South Dakota Manufacturing & Technology Solutions

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Client Development
State Wide

New Resource for SD Manufacturers

September of 2010 South Dakota formed a local organization to help manufacturers. Manufacturing & Technology Solutions (MTS) part of the South Dakota Small Business Development Center (SBDC) is a resource for manufacturers to address today's highly complex business challenges. MTS is in partnership with the Governor's Office of Economic Development (GOED). MTS focuses on collaborations with South Dakota universities and regional technical institutes expanding types of services available to South Dakota manufacturers.
Manufacturing & Technology Solutions (MTS) can help your company's productivity, growth, and competitiveness both locally and internationally by the services and assistance that the team of consultants can provide. Our team will work with your company in areas of strategic planning, lean enterprise, process improvement, plant layout, training, new product development, and more. Programs are available to help your company engage in short-term opportunities as well is long term strategic plans.

Helpful Initiatives

Looking for ways to reduce cost, improve productivity, and increase sales? Manufacturing & Technology Solutions is now offering programs to help manufactures grow their business; ISO certification, affordable marketing solutions, Social Media coaching,and also manufacturing assessment.

- ISO certification is designed to help companies develop the company-specific processes necessary to apply for ISO registration. During a 6 to 8 month process, you company will work through an intern and MTS ISO certified consultant.
- Affordable marketing solutions another low cost solution to help companies emphasize what they have to offer. This marketing document and webpage

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Calendar of Events:

July 22
Lean Series: Set Up Reduction and Total Productive Maintenance Class at Western Dakota Tech in Rapid City - 08:00-12:00 cost $59/student

August 2-
Lean 101 Workshop

August 26
Lean Series: Pull Kanban Class at Western Dakota Tech in Rapid City - 08:00-12:00 cost $59/student

September-
Marketing Seminars in Sioux Falls, Webster, and Rapid City

MTS and SDSU Joint Conference

September 6-
Lean Certification Course Starts

September 26
Lean Series: Cellular / Flow Manufacturing Class at Western Dakota Tech in Rapid City - 08:00-12:00 cost $59/student

October-
ISO Implementation Course

assessment can separate your company from competition, show your customers and/or prospects key benefits of your company, and promotes your specialties.

- Social Media coaching will assist your company in eight hours of technology training by either getting connected or updating your marketing efforts.
- Manufacturing Assessment evaluates a company's competitiveness, performance, and business system. This provides feedback as to how they're doing and gives them a roadmap to improve.

Also look for more information in our next newsletter on Lean Marketing Workshops.

Words From Wes

Welcome to the first edition of South Dakota Manufacturing Technology Solutions' newsletter. First let me introduce our team. Covering West River is the very energetic Chris Hamm with the Get-Er-Done attitude. Next up is Keith Deibert; Keith is assisting our manufactures in East River north of Interstate 90 with the just-do-it philosophy when it comes to making improvements. And last but not least is the enthusiastic and dynamic Terry Sampson. Terry is currently traveling the entire state or another way to put it is where ever he is needed. The great thing about each one of these gentleman is they not only have a passion for manufacturing but also accumulative of 110 years of experience with the knowledge to help manufactures prosper and grow in South Dakota.

The MTS newsletter provides you with valuable information and keeping you abreast of upcoming events and programs that may be of interest to you. Our focus is to continually provided and develop program that are beneficial to you, the manufacturer.
Each newsletter will contain a short survey encouraging your input in improving services or developing new programs. The purposes of these surveys are to gain an understanding of the needs of the manufactures in South Dakota no matter what the size. Our goal is to help all manufactures small and large.

Whatever your needs are, please let us know. If we do not have the expertise we will be able to find it. With an extensive local and vast national network of resources we are able to address any of your needs. Give us a call and let us know what's on your mind or even if you just want to talk. We are here to listen.

Full speed ahead,
Wes Kelly, Program Manager

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Manager Skill Development

Manufacturing & Technology Solutions (MTS) is working with area technical institutes in developing supervisory skills training workshops. If you are interested in supervisory skill training, please complete this quick survey about the workshops you would like to see developed and implemented into your company

http://www.surveymonkey.com/s/2WTHXDN

MTS Advisor Spotlight

Before joining Manufacturing & Technology Solution (MTS), Wes Kelly was the Senior Business Advisor III at Dakota Manufacturing Extension Partnership. Wes provided effective business assessments as well as designed, developed, and delivered services specific to customer needs. Since September of 2010 Wes has been part of the Manufacturing & Technology Solutions (MTS) team as a MTS Manager for the southeast region of South Dakota. Previously, Wes has also been project, operations, and production control managers bringing 33 years of manufacturing experience.

Dakota Fabrications, Inc. Case Study

Dakota Fabrication, Inc., located in Harrisburg, South Dakota, just outside of Sioux Falls, started in February of 2006. Tim and Rachel Walling own and manage the company. Dakota Fabrication Inc. offers pre-fabrication piping, mechanical skid fabrication, plant maintenance, mobile welding service, and miscellaneous and custom steel fabrications. Although Dakota Fabrication, Inc. is based out of South Dakota, they have the ability to ship all over the United States.
For small manufacturing companies it is hard to recognize how to increase sales. Competitors are continually improving their operations and increased competition is inevitable. Dakota Fabrication, Inc. felt they needed to have a plan in place to assist them in increasing their sales, ultimately improving profitability.

The Small Business Administration's (SBA) conference in November 2010, is where Dakota Fabrication, Inc. first learned of several programs that could assist their company in reaching their goals. These programs were being offered by the Manufacturing & Technology Solutions (MTS) statewide. In January of this year, Dakota Fabrication, Inc. began the six month process of ISO certification training. "It would be so overwhelming to take on and figure out the process and documents by ourselves. The Manufacturing & Technology Solutions (MTS) consultant was tremendous help to us."

Dakota Fabrication, Inc. also took advantage of the affordable marketing solution program. A MTS consultant assisted the company in putting together a marketing package for prospective customers to become educated on what they have to offer. "This is something we have never had, nor thought about."

The third program Dakota Fabrication, Inc. is in the process of implementing is the Social Media Marketing program. By utilizing this program, Dakota Fabrication, Inc. completely transformed their website and now is easily accessible to add, change or delete anything in just a few seconds. "Before technology and our website appeared to be a waste of time, now we are more comfortable with it, and it is a very handy marketing tool for us."

Through the process of growing their business, Dakota Fabrications, Inc. not only got help from a Manufacturing & Technology Solutions (MTS) consultant, but also help from their customers. They sent out a customer survey which was a way to visually see what other companies thought about their services, satisfaction, and ideas for Dakota Fabrications, Inc. This information may help the company in the future.

Many small companies do not have the opportunity to grow larger unless they are able to get assistance from a consultant or have a business plan in place. Dakota Fabrication, Inc. took advantage of assistance from the Manufacturing & Technology Solution (MTS) consultants, and although these programs have been recently put in place, results are starting to show. Utilizing Manufacturing & Technology Solutions (MTS) services is not only affordable but the assistance was invaluable. The Manufacturing & Technology Solutions (MTS) consultants assigned to the company were there to provide answers throughout the coaching as well as any time a company needs services in the future.

Sincerely,

Manufacturing & Technology Solutions Team