

# MEP PARTNER UPDATE

A newsletter brought to you by the Business Excellence Group

## Updates for the MEP National Network

4.8.2021



Who is the Business Excellence Group



Train-the-train: How to Evaluate a Company to Drive Center Performance



Supply Chain Program Available for use



8 Core Products to Provide a Wholistic Center Offering



People/Workforce Development Resources

## Who is the Business Excellence Group?

The Business Excellence Group is an organization that partners with MEP centers to drive impact for the MEP centers and their clients. We have over 30 years of direct MEP Center management experience, as well as over 100 years combined experience in business and operations management, Lean, supply chain management, and human resources. We provide methods, products, and services to optimize your center and client's business. We can act as the 3rd party provider to consult and educate your manufacturing clients or support your center operations to get 10/10 on your scorecard. We would be proud to serve your center and manufacturers.

Please meet our team...



Sumer Sorensen-Bain  
CEO



Shane Barber  
Chief Organizational  
Architect



Erik Tribelhorn  
CFO/CTO



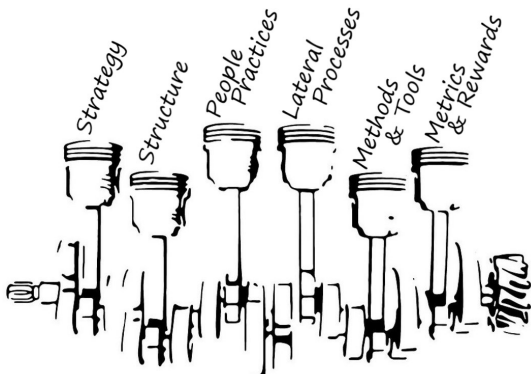
Alvaro Espinoza  
Senior Consultant



Ian Kelly  
Transformation  
Specialist

## Business Optimization Evaluation

The Business Excellence Group has a wholistic business optimization tool that provides impact to MEP Center operations in 3 core areas: company count, economic impact, and center revenue. The evaluation covers 6 core business areas, the Straight 6:



In addition, we evaluate the supply chain as materials management can affect all areas of an operation. This training can happen at your center or in a cohort of other centers going through the program. Once you are certified, you will get access to our custom programmed online evaluation tool.

**"We chose a wholistic optimization model instead of tuning up bits and pieces of our business. This approach has prepared us for growth as we serve the Oklahoma manufacturing community..."**

**Donovan Hensley,**  
Director of Sales and Operations



Contact us if you would like to learn more, or to pilot the system with you client base. To watch a short video on the model [click here.](#)

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## Supply Chain Programs Available Now!

The Business Excellence Group has developed several supply chain programs available to MEP centers around the network. There are 7 modules to choose from:



1. Fundamentals of Supply Chain Management
2. Proficiency in Supply Chain Management
3. Understanding Total Cost of Ownership
4. Total Cost of Ownership Reduction (includes a simulation and TOC calculator)
5. Vendor Negotiations
6. Vendor Contracting
7. Assessing Supply Chain Risks

This material includes a marketing slip sheet, a pre-recorded webinar, facilitator's guide with recorded notes, and is white labeled for an easy branding transfer.

*This material was created by our supply management program manager who is a faculty member at the Institute for Supply Management (ISM). He is a Certified Professional in Supply Management (CPSM), and a Certified Professional in Supplier Diversity (CPSD). He manages customer engagement for numerous corporate training programs, manages the global instructor network for ISM, and is a senior instructor for supply management competency-based training.*

## Core 8 Products: A Wholistic Offering

Companies are complex and their needs far exceed process improvements. That is why we have created a wholistic set of offerings that align to the optimization evaluation tool. These Core 8 products will give your center a way to partner at the executive level and drive significant economic impact.

### Core 8 Programs:

#### Strategy:

Optimizing the Organization "Take it to Ten"  
Strategy to Action  
Creating a Business Transformation

#### Structure:

Aligning Structure to the Achieve Strategy  
Single Point Accountability and Decision Making

#### People Systems:

Optimizing Leader Performance

#### Lateral Processes:

Optimizing Tactical Performance

#### Metrics:

Transformational Performance Metrics



These programs, combined with Lean and quality tools will give a center a wholistic offering to drive significant impact and strengthen the client relationship.

## People Systems & Workforce Development Resources

In today's competitive environment each company needs to have simple but yet effective people systems that help manufactures obtain, grow, and retain their most valuable asset — their people! The Business Excellence Group has created materials focus on the following 6 people systems:



1. Assessing and Hiring Talent
2. Onboarding and Training their new hires
3. Managing the Performance of the whole person
4. Growing Capability through Goal setting and quarterly evaluation system
5. Career and Compensation Growth
6. Succession Management and Planning

These processes focus on simple tools that Managers and supervisors are willing to use that do not require an HR professionals on their payroll to manage and develop.

The Business Excellence Group partners with the Manufacturing Extension Partnership (MEP) network of centers to optimize their operations and the companies they serve.

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