

Using MEP Supplier Scouting as Market Research

Find Domestic Sources and Reduce the Use of Nonavailability Waivers

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MEP • MANUFACTURING
EXTENSION PARTNERSHIP®

<https://www.nist.gov/mep/mep-national-network>

NIST
National Institute of
Standards and Technology
U.S. Department of Commerce



A unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing.

Our mission is to strengthen and empower U.S. manufacturers.



MEP National Network



Centers located in all 50 states and Puerto Rico.



Public-private partnership with local flexibility.



Federal funds, state investments, and private sector fees cover services.



Market driven program that creates high value for manufacturers.



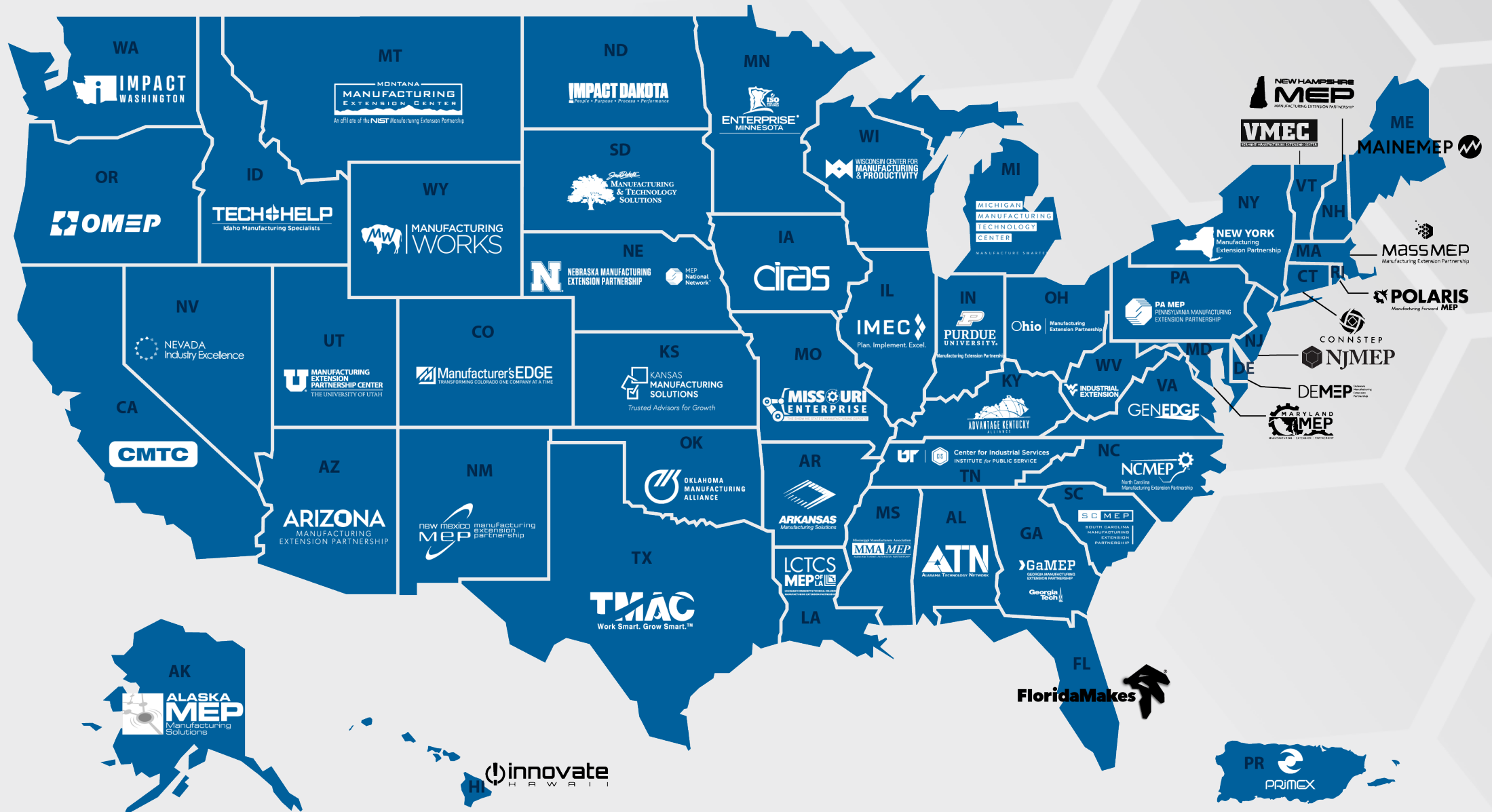
Leverage partners to maximize service offerings.



