



nextcorps

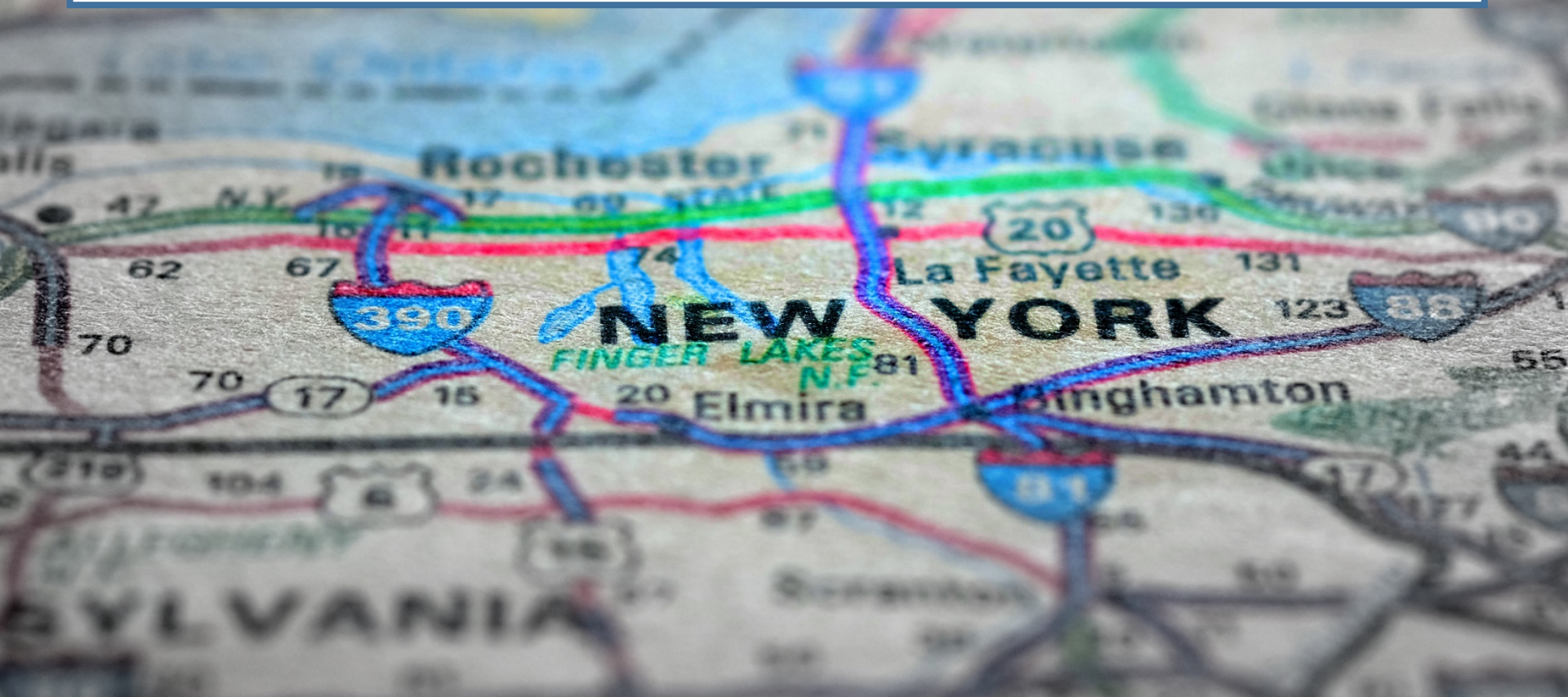


Alliance for Manufacturing & Technology

“Grow and Improve Your Manufacturing Business using

NYSEG/RG&E's Manufacturing Accelerator Program"

Webinar



Agenda

- Introductions
- Overview of NYSEG/RG&E MAP Grant
- Eligible Companies
- Potential Projects
- Application Process
- Reimbursement Process
- Q&A and Wrap-up

