

Oregon Manufacturing Extension Partnership

A man with a beard and safety glasses is working in a workshop, focused on a task. The background is a blurred workshop with various tools and equipment.

**We Help Oregon
Manufacturers Thrive**

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[SEE HOW WE WORK](#)

Russ Gaylor – Manufacturing Consultant

Who Is OMEP?

- Non-profit established in 1996
- We exist to help Oregon manufacturers grow
- Public/private partnership funded by federal, state, and client company funds
- 21 total staff, 14 consultants

OMEPE's Operating Model

Business Focus

- OMEPE's provides services to improve Oregon manufacturers' business competitiveness. Our focus is to solve *their* business problems and create sustainable operating systems that lead to clients' long-term success.

Team Focus

- No single OMEPE consultant has all the skills needed by any company. OMEPE consultants assess the business problems encountered by our clients and bring the correct resource to the table whether it is ourselves, our colleagues, or a third party consultant.

What Does OMEP Do



Operations

- Operational Performance
- Engineering Services
- Quality Systems
- Supply Chain
- Maintenance TPM



Business Systems

- Strategic Planning
- Business Model Innovation
- Business Transition
- Executive Coaching
- ERP Selection



Sales and Marketing

- TDMI/Tech scouting
- Sales System Development
- Market Strategy
- Product Management
- Marketing Services



New Product Development

- Lean Product Development
- Design
- Prototyping
- Market Research
- Sourcing & Qualification



Workforce Training

- Leadership
- Job Skills Training (Smart Talent)
- Team Building
- Recruitment



New Programs for 2018 / 2019

Smart Talent



Attracting

- Positive Job Postings
- Expanding the Labor Pool
- Competitive Wages
- Robust Onboarding

Training

- Job Modules
- Standard Work
- Development Paths
- Upskilling Trainers
- Training Tracker
- Effective Onboarding

Engaging

- Career Ladders
- Pay Increases
- Promotions
- Performance Based Pay System
- Company Growth

Cyber Security & High Tech

Cyber

We are capable of delivering on a cyber engagement with companies either wanting to get NIST 800-171 compliance or just strengthen their cyber security posture

- We've partnered with OIT to provide cyber assessments and continuous monitoring services
- We have a partner on board to provide IT assessments for companies wanting an objective plan for their IT needs into the future

Additive Manufacturing

- We are able to provide assessments and guidance to companies wanting to consider and adopt additive manufacturing as a solution

Cyber Security & High Tech Cont...

ERP

- We are sourcing partners to do ERP engagements in the area of: selection, integration, and implementation

Automation and Robotics

- We are developing a network of partners that can do robotics design, integration, and industrial automation

Value Based Selling

- VBS is a sales methodology specifically tailored for organizations that use a consultive sales process.
 - Targets direct, or indirect, face to face, and inside sales forces as well as pre-sales support and consulting personnel.
 - It is a 15 module curriculum designed to be delivered onsite, virtually, or as a blended seminar / workshop.

HR Services

- Staffing and Recruiting
- Workforce Development and Training
- Performance Management
- Conflict Resolution
- Organizational Development





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www.omep.org

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