Transfer technology and expertise to manufacturers.



MEP National Network





MEP Services

Supply chain resilience is achieved by the supply chain working harmoniously

MEP services support the resilience of the manufacturers

MEP has extensive experience with and expertise in Supply Chain and Supplier Scouting services





Benefits of Using Domestic Suppliers



Faster shipping time

Greater payment security

Higher manufacturing quality and labor standards

Greater intellectual property rights protection

Appeal of being made in the U.S.

Easier to verify manufacturer's reputation

Fewer communication issues from language and time zone differences



MEPNN Supports Production in the U.S.



Buy America(n) Supplier Scouting

Reshoring

Supply Chain Optimization

Nearshoring



Supplier Scouting

THE WHITE HOUSE



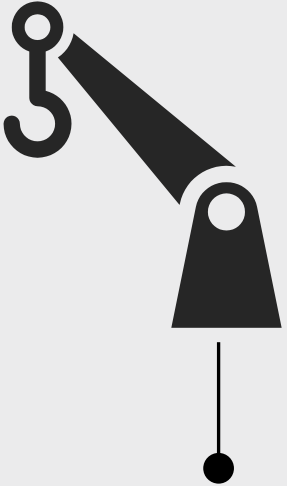
Executive Order on Ensuring the Future Is Made in All of America by All of America's Workers

“...Sec. 7. Supplier Scouting. To the extent appropriate and consistent with applicable law, agencies shall partner with the Hollings Manufacturing Extension Partnership (MEP), discussed in the Manufacturing Extension Partnership Improvement Act (title V of Public Law 114-329), to conduct supplier scouting in order to identify American companies, including small- and medium-sized companies, that are able to produce goods, products, and materials in the United States that meet Federal procurement needs...”

Connected to ‘Made in America’ Executive Order 14005 increasing national interest and participation.



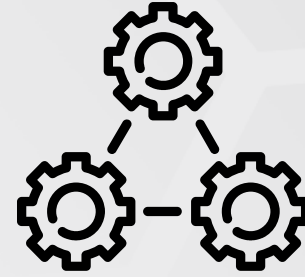
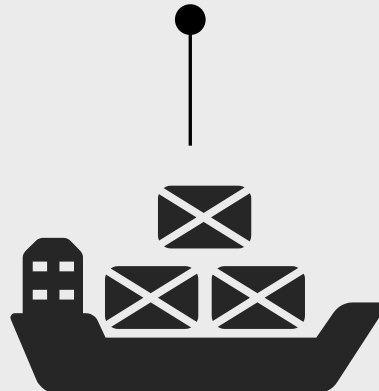
Supplier Scouting Evolution



2009-2017

American
Recovery and
Reinvestment Act
(ARRA)

Defense Agency
& NAVIR
2009-2017



2017-2020

Assist OEMs, SMM's &
Start-Ups with Supply
Chain Needs

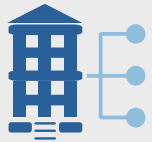
Ensure National Health &
Safety
Safeguard National &
Economic Security
2020-present





MEP Supplier Scouting

~ \$163M
New opportunities



25 Industries



43 States



194 Items



75 Manufacturing Processes



277 Matches



600 Suppliers



MEP Supplier Scouting Process



NIST MEP Prepares Report

Prepares scouting results report and will request submitter to follow-up with NIST MEP.



