

**strategy > people > process > performance**

**Delivered.**

**manex**

The Corporation for Manufacturing Excellence

# About Manex

The Corporation for Manufacturing Excellence (Manex), a private non-profit corporation, was established in 1995 to provide services to small and mid-size manufacturers in Northern California. Our mission is to create solutions for manufacturing growth and profitability. As an MEP affiliate, we provide services to manufacturers to reduce costs, increase revenue and develop a strong workforce. We accomplish these goals by creating solutions, value and advantages for each manufacturer.

## Our Strategic Focus

- Generating impact to exceed customers' expectations
- Creating jobs through manufacturing growth
- Building public and private partnerships to increase customers served

## Knowledge and Expertise

Through our in-house staff of experts, our partners and our national network of affiliates, Manex has the talent, the knowledge, the resources and the reach to deliver innovative ideas, technology and practical solutions that help our clients enhance their businesses on all dimensions, top-line through bottom-line. Our diverse team brings an average of 20 years of executive, manufacturing and consulting experience to deliver a powerful combination of industry, business and technical know-how. We are committed to your success.

We are nationally recognized for our strategic, enterprise-level expertise and extensive front-line manufacturing and distribution experience. Several of our consultants are recognized as experts in their field, with Six Sigma Black Belt, American Society for Quality (ASQ), Project Management Institute (PMI), and Association for Operations Management (APICS) certifications.

We draw upon a national network of resources with expertise in manufacturing and business best practices. We work in partnership with these resources to solve your business challenges by advancing these best practices in manufacturing management, operations, methods and processes.

Every engagement is independently measured and evaluated to ensure we meet and exceed your objectives.

### The MEP Program

The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP), part of the Department of Commerce, works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits and save time and money. The nationwide network positions companies for growth using five key "Next Generation Strategies" - Continuous Improvement, Technology Acceleration, Supply Chain, Sustainability and Workforce Development. MEP also works with partners at the state and federal levels on programs that place manufacturers in position to develop new customers, expand into new markets and create new products.





## Advancing Performance

### Accelerate Business Growth

In today's competitive global environment, manufacturers and distributors face significant challenges to improve business performance. Now, more than ever, innovative business practices are essential to accelerate profitable top-line growth by focusing on quantitative and qualitative information on market segments, customer behavior and competitive positioning to give you the business insight you need to improve your company's performance.

### Manex is Your Partner to...

- Develop customer-driven strategic plans
- Increase operational efficiencies
- Produce superior products and services
- Uncover new markets
- Build corporate culture
- Improve customer satisfaction and loyalty
- Increase sales



# Tailored Management Solutions

**We deliver rapid, quantifiable results through an integrated portfolio of offerings in the following four key areas:**

- Strategy
- People
- Process
- Performance

## **Strategy: Grow Your Business**

As your strategic partner, we identify business growth opportunities and develop viable strategies to help your company reach its maximum potential. We uncover new sources of value and growth by understanding your market, customer and competitive environment, current state, and identifying opportunities for growth and competitive advantage.

Our business growth services and solutions include:

- Corporate Strategy and Business Planning
- Market Research and Development
- Organization and Operations Design
- Product Innovation
- Distribution and Channel Strategy
- Sales Force Optimization
- Customer Satisfaction, Loyalty and Retention

## **People: Develop Your Talent**

Knowing people are your greatest asset, we help you enhance the skills and knowledge of your workforce with innovative training and talent development programs. We deliver the latest knowledge and thought leadership on advanced manufacturing techniques so your employees' knowledge and skills are leading edge.

Our talent development services and solutions include:

- Knowledge Management
- Leadership Development Coaching and Training
- Lean Certification
- Six Sigma Training
- Access to Federal and State Workforce Grants

**Manex offers a full range of high-value consulting and business solutions that help you:**

- **Increase revenue**
- **Improve efficiencies**
- **Lower costs**
- **Optimize processes**
- **Create a competitive advantage**





*“By working with Manex, we have made significant improvements in our processes that have resulted in our ability to double production in our croissant line. With our processes optimized and a team fully trained, we now have an efficient manufacturing operation that is ready to achieve the product volumes necessary to delight and satisfy our customers.”*

*- Jean-Yves Charon, Co-Founder  
Galaxy Desserts*

### Process: Improve Your Productivity

We help you gain a competitive edge by deploying world-class manufacturing techniques to improve productivity, eliminate waste, integrate supply chains, reduce time-to-market and deliver more customer value. We pinpoint high-impact process improvements and identify critical ways to streamline operations, quickly achieving cost efficiencies and increasing productivity.

