

PARTNERS IN PROGRESS.

May 2021 eNewsletter

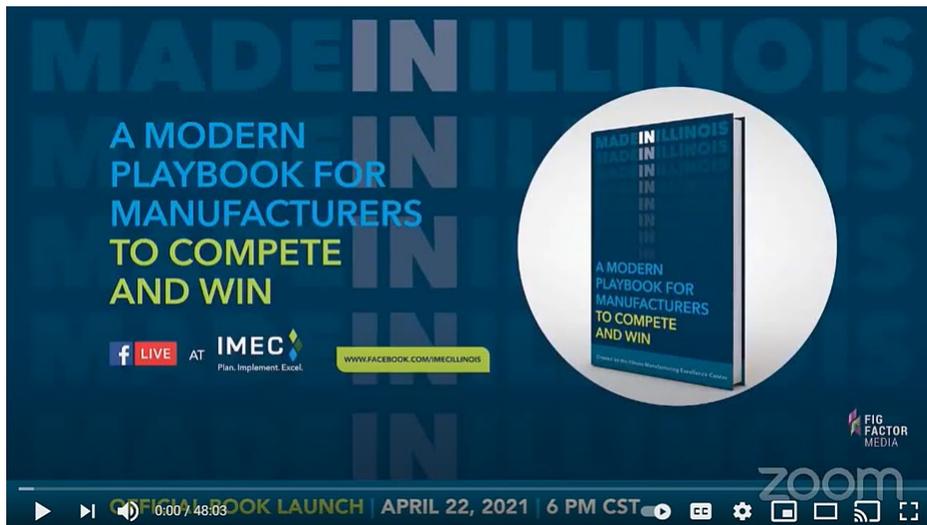


Your monthly round-up of resources and tools to make progress and achieve your business goals.

COMPETE AND WIN: The Cheat Sheet for Manufacturing Success

The world of manufacturing is changing. Are you prepared for the global stage? From our work with manufacturers across the beautiful state of Illinois, we've put together the best-kept secrets on hot button issues and how to address them and see results into one book - [Made in Illinois: Playbook for Manufacturers to Compete and Win.](#)

Thank you to all who were able to attend the live launch of Made in Illinois: The Playbook for Manufacturers to Compete and Win!



You all truly made it a success - [watch the replay](#) if you missed it and [get your copy today!](#)

RESOLVE IT NOW: Problem Solving 4-Part Training Series

How much time do you spend solving the same problems over and over again?

Learn how to problem solve – and finally resolve the root cause – utilizing various problem-solving methods over the course of four sessions:

Session 1 | June 15: Understand how to recognize a good problem statement and then be able to create one of our own.

Session 2 | June 22: Revisit the problem statement and further develop it through a process of problem investigation and understanding.

Session 3 | July 6: Discuss Root Cause Identification and how we get to the “true” root cause of a problem. Implement solutions and countermeasures to take-action on permanently fixing the problems so that they do not return.

Session 4 | July 13: Discuss evaluating results from our trials, then once proven, moving on to standardization and control of the solution(s).

[Register!](#)

SHARE YOUR STORY: IMEC Client Survey

Every quarter, around 100 IMEC clients have the chance to tell IMEC and our national partners terrific stories about the improvements made through their collaboration with IMEC in projects and events. Through a third-party administered survey, we ask clients to self-report accumulated impacts of cost savings, new investments, new or retained sales and new or retained employment from activities or projects completed with IMEC in the last year. Don't miss the next survey period – make sure you are counted and included in the yearly Client Reported Impacts so we can show off the dynamic manufacturing hub that is Illinois!

[Read more ▶](#)

ADVANCE WITH AUTOMATION: Fully-Funded Program to Boost your Company's Productivity and Safety with Automation

The process of selecting and implementing technology can be intimidating for many manufacturers and IMEC is here to make it easier for you! Small and medium-sized manufacturers can get fully-funded technical support through the I-SMART Program to:

- Identify automation opportunities
- Develop the business case for specific applications
- Create connections with vetted automation resources

- Assist with preparing for automation deployments
- Consult on post-deployment optimization

Apply now to improve efficiencies working with automation.