Aggregate Results

NIST MEP will gather, analyze and aggregate MEP Center submissions.



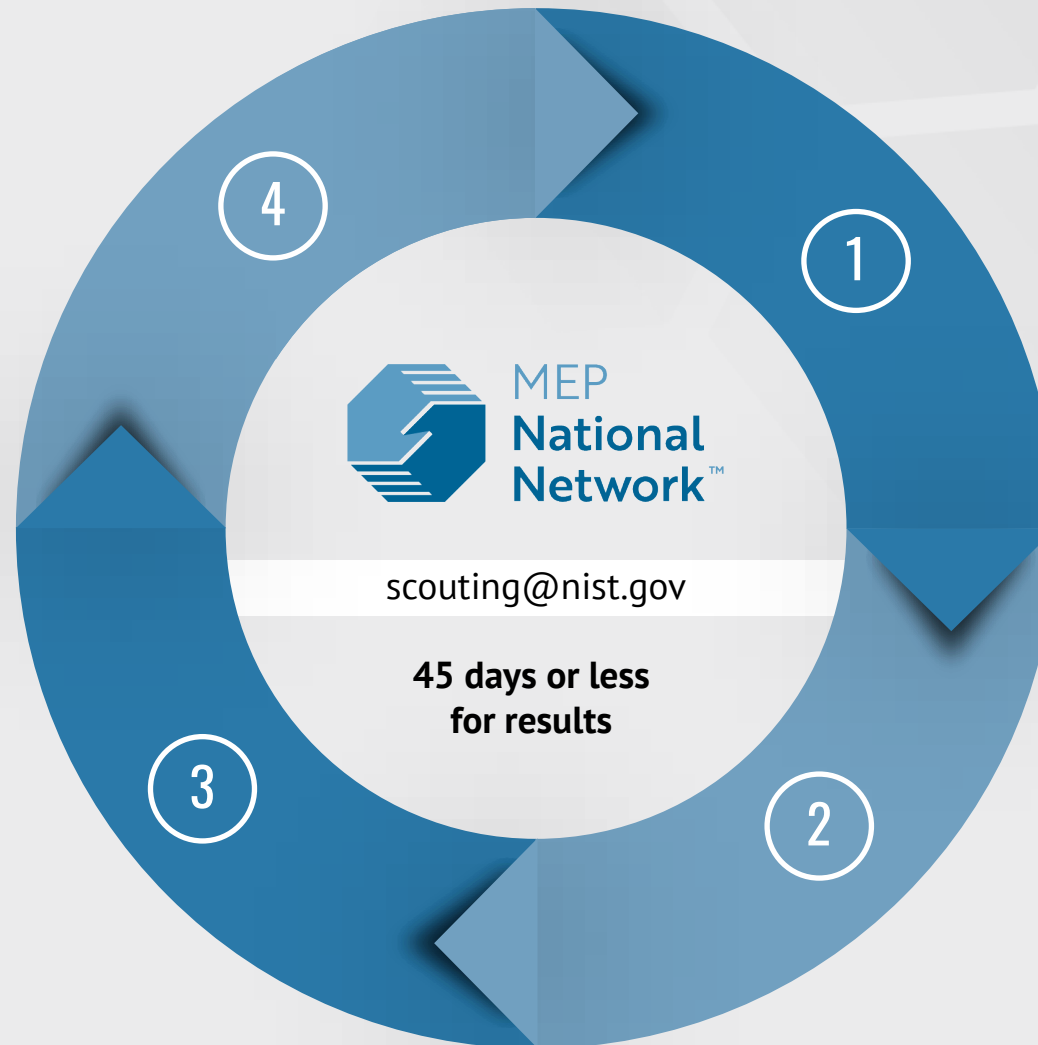
Supply Chain Need Identified

MEP Supplier Scouting Opportunity Synopsis is created with assistance from NIST MEP.



