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**THE
MANUFACTURING
EXTENSION
PARTNERSHIP
IN WASHINGTON**

Manufacturing Extension Partnership (MEP) is a nationwide system of services and support for smaller manufacturers to become more globally competitive. At the heart of the system is a network of affiliated, locally-based manufacturing extension centers. Each center, like WMS, is a partnership, typically involving federal, state, and local governments; industry; educational institutions; and other sources of expertise, information and funding support.

COMPANY CLIPS

**Value Creation for Technology Companies Project
Helps Data I/O Improve Efficiencies**

Data I/O Corporation is the leading provider of programming and automated device handling, programming, and marking systems for programmable integrated circuits. Data I/O originally began implementing lean manufacturing techniques in the last quarter of 2000, which significantly reduced lead-times on the main product line. Based on the success of its initial forays into lean manufacturing, Data I/O decided to implement lean techniques throughout the company. Washington Manufacturing Services (WMS) and the Puget Sound Center (PSC) determined that by involving other companies, including members of Data I/O's supply chain, along with Data I/O in a broad lean initiative, training dollars from PSC could be accessed and the remaining cost could be shared among several companies. Beyond financial benefits, this strategy gave all participating companies in the "Value Creation for Technology Companies" project, as the initiative came to be known, the chance to share information and knowledge.

A delivery model developed by Michael Boyer of Vision to Reality (V2R) was selected and tailored to meet the needs of the individual participating companies and stakeholders. The model included nine days of classroom training combined with six days of on-site hands-on implementation at the participating companies. Three of the companies each hosted one of the three-day education sessions, which allowed participants to witness the processes at other companies. It also allowed students to apply their newfound knowledge of lean manufacturing principles to assess and critique processes at the hosting companies and even design and offer improvement plans. Each session built on the knowledge gained in the previous session. In addition to the education sessions, each company was tasked with improving a specific process at its respective facility.

For its project, Data I/O selected five areas spread throughout the company, from the manufacturing floor to order fulfillment to hardware engineering, on which to focus its lean efforts. Data I/O created a manufacturing cell to improve efficiency and instituted point-

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STATE STATS

DATA* COVERS JANUARY TO DECEMBER 2001

- Number of projects completed with firms
171
- Number of firms served
135
- Number of firms served for the first time
75
- Federal cost share for current operating year
\$1,235,000
- State/other cost share for current operating year
\$2,470,000

**Data as reported from center*

DATA** COVERS JANUARY TO DECEMBER 2001

- Increased sales & retained sales
\$5,950,000
- Client capital investment
\$1,992,000
- Total cost savings
\$7,037,200
- Jobs (created & retained)
121

***Source: Independent client impact survey*

**For additional information,
contact Dede McMahon 301-975-5020**



of-use storage of raw materials in the adapter build-to-order process. The company also streamlined the hardware engineering process for better on-time delivery.

Pro-Tech Services Participates in Value Creation for Technologies Program

Pro-Tech Services is a manufacturer of sleep diagnostic products. After attending a Lean 101 course held by the Washington Manufacturing Services (WMS) and the Puget Sound Center (PSC), the company agreed to participate in the “Value Creation for Technology Companies” program, in which several companies leveraged available funds and shared remaining costs to finance lean implementation programs at their respective facilities. This method gave all the companies participating in this joint project the chance to share information and knowledge. A delivery model developed by Michael Boyer of Vision to Reality (V2R) was selected and tailored to meet the needs of the individual participating companies and stakeholders. The model included nine days of classroom training combined with six days of onsite hands-on implementation at the participating companies.

Three of the companies each hosted one of the three-day education sessions, which allowed participants to witness the processes at other companies. In addition to the education sessions, each company was tasked with improving a specific process at its respective facility. Pro-Tech Services wanted to develop an effective new product development process. The company set a goal of transferring the new Snore Sensor to manufacturing within 30 days of introduction at the Associated Professional Sleep Societies (APSS) trade show.

In the past, the transfer of a new design took over a year, with no scheduled milestones, no accountability, and incomplete critical factors contributing to the delay. Pro-Tech Services used lean manufacturing tools and techniques to develop an effective product development process. The company created a reverse schedule of processes and tasks to be completed, installed measurements and process indicators to monitor progress, and eliminated waste in the process. The company also determined where barriers to change might occur and created countermeasures to deal with them. Using the new product development plan, Pro-Tech met its product-to-manufacturing goal of 30 days.