Our productivity improvement services and solutions include:

- Lean Manufacturing
- Process Optimization
- Supply Chain Management
- Logistics and Distribution
- Inventory Optimization

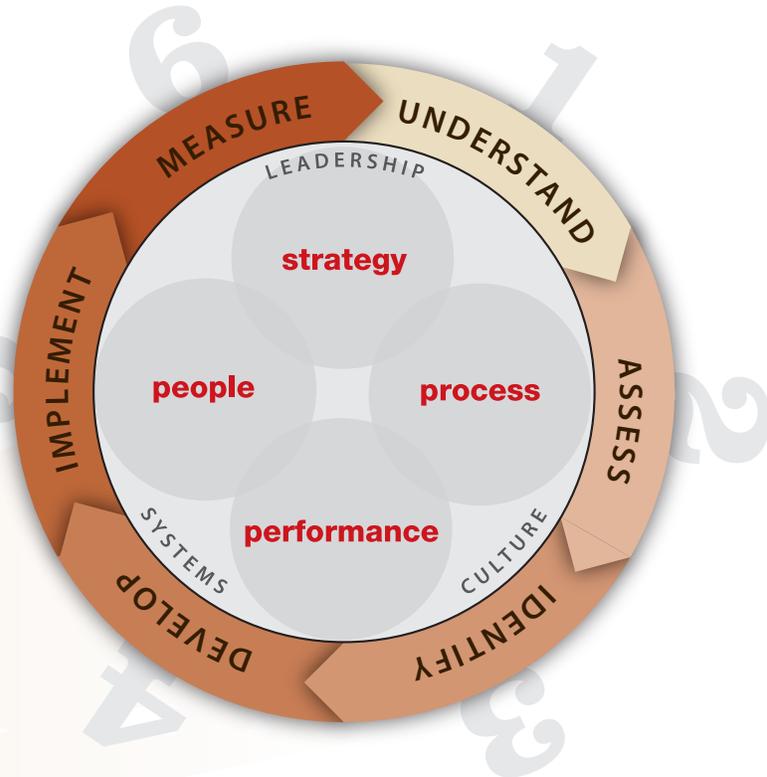
### Performance: Achieve Your Objectives

We help develop and implement the right performance tools, metrics and scorecards to measure organization effectiveness and its impact on quality, profitability and productivity.

We implement processes that automatically and proactively alert you to potential impacts, allowing you to make decisions that optimize operations rather than simply reacting to events.

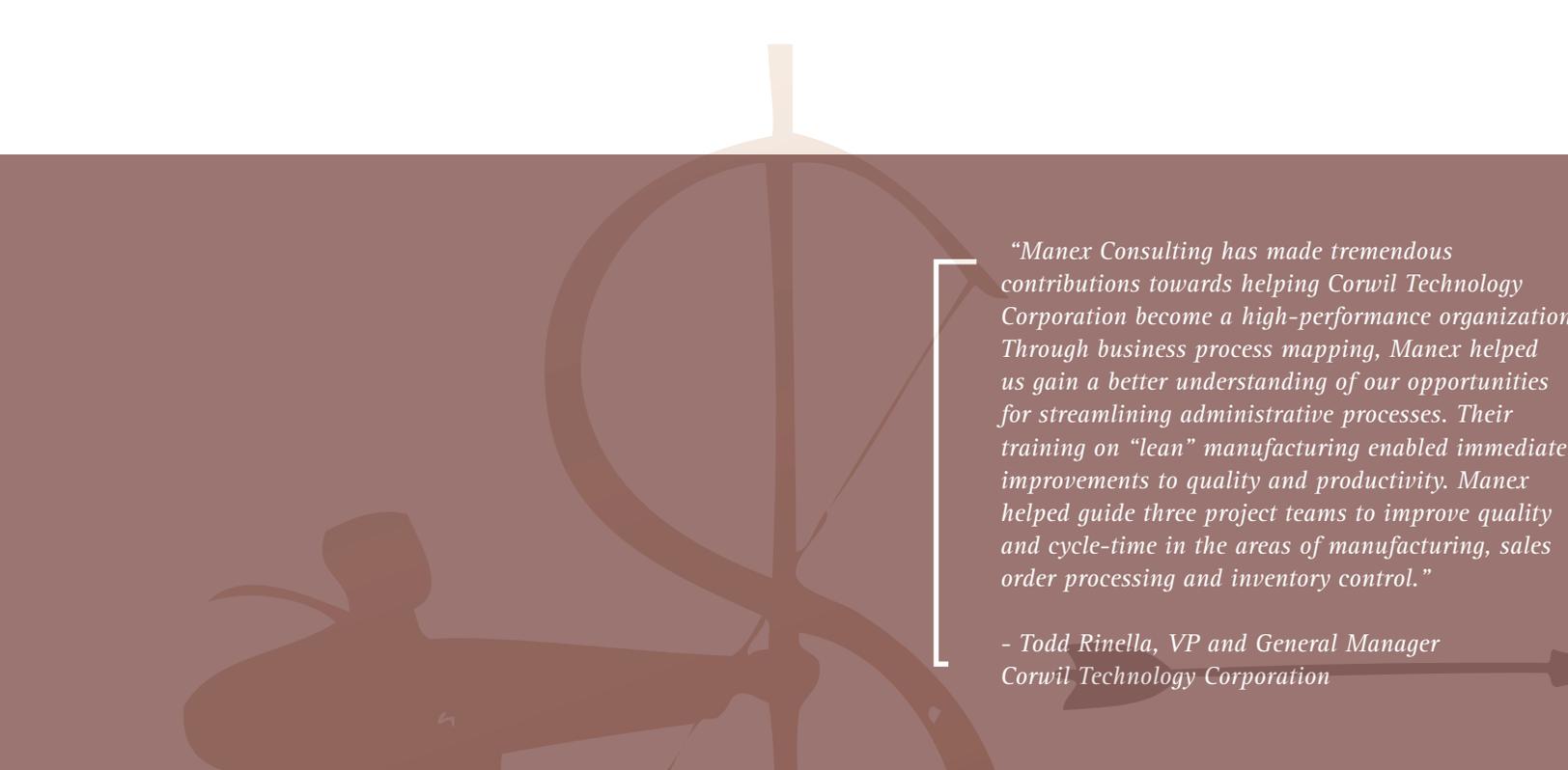
Our organizational performance services and solutions include:

- Executive Decision Support Systems
- Internal and External Benchmarking
- Management Dashboards and Scorecards
- ISO/AS Implementation and Certification Assistance
- Six Sigma
- Quality Management Systems
- Key Performance Indicators (KPIs)



- 1 - Understand Business Objectives
- 2 - Assess the Current State of Operation
- 3 - Identify Opportunities for Improved Performance
- 4 - Develop Select Alternatives
- 5 - Implement a Customized Approach
- 6 - Measure Progress and Results

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*“Manex Consulting has made tremendous contributions towards helping Corwil Technology Corporation become a high-performance organization. Through business process mapping, Manex helped us gain a better understanding of our opportunities for streamlining administrative processes. Their training on “lean” manufacturing enabled immediate improvements to quality and productivity. Manex helped guide three project teams to improve quality and cycle-time in the areas of manufacturing, sales order processing and inventory control.”*

*- Todd Rinella, VP and General Manager  
Corwil Technology Corporation*

## Results of Our Work

### Proof in the Numbers

Manex continues to be a high ROI solution to manufacturers, distributors and their supply chains in northern California. We have helped hundreds of local manufacturers improve their performance. Over the course of a recent 12-month period, our clients reported an annual aggregated:

- \$117 million in sales increased
- \$37 million in cost savings
- \$25 million in prevented expenditures
- 912 jobs created or retained

These results represent a 6:1 return on consulting investment.

### Access to Resources

In addition to significant in-house capability and expertise, a national network of partners uniquely positions Manex to provide the right service for each business environment. We are able to research marketplace trends, share best practice information and develop new service offerings – using the latest in manufacturing tools and methodologies – to minimize risk, lower costs and help you obtain faster results.

### A Partnership for Success

By partnering with Manex, your company will gain the knowledge and skills to:

- Define strategic business goals
- Identify and capitalize on market opportunities
- Optimize productivity and quality
- Develop a world-class workforce
- Foster innovation in every aspect of your business



# The Corporation for Manufacturing Excellence

Manex is recognized for our strategic, enterprise-level expertise and extensive front-line manufacturing and distribution experience. As an MEP affiliate, we have a longstanding dedication to knowledge transfer and implementation, and a continued commitment to develop and deliver services that help you thrive in a globally competitive environment. Manex's Operational Assessment utilizes a structured, tailored approach to give you a clear picture of your operating environment and an implementation plan to help improve performance. Contact us for more information or to schedule an appointment, 877-33-MANEX. We can help you implement a customized business strategy that focuses on achieving profitable results:

**Growth. Profitability. Competitive Advantage.**

## New Program Development

### Made in CA Program

The Made in CA Directory is a web based, online program celebrating the manufacturers that make products within the State. The success of the program has created a community of manufacturers and industry resources. The best news is that it is complimentary to qualifying manufacturers in the State. [www.mfgca.org](http://www.mfgca.org)

### National Innovation Marketplace (NIM)

The National Innovation Marketplace is a complimentary online service that connects manufacturers to technology and business opportunities resulting in new markets and new products necessary for success in the global marketplace.

This unique national online database is a tool for manufacturers to use when searching for new opportunities or to list their own expertise. One of the best features is the email alerts that manufacturers receive based on their areas of interest or expertise. As an MEP Regional Center, MANEX, will assist manufacturers with their company profile.



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## Collaboration

### Partners Working Together to Support Manufacturing

- Business Councils
- Business Partnerships
- Employer Associations
- Community Banks
- Community Colleges
- Economic Development Agencies
- Federal Government Agencies
- Industry Associations
- National Research Laboratories
- Non-Profit Associations
- Professional Services Alliances
- Public Agency Alliances
- State and Local Government Agencies
- State Colleges and Universities
- Training and Development Groups
- Workforce Investment Boards