



Manufacturing Technology Comittee

February 2020 Meeting

Agenda



- **Review Microcenter Whitepaper feedback**
- **Develop path forward for white paper**
- **Meetings/Workshops**

Topics



- 1) **What are the benefit to SMMs**
 - Low implementation cost
 - Low cost to participate for SMMs potentially cost share only,
 - Potential to increase cash flow and decrease cycle time.
- 2) **How would we ensure SMM engagement**
 - Projects need to be regional to leverage the local infrastructure – incubators, state government, MEPs, and local academia
 - Keep the cost low to participate
 - Publish case study and testimonials
- 3) **How to ensure nation wide adoption**
 - While focus is regional projects need to address national needs
 - Create the standard templates
 - Use the MEPs network and the resources they can leverage
 - Roll the output and kits and pilots to Mfg USA
 - Success stories and testimonials – local demos (truck and other roadshows)
- 4) **What are the measures for success**
 - Performance metrics (ROI, speed...) + units sold or really adoption (DoD and Commercial) + SMM participation over time + responses to DLA requests
- 5) **Review the potential project list**
 - Rapid qual through industry 4.0 (sensors, data..)
- 6) **Elaborate on Mfg USA**
 - Demonstration facilities for output and a feeder of the technology and key SMMs

Next Steps



Recommended next steps:

1. Review with MFG division leadership ✓
2. Pass to larger NDIA leadership
3. Started from Adele suggestion – follow up
4. Bring to the Hill – April 28 Meeting
 - Great focus on the region – tied with the state – leverage the network
 - Made Here – Leverage the local infrastructure
5. Technology interchange meetings with industry technologists to develop the industry needs for DoD manufacturing tiers. Assess regional need/risk for pilot projects – how can the regional infrastructure be leveraged best –included state, MEP, incubators + university
6. Choose limited pilot challenges
7. Define projects
8. Potentially fund through DLA, Congressional, OTAs, industrial base funding, maybe even crowdsourced

Events



- **Technology Committee Sponsorship Plan**

- Third Annual Technology Workshop at the University of Alabama Huntsville (May 19 – 20, 2020) for industry and government
 - Selected AeroDef papers

Backup



Micro Center Feedback

- **Comments to address**

- 1) I believe the idea of the micro centers has merit, but the impact would be greater if we could include the means to accelerate the depth and breadth of adoption nationwide – **Nation wide adoption – create the standard templates, roll to the MfgUSA, success stories and testimonials – local demos (truck and other roadshows)**
- 2) SMMs are typically focused on production, so it's hard to find those that can free up time and are willing to pay a fee to participate in something that doesn't have clearly defined benefits. – **Benefit to SMMs**
- 3) If the MicroCenters are to move solutions to a TRL 6-8 by involving a small set of SMMs, what is the incentive for SMMs to participate? Will they gain anything more than their competitors who simply waited for the solution to be completed? – **SMM engagement**
- 4) Under Impact to SMMs, Table 1 indicates “Regional pilots with many SMMs and ready for SMM adoption nationwide.” Who will be responsible for driving that nationwide adoption and how will success be measured? – **Measures for success**

- **Here are some thoughts on how to address nationwide adoption in the context of the micro centers.**

- 1) One option would be for each pilot project to publish a case study with a testimonial from the participating SMMs. Leveraged properly, that could help raise awareness to get the adoption ball rolling. - **Build awareness through case study and testimonials**
- 2) The solution needs to be demonstrated locally so that SMMs can see first-hand what it is and how it works to better understand the value for their particular business. – **plan for local demonstrations**
 - The MEP network may help meet some of this, but many don't have demonstration facilities and their reach is somewhat limited in the ~250,000 U.S. manufacturers – **Leverage for the centers that do, leverage for the state interaction**
 - Another approach may be to equip a semi with the ability to demonstrate technologies from the Micro Centers. There could be an east and west coast version that travels to regions where manufacturing is concentrated. That also could serve as a feeder to drive implementation business back to the MEPs.

Micro Center Feedback



- **Comments to address**

- 1) Overall, the White Paper is excellent and I think that the concepts behind it have great merit. I do have concerns about the list of potential projects on page 2. – **Project examples**
- 2) With regard to your comments about the Manufacturing Institutes, I think that others can also say whether the institutes have accomplished a great deal, very little, or what. This is important, I think to add into the WP to some degree. – **Comment on impact of NMIs**
- 3) On page 5, the suggestion to focus on geographic regions for initial pilot project is of some concern. It seems to me that this opens political intervention unless the criteria is strictly written to minimize this possibility. – **How do we have impact nationwide**
- 4) Overall, as I said, the Microcenters seem to me to be a good idea, if (but only if) small and medium manufacturers really do have the resources to invest in this program (which others can address). – **SMM participation**