth strategies.
- **Supply Chain Optimization for Leaders**
Every manufacturer is part of multiple supply chains. Learn how to optimize your position within these supply chains to improve your bottom line.
- **Expanding into Global Markets**
With 95% of global markets outside of the US, learn how to select the countries with the most potential for your business, then get step-by-step assistance in developing and launching your export plan.
- **Reducing Costs and Gaining Efficiencies**
Using simple and practical tools, learn how to identify and remove non-value added activity and uncover excess capacity.
- **Best Practices in Certification**
Improve your operations and access new markets through certifications.

We're successful because we want the same things you do including:



Cost & Efficiency - Increasing profitability through waste and downtime reductions, improved materials usage and operations, grant utilization and financial systems.



Growth - Growing revenues by reaching new customers and markets, new product development, exporting, adding capabilities through strategic hires, and improved employee productivity.



Winning Culture - Developing an environment and processes that attract and retain talent, grow employees' capabilities, and create an empowered workforce.



Certification & Compliance - Pursuing certifications that set a company apart as well as certifications needed to fulfill local, state, national and international qualifications and to achieve awards and grants.

WMEP's Value Proposition

| How we're different | Why it matters | How clients benefit |
|---|---|---|
| We are an end-to-end solution. From supply chains to sales, we have the capability and networks to positively impact your business. | We understand the contributions of the pieces to the whole and use this understanding to help you optimize your enterprise. | We can identify the most impactful enhancements to make to your business to help you achieve your objectives. |
| We have extensive experience across all major manufacturing industry sectors in Wisconsin. | Our breadth and depth of experience working on projects and companies similar to yours increases our speed and effectiveness. | It takes less time for our staff to learn your business and objectives. We apply proven solutions to your business challenges. |
| We are all about manufacturing. We work with everyone and anyone who is committed to the success of manufacturing in Wisconsin. | We get manufacturing, and we're ready to roll up our sleeves and get to work to help you be successful and achieve your objectives. | In addition to our experienced and talented staff of experienced manufacturers, we provide access to our extensive national networks of industry experts. |
| We are evaluated by the results we produce for your organization. Your success is our reward. | Our objectives are aligned. We only recommend solutions that will help you achieve your business objectives. | Since the year 2000 we have generated over \$3.0 billion in total financial impact for our state economy, averaging slightly over \$450,000 per project. |



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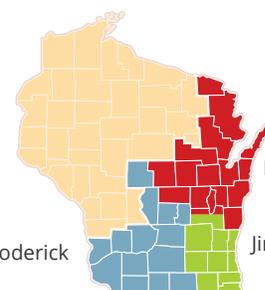
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Contact us today for more information, with no obligation
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