



MAKE

MANUFACTURE ALASKA EXTENSION
PARTNERSHIP

Program Introduction
Sept. 20th, 2017

SEC
2017
Annual

Strategic Alliance



Bringing Funding and Support to
Alaskan Manufacturing

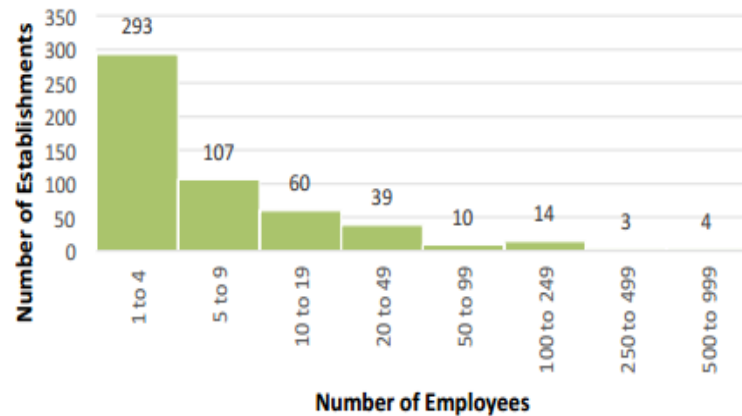
BIG – Business Improvement Group, Inc.
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SWAMC is the Designee for Alaska's MEP



What does Manufacturing look like in AK?

Number of Business Establishments in Alaska Manufacturing by the Number of Employees in the Year 2011



NAICS	Description	2016 Jobs	2019 Jobs
311	Food Manufacturing	10,179	10,685
312	Beverage and Tobacco Product Manufacturing	437	498
541	R&D	727	825
332	Fabricated Metal Product Manufacturing	444	464
323	Printing and Related Support Activities	299	278
339	Miscellaneous Manufacturing	169	171
321	Wood Product Manufacturing	450	533
336	Transportation Equipment Manufacturing	508	541
327	Nonmetallic Mineral Product Manufacturing	284	266
337	Furniture and Related Product Manufacturing	111	112
314	Textile Product Mills	78	82
326	Plastics and Rubber Products Manufacturing	90	92
334	Computer and Electronic Product Manufacturing	85	98
333	Machinery Manufacturing	98	119
324	Petroleum and Coal Products Manufacturing	375	366
325	Chemical Manufacturing	45	49
331	Primary Metal Manufacturing	15	20
316	Leather and Allied Product Manufacturing	14	14
335	Electrical, Electronic, and Component Manufacturing	14	17
318	Leather and Allied Product Manufacturing	14	14
331	Primary Metal Manufacturing	15	20
325	Chemical Manufacturing	45	49
324	Petroleum and Coal Products Manufacturing	375	366
333	Machinery Manufacturing	98	119

**BIG - Business
Improvement Group
is the MAKE Service
Provider FOR:**

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- “ Process Excellence and Improvement
- “ Lean Six Sigma
- “ Sustainable Quality
- “ TDMI – Technology Driven Market Intelligence
- “ Technology Scouting

What kinds of questions does TDMI answer?

What are the strengths & weaknesses?

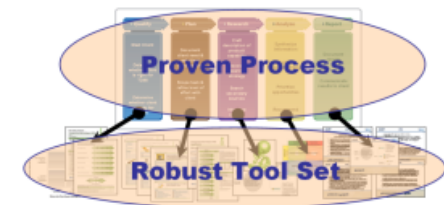
- What are the potential applications for my product or product idea, or capability?
- Is my product or product idea viable for a given application, and if not, how might it become viable/competitive? What are the *strengths* and *weaknesses* compared to other offerings?

What are the opportunities & threats?