[Apply for this fully-funded opportunity!](#)

Business Growth Success - VMC Chinese Parts

With over 5000 sku's for replacement parts for Chinese built powersports products, VMC Chinese parts needed to beef up their SEO program to get more prospects to their online catalog. Bryan Black serves as the Managing Partner at VMC, and he was tasked with executing the company's marketing strategy, including basic Search Engine Optimization (SEO). He needed to free up his time to focus on other initiatives to ensure that VMC emerged from the 2020 disruption in a stronger position than they were before.

[Read more ►](#)

ICYMI: How to Do Business with NASA Webinar Series

Looking for new customers? NASA recently partnered with IMEC and Cook County to bring new business opportunities to manufacturers in Cook County, the Chicago region, and throughout Illinois.

Watch the recordings of these sessions to learn about the essentials of doing business with NASA's Marshall Space Flight Center, Johnson Space Center, and its prime contractors.

Watch the Recordings below!

How to Do Business With NASA: Overview and Panel Discussion

Hear updates on the NASA supplier program directly from small business specialists with the Marshall Space Flight Center and Johnson Space Center.

Join the NASA Supply Chain: Requirements and Resources

Outlines the necessary quality and cybersecurity credentials to work with NASA and its contractors, and how to obtain them.

Discover resources to help you navigate the government contracting process and

Plus, a panel discussion on how to do business with the NASA Prime Contractors, featuring 6 prime contractors.

[Get the Recording ▶](#)

learn about additional opportunities to expand your customer base.

[Get the Recording ▶](#)

GAIN DOMESTIC BUSINESS: Fully-Funded Opportunity

To help Illinois small and mid-sized manufacturers (SMMs) gain more domestic business and build global competitiveness, IMEC is partnering with the Reshoring Initiative® to provide a fully-funded opportunity Illinois manufacturers to open new sales channels offering locally produced components to large OEMs, as substitutes for imported products.

[Apply for this fully-funded opportunity ▶](#)

MAXIMIZE YOUR MACHINES: Total Predictive Maintenance for Equipment Effectiveness Virtual Training Series

Do you seek to improve equipment reliability, product quality, cost performance and uptime on your equipment? This training series is for your staff who are responsible for operating, repairing, and maintaining your equipment – to the goal of improving operational safety, product quality, and overall business performance.

Starting June 4, **Total Predictive Maintenance for Equipment Effectiveness Virtual Training Series** helps your team understand their role in developing a better culture of equipment care. Topics covered during the 7-session training include:

- The case for change – Maintenance case studies
- What is Total Predictive Maintenance (TPM)?
- Using data to identify opportunities
- TPM & Maintenance Excellence
- Why employ TPM?
- How do we implement TPM?
- Measuring & sustaining progress

[Register ▶](#)

RECOVER WITH HELP: COVID-19 Resources

[Resources](#) are available to help you continue to overcome the challenges of today and thrive into 2021 and beyond.

[Financial Resources](#)

[Financial assistance from state, federal and partner resources ▶](#)

[Manufacturing Helpline](#)

[Get quick help from an industry expert within one business day ▶](#)

[Find a Supplier](#)

[Tap into our immense network of suppliers to help fill your needs ▶](#)

Upcoming Events

CLICK ANY EVENT NAME TO SIGN UP NOW!

11
MAY

[WHAT'S IT WORTH: Valuation Concepts and Making it Work for You Webinar](#)

Valuing a business has evolved, and this session outlines how the purpose of an appraisal impacts the value and how to increase value.

14
MAY

[PROTECT YOUR TEAM: OSHA National and Local Emphasis Program Update Webinar](#)

Learn how current OSHA

13
MAY

[Creating a Culture of Excellence | VIA Culture Day 2021](#)

Learn how to build the culture you desire, using a framework to guide your development and benchmark to high-performing organizations.

19
MAY

[BUILD BETTER LEADERS: Improve Training and Management to Retain Employees Webinar](#)

This session offers tools

13
MAY

[FILL THE GAP: How Automation and Millennials Will Change Manufacturing Webinar](#)

Join this session for ideas to adapt and integrate Industry 4.0 solutions like digital tools to attract the next generation and workforce.