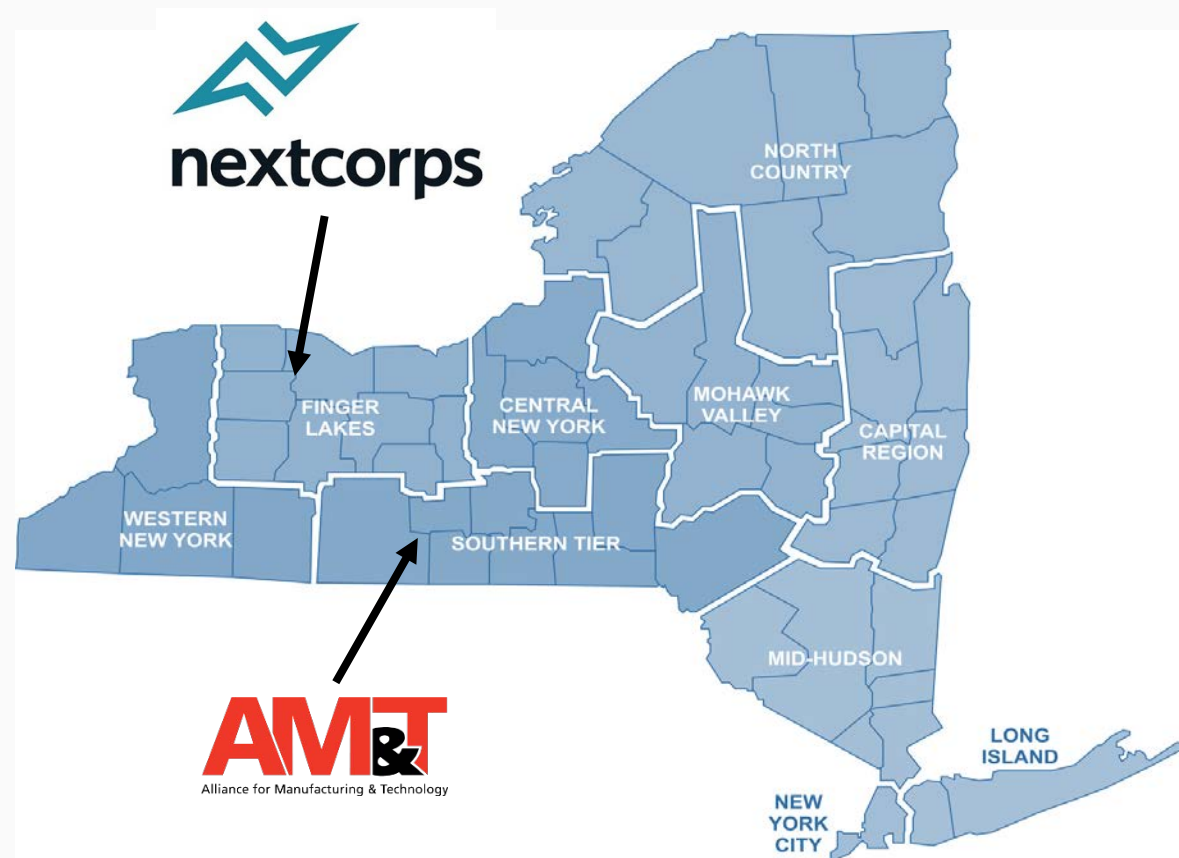
Manufacturing Extension Partnership (MEP) Mission

To enhance the productivity and technological performance of U.S. manufacturers



The NYMEP System

- 10 Regional Centers & State-wide Center, FuzeHub



Our Speakers

- NextCorps:
 - Annette Brenner
 - Client Development Manager
- AM&T:
 - Jeff DuBrava
 - Business Development Manager



Overview of NYSEG/RG&E MAP Program

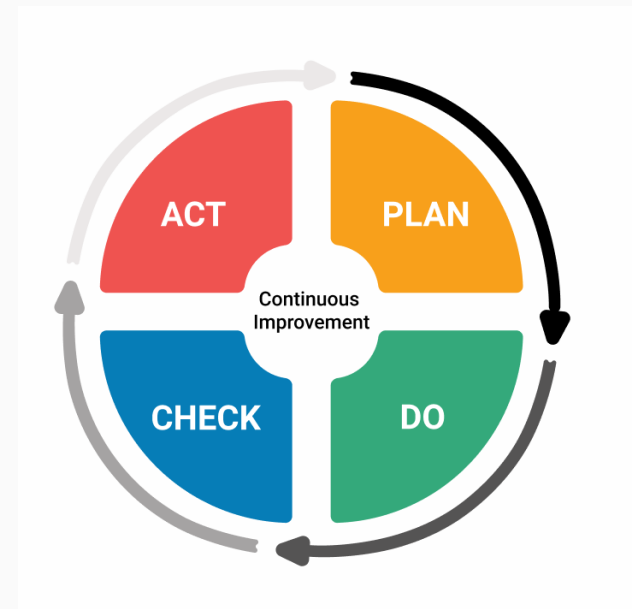
- NYSEG/RG&E and National Grid have partnered with the NY Regional MEPs to offer grants designed to help manufacturers.
- The Manufacturing Accelerator Program (MAP) provides reimbursement funds to NYSEG/RG&E electric customers and qualified projects.
- There are three project types.