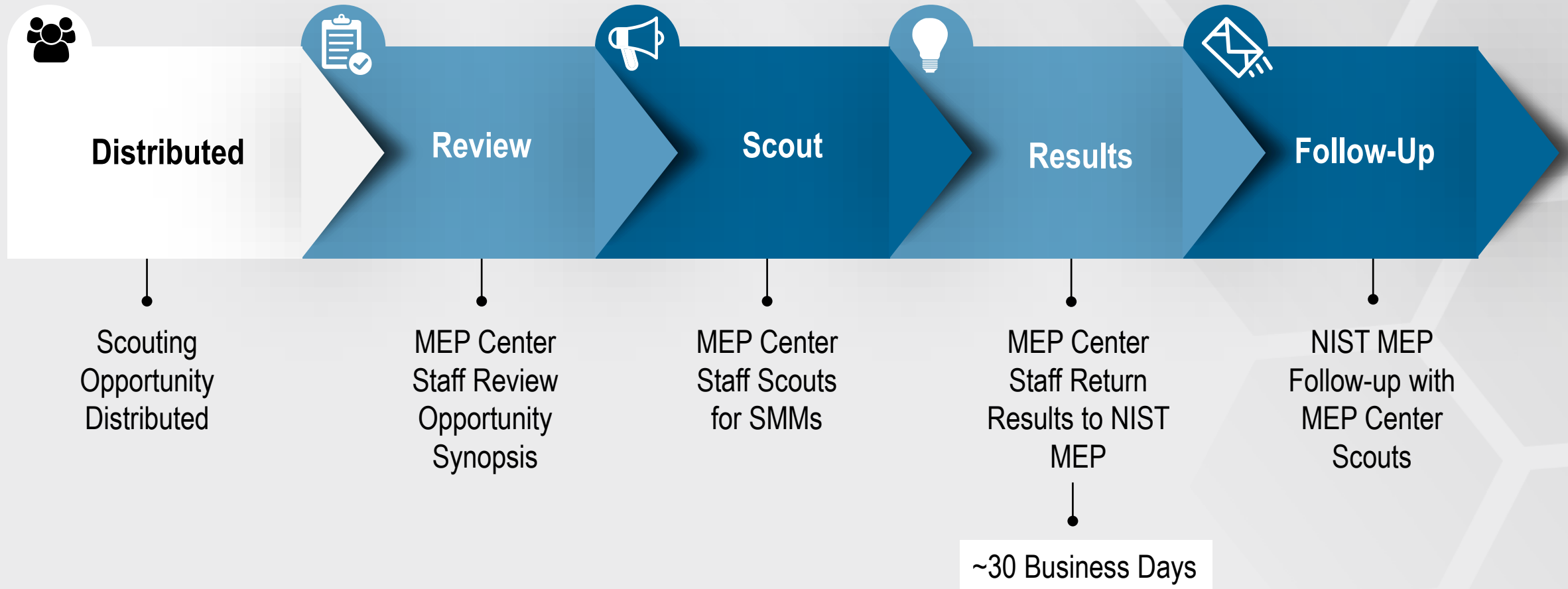
NIST MEP Distributes

MEP Centers conduct a nationwide search for U.S. manufacturers, typically 30 days.





MEP Center Supplier Scouting Process





How to Engage MEP Supplier Scouting

- Send email to scouting@nist.gov requesting an opportunity synopsis form (handout)
- Submit completed opportunity synopsis form to scouting@nist.gov
- NIST will disseminate to the MEP National Network™, 1400+ manufacturing experts in all 50 states and Puerto Rico
- Results are submitted to NIST MEP by the Network
- NIST MEP analyzes submissions and generates a result report
- NIST MEP follows up on awarded contracts





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