19
MAY

[Collaborative Robotics Automation Conference – Morning and Afternoon Sessions](#)

emphasis programs guide companies to protect the day-to-day occupational health and safety of their employees.

**25
MAY**

REVIEW YOUR APPROACH: A High Level Marketing Strategy for your Company

Take a step back from your day-to-day marketing activities to ensure your high-level marketing strategy is attracting key customers.

and resources to build the 5 essential skills of an effective supervisor, across all levels of your company.

**25
MAY**

CONSTRUYA MEJORES LÍDERES: Mejore la Formación y la Gestión para Retener a Los Empleados Webinar

Esta sesión en español ofrece herramientas y recursos para desarrollar las 5 habilidades esenciales de un supervisor eficaz, en todos los niveles de su empresa.

This hands-on conference introduces how to leverage cobots to maximize ROI, plus increase productivity, solve labor challenges, reduce errors & improve safety.

**26
MAY**

MAP THE PROCESS: Uncover Opportunities for Improvement with SIPOC Webinar

Session highlights process mapping as a guide for continuous improvement, focusing in on supplier/customer connections – or disconnections.

[View the full list of upcoming events ►](#)

[In Case You Missed It: Download past webinars ►](#)

INSIGHTS FROM EXPERTS

Risk Management Planning: A Systematic Approach

Most organizations already have risk management in their organization, even if they do not realize it. If you survived through 2020, your organization had to develop a plan and implement procedures for the pandemic, thus you

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identified, prioritized, implemented solutions, and most likely have a process of monitoring those risks. [▶](#)

New Tax Credit to Fully Offset the Cost for Small Businesses Who Provide Paid Leave for Employees to Get Vaccinated

President Biden's American Rescue Plan provides a paid leave tax credit to offset the cost for businesses with fewer than 500 employees for up to 80 hours (i.e. 10 workdays) up to \$511 per day of paid sick leave offered between April 1 and September 30, 2021. This tax credit will allow employers to provide paid leave for employees to get a COVID-19 vaccination and for any time their employees may need to recover from that vaccination at no cost to the employer. [▶](#)

Relationship Building Through the Generational Divide

As you are navigating through working among this generational divide, you need to consider what are the traits, beliefs, and life experiences that mark each generation which is influencing how they work, communicate and respond to change. [▶](#)

How Automation and AI May Help Level the Playing Field for Women in Manufacturing

Women make up about 29 % of the manufacturing workforce despite filling 47% of the positions in the overall workforce, according to the Manufacturing Institute. While there have been periods of growth and decline, the dynamic is mostly unchanged since 1970, when women held 27% of the manufacturing jobs. [▶](#)

How to Host a Virtual Manufacturing Day Event

Many of the early preparations are the same for a virtual or on-site

MAKE STEADY PROGRESS: CMMC Cybersecurity Training Series

By 2025, manufacturers must prove they are cybersecure in order to retain current or earn new contracts through the U.S. Department of Defense (DoD).

The 15-part Make Steady Progress training will walk through the Cybersecurity Maturity Model Certification (CMMC) requirements, translating them into language that manufacturers can understand. Beyond education, you'll receive monthly action steps to make ongoing progress toward CMMC compliance – while still operating your company.

[Learn more](#)

Manufacturing Day event, so you can begin planning now without having to make the decision of whether to go virtual. [▶](#)

Efficiency Starts with PTP: Process, Training, People

It's fashionable these days to promote corporate culture as a means to ensure long-term business growth. Promoting is one thing, but making culture a priority requires a systematic approach that permeates everything a business does. We refer to our systematic approach as PTP—Process, Training, and People. [▶](#)

Common Pitfalls in Problem Solving

It isn't a stretch to say that all continuous improvement tools/practices are built around some form of problem solving. Ironically, many of these companies have devoted time and resources to the task of training their associates but pervasive success is elusive. [▶](#)

Manufacturing Day 2021

It is not too early to start planning for MFGDay 2021! MFG Day helps show the reality of modern manufacturing careers by encouraging thousands of companies and educational institutions around the nation to open their doors to students, parents, teachers and community leaders. Resources are available to help you get started!

[Start planning!](#)



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