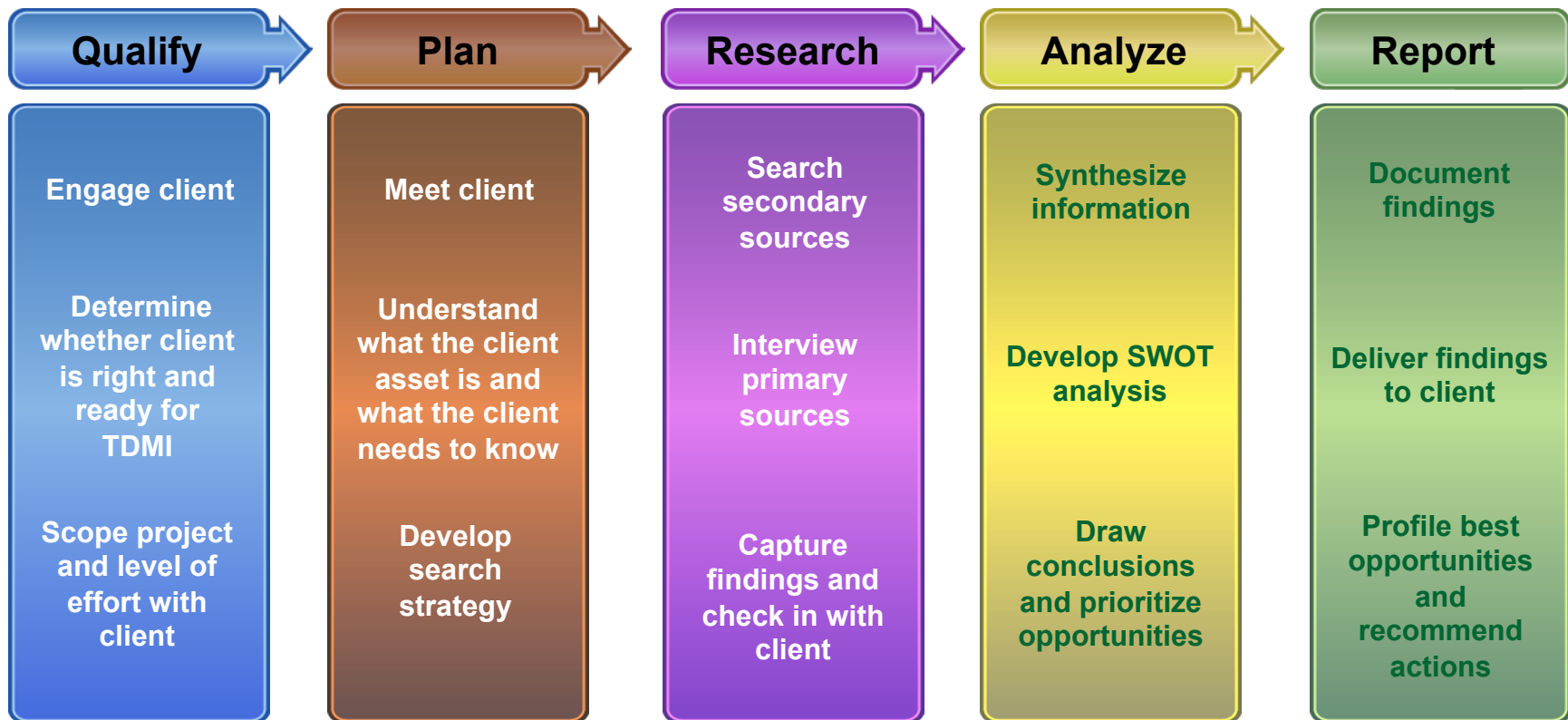
- How big is the potential market for a given application? What are the trends and drivers?
 - What are the market entry *opportunities* (e.g., partners that can help me get there) and *threats* (e.g., competitors, regulations) for a given application?
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TDMI will help you ...

- **By considering technical parameters, complexities, or issues**
- **By assessing commercial opportunities and barriers**
- **By gathering real-world insight from industry experts**
- **By using a proven process and robust tool set**



How is TDMI executed?



Tech Scouting expands your search for solutions

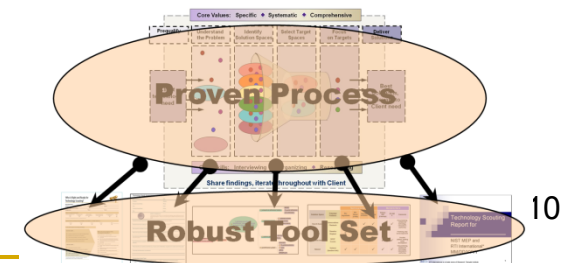
A service to search outside normal client channels to find solutions for a specific unmet technology-based need