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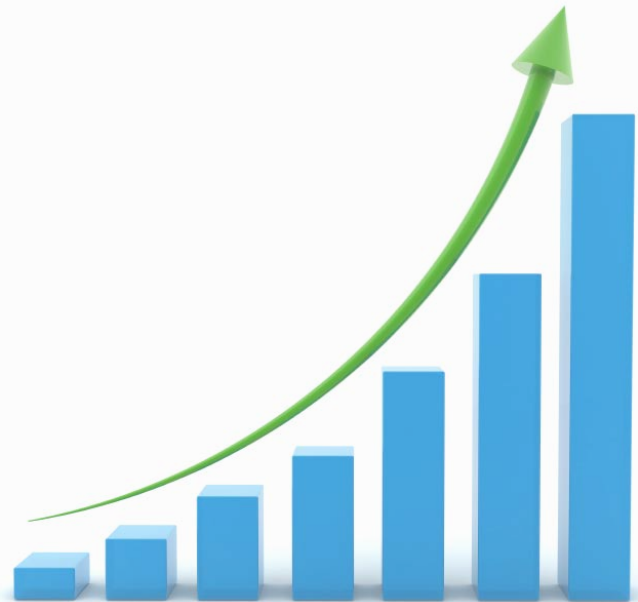
Productivity Improvements

- Lean Six Sigma manufacturing or manufacturing assistance projects that result in eliminating waste and increasing productivity on the shop floor or in the office environment.
- Eligible projects receive 40% reimbursement of your costs (up to \$15,000).



Growth

- Growth targeted activities that result in greater utilization of plant capacity including sales, marketing, and new product development projects.
- Eligible projects receive 50% reimbursement of your costs (up to \$15,000).



Productivity Improvements & Growth Combined

- If your company is planning to increase capacity through Lean or similar projects, coupled with top-line growth projects to fill that capacity.
- Eligible for 60% reimbursement of your project costs (up to \$40,000).



Eligible Companies

- NYSEG/RG&E or National Grid Electric Customer.
- Manufacturing NAICS codes 31, 32, or 33.
- Willing to commit adequate time and internal resources to ensure a successful project.



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Potential Project Categories

- Management
- Marketing
- Finance
- Information Technology
- Manufacturing / Engineering
- Quality Management Systems, UL/CE Marking
- Export/ITAR Compliance

Sample Project Types

MANAGEMENT

- Strategic planning
- Succession planning
- Organizational analysis & development
- Management review
- Recruitment
- Human resource evaluation

MARKETING

- Strategic marketing planning
- Marketing development
- New product development
- Market studies
- Advertising/merchandising strategies
- Brand identity development
- Packaging design & development
- Sales literature & website design
- Website development
- Export marketing/translation
- Sales organization development

FINANCE

- Budgeting & forecasting
- Cost accounting system consulting
- Financial planning & restructuring
- Product profitability plans

INFORMATION TECHNOLOGY

- Hardware/software evaluation
- System conversions & enhancements
- Custom programming
- Integrated manufacturing system consulting
- Electronic data interchange (EDI)
- E-Commerce

MANUFACTURING/ENGINEERING

- Lean manufacturing
- Plant layout & redesign
- Production planning & control
- Total quality management
- Statistical process control
- Product design & development
- Energy efficiency improvement
- Process engineering
- Re-engineering
- Machine prototype design & development

QUALITY MANAGEMENT SYSTEMS, UL/CE MARKING, EXPORT/ITAR COMPLIANCE

- Documentation development
- Complete registration assistance
- Technical files preparation
- Declaration of conformity

This is not meant to be an exhaustive list—give us a call if you have a project in mind and we can advise you. We can also help you find additional grant resources that may be able to increase the benefit to you.

Project Duration & Resources

- Project Duration
 - Can vary based on project type
- Contracting
 - MEP Resource
 - 3rd Party



Application Process – Step 1

- NextCorps/AM&T will complete drafts for:
 - Application (two-page Excel spreadsheet)
 - Basic Company and Contact Information
 - Project Information
 - Project Financial Information
 - Project Impact Measurable Results
 - Service Information
 - New Vendor Request form (one-page pdf)
 - Basic Company and Contact Information

Application Process – Step 2

- NextCorps/AM&T and Company will meet to:
 - Complete the Application and New Vendor Request form
 - Complete and sign-off on the standard commitment letter and proposal
 - Company will need to provide copies of :
 - NYSEG/RG&E or National Grid electric bill
 - Federal Tax ID Certificate (W9)
 - Company Logo in .jpg or .pdf

Application Process – Step 3

- NextCorps/AM&T will create a letter of recommendation and submit paperwork for approval
 - Estimated time for approval is 4-6 weeks, can expedite COVID-19 related project
 - Project cannot begin until approval received

Reimbursement Process – Step 1

- NextCorps/AM&T will create:
 - Close-out Report for each Project
 - Documentation Package, including
 - Close-out report
 - Copy of NYSEG/RG&E Approval letter
 - Summary of invoices
 - Copies of cancelled checks
 - Copy of W9
 - Copy of New Vendor Request Form
 - Draft Invoice to NYSEG/RG&E from Company

Reimbursement Process – Steps 2 & 3

- Company and NextCorps/AM&T will review and sign-off on Project Close Report(s) and Invoicing
- NextCorps/AM&T will submit for Reimbursement
 - Bad news – reimbursement takes approximately 5 months
 - Good news - company can submit an application for another project(s) after the reimbursement paperwork has been submitted.



Thank you for your interest!

For assistance or additional information, please contact:



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