

AIAM MEMBER HIGHLIGHT

MICHIGAN

MANUFACTURING

TECHNOLOGY

CENTER



Michigan Manufacturing Technology Center

Plymouth, Michigan

Jamie Headley, Director of Business Development

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Since 1991, the Michigan Manufacturing Technology Center has assisted Michigan's small and medium-sized businesses to compete and grow through personalized consulting services. The Center develops more effective business leaders, drives product and process innovation, assists with navigating through governmental and industry regulations, promotes company-wide operational excellence and fosters creative strategies for business growth and greater profitability. Providing expert consulting and training in the areas of Lean, Quality, Leadership, Industry 4.0, Market Research, Cybersecurity and more, The Center enables Michigan manufacturers to work smarter, compete and prosper.

TOTAL NUMBER OF EMPLOYEES

54

All 54 employees are involved in aerospace services, as everyone contributes to the effort to support Michigan manufacturers.

WHAT ARE SOME OF THE ECONOMIC IMPACTS OF YOUR COMPANY BEING LOCATED IN MICHIGAN?

"With five regional offices located throughout the state, we are no more than two hours away from any Michigan manufacturer. This enables us to more easily and effectively provide support to any Michigan manufacturer. And with our staff of industry-specific Subject Matter Experts (SMEs), we are able to provide expert guidance for Michigan manufacturers' most pressing issues, from talent shortages to cybersecurity. Our team engages with more than 450 plants each year, leaving behind significant impacts wherever we go. For instance, in the 12 months prior to the pandemic, 443 of our clients reported our work resulted in \$83.2M in created sales, \$738.2M in retained sales, \$54.9M in cost savings, 6,764 jobs created or retained and \$173.7M investments made. This translates to a \$21 return for every \$1 spent with us."

PRESENCE IN MICHIGAN AND OTHER STATES/COUNTRIES

"Headquartered in Plymouth, MI with regional offices in Grand Rapids, Saginaw, Traverse City and the Upper Peninsula. The Center is the official representative of the MEP National Network and NIST MEP in Michigan. In total, there are 51 MEP Centers located in all 50 states and Puerto Rico with trusted advisors and experts like those at The Center."

WHAT ARE YOUR GOALS AND VISION FOR YOUR COMPANY OVER THE NEXT 5 AND 10 YEARS?

"Going forward, our goal is to continue to serve Michigan manufacturers. We will continue to evolve our services to adapt with the ever-changing market needs to ensure our local manufacturers stay competitive and prosperous into the future. We aim to make sure smaller manufacturers are tech-ready, as Industry 4.0 innovations become more prevalent in the industry, and to support Michigan in being the leading manufacturing state. The talent crisis will be another major challenge, as the shortage of skilled workers is not going away any time soon. Our mission is to help manufacturers find smart, progressive solutions to talent – including culture and leadership improvements, implementing technology or Lean manufacturing methods, or investing in cross-training and skills acceleration for current workers – to ultimately establish and maintain a strong, healthy economy state-wide through the manufacturing base."

WHAT OPPORTUNITIES DO YOU SEE EXIST IN MICHIGAN FOR THE AEROSPACE INDUSTRY?

"We anticipate many companies will seek to diversify their business by entering the aerospace sector. In order to stay competitive while maintaining high quality standards, it's essential that all current and new aerospace manufacturers be certified to AS9100D. Our quality experts can help companies achieve this compliance, whether they are transitioning their Quality Management System from an existing standard like ISO 9001 or starting with a blank slate. It also is important for aerospace manufacturers to reach compliance with cybersecurity standards within the industry, including NIST 800-171 or Cybersecurity Maturity Model Certification (CMMC). Because The Center has close relationships with NIST and the Department of Defense (DoD), and we are a partner in the development of CMMC, our team brings a strong understanding of these requirements and can help companies reach compliance."

AS AN AIAM MEMBER, WHAT DO YOU SEE AS SOME OF THE BIGGEST CHALLENGES FACING MICHIGAN AND THE AEROSPACE INDUSTRY?

"Within the aerospace sector, similar to the manufacturing industry as a whole, we commonly see companies struggle with challenges involving talent, economic stability and wages."

HOW DOES THE AEROSPACE ASPECT OF YOUR BUSINESS BENEFIT FROM THE AUTOMOTIVE INDUSTRY IN MICHIGAN?

"Many of our clients are in both the automotive and aerospace sector, or they are looking to diversify and move into the other sector. Because of the volatility of the automotive industry, companies being able to diversify and expand into the aerospace industry helps to stabilize Michigan's economy. For companies looking to diversify, The Center can help them do so in the most effective way possible. Additionally, with so many changes happening in the automotive industry – including lightweighting and the rise of electric vehicles – and aerospace, The Center's experts can help companies navigate the evolving landscape to ensure their businesses stay current and competitive. As a trusted advisor to manufacturers, we have access to a wide network of resources to help companies in many areas, and we are happy to be a one-stop resource connection for manufacturers. The Center has established relationships with many key industry organizations, including Procurement Technical Assistance Centers (PTACs), Lightweight Innovations for Tomorrow (LIFT) and Michigan Works, which provide further support to manufacturers in Michigan."

OTHER INFORMATION ABOUT YOUR COMPANY?

"This is an exciting time for the aerospace industry because of the different technologies, energy sources and lightweighting now becoming more widely-used in the sector. Aerospace has always been a progressive and innovative segment. Now more than ever, it's critical for aerospace companies to be creative and innovative in how they approach their business strategies. For instance, the talent shortage requires companies to get creative in order to fill workforce gaps without additional bodies. Companies will need to think critically about how they use their technology and what they do with their talent – and whether or not they're each being used to the best of their ability. The application of our services, including Lean manufacturing, Industry 4.0 assessments, cross training or company culture improvements, can make a significant impact and enable companies to take the next step in their business. We are excited for the opportunity to step in and continue helping manufacturers become efficient, high-quality, low-cost producers."

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AEROSPACE INDUSTRY ASSOCIATION OF MICHIGAN