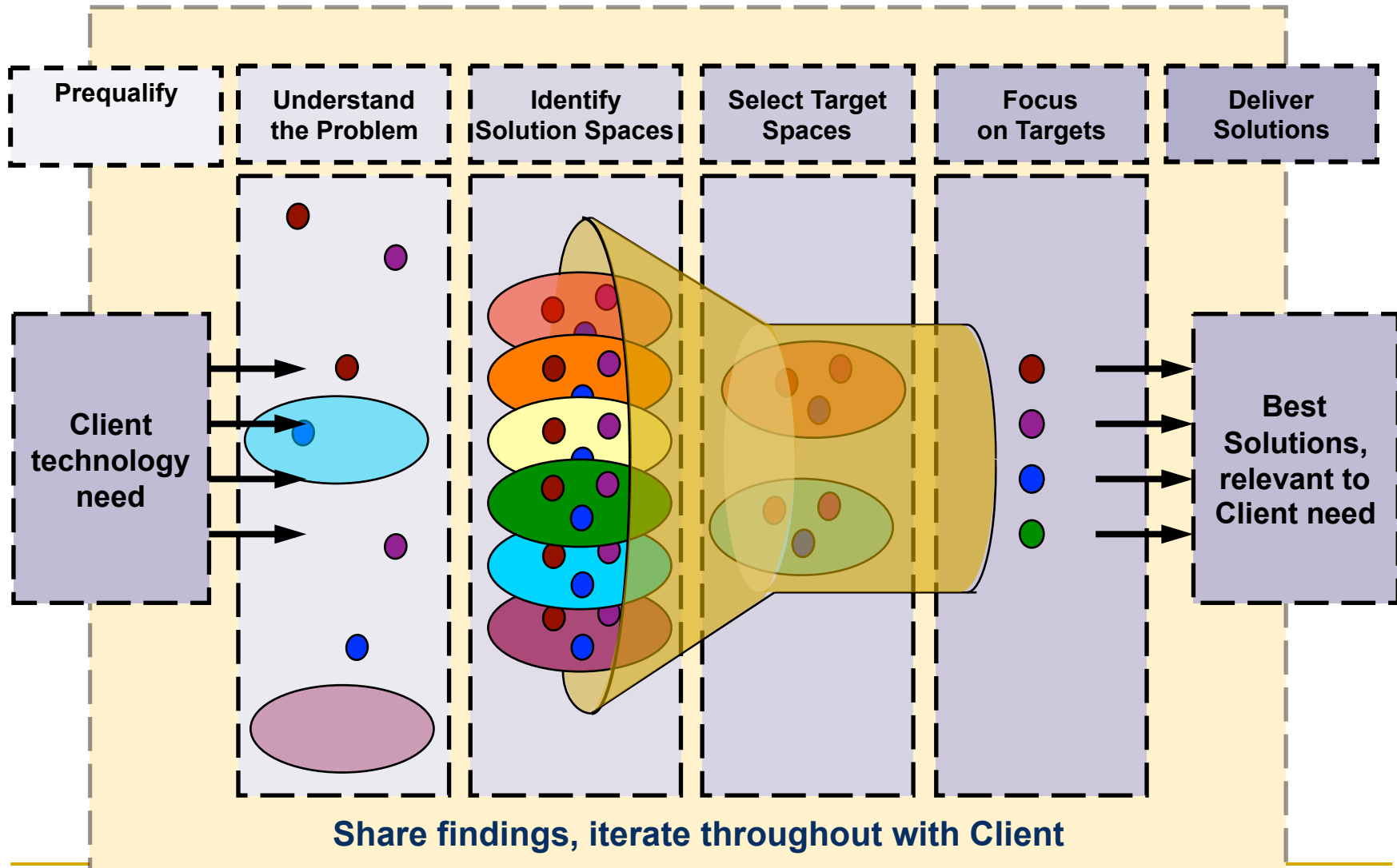
Technology Scouting incorporates both Landscaping (divergent) and Targeted Scouting (convergent) research activities.

Tech Scouting does this ...

- **By considering the unmet need and providing broad thinking** about solving it based on fundamental solutions and real-world analogues
- **By landscaping and assessing solution providers** using refined and prioritized criteria
- **By gathering real-world insight from industry experts** to give the client confidence in the solutions
- **By using a proven process** that incorporates a **robust tool set**



How is Tech Scouting executed?



MAKE Partnership

MAKE Partnership is offering **40% off** consulting services and courses for all manufacturers!

Qualifying Organizations

Alaskan Manufacturer with a DUNS number that has a NAICS Manufacturing Code

- ❑ *31-33 General Manufacturing*
- ❑ *541711 or 541712 Research & Dev.*
- ❑ *423510 Metal Service Centers*
- ❑ *488991 Packing and Crating*
- ❑ *541330 Engineering Services*
- ❑ *541380 Testing Laboratories*
- ❑ *561910 Packaging and Labeling*
- ❑ *811310 Machinery & Equipment*

For More Information:

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Questions?

