Strategic Alliance

Bringing Funding and Support to Alaskan Manufacturing
SWAMC is the Designee for Alaska’s MEP
What does Manufacturing look like in AK?

Number of Business Establishments in Alaska Manufacturing by the Number of Employees in the Year 2011

<table>
<thead>
<tr>
<th>Number of Employees</th>
<th>Number of Establishments</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 to 4</td>
<td>293</td>
</tr>
<tr>
<td>5 to 9</td>
<td>107</td>
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<tr>
<td>10 to 19</td>
<td>60</td>
</tr>
<tr>
<td>20 to 99</td>
<td>39</td>
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<tr>
<td>50 to 99</td>
<td>10</td>
</tr>
<tr>
<td>100 to 249</td>
<td>14</td>
</tr>
<tr>
<td>250 to 499</td>
<td>3</td>
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<tr>
<td>500 to 999</td>
<td>4</td>
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</table>

<table>
<thead>
<tr>
<th>NAICS Description</th>
<th>2016 Jobs</th>
<th>2019 Jobs</th>
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</thead>
<tbody>
<tr>
<td>311 Food Manufacturing</td>
<td>10,179</td>
<td>10,685</td>
</tr>
<tr>
<td>312 Beverage and Tobacco Product Manufacturing</td>
<td>437</td>
<td>498</td>
</tr>
<tr>
<td>332 R&amp;D</td>
<td>727</td>
<td>825</td>
</tr>
<tr>
<td>333 Fabricated Metal Product Manufacturing</td>
<td>444</td>
<td>464</td>
</tr>
<tr>
<td>334 Printing and Related Support Activities</td>
<td>299</td>
<td>278</td>
</tr>
<tr>
<td>335 Miscellaneous Manufacturing</td>
<td>169</td>
<td>171</td>
</tr>
<tr>
<td>336 Wood Product Manufacturing</td>
<td>450</td>
<td>533</td>
</tr>
<tr>
<td>337 Transportation Equipment Manufacturing</td>
<td>508</td>
<td>541</td>
</tr>
<tr>
<td>338 Nonmetallic Mineral Product Manufacturing</td>
<td>284</td>
<td>266</td>
</tr>
<tr>
<td>339 Furniture and Related Products Manufacturing</td>
<td>111</td>
<td>112</td>
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<tr>
<td>339 Textile Product Mills</td>
<td>78</td>
<td>82</td>
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<tr>
<td>339 Plastics and Rubber Products Manufacturing</td>
<td>90</td>
<td>92</td>
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<tr>
<td>344 Computer and Electronic Product Manufacturing</td>
<td>85</td>
<td>98</td>
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<tr>
<td>344 Machinery Manufacturing</td>
<td>98</td>
<td>119</td>
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<tr>
<td>344 Petroleum and Coal Products Manufacturing</td>
<td>375</td>
<td>366</td>
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<tr>
<td>345 Chemical Manufacturing</td>
<td>45</td>
<td>49</td>
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<tr>
<td>345 Primary Metal Manufacturing</td>
<td>15</td>
<td>20</td>
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<tr>
<td>345 Leather and Allied Product Manufacturing</td>
<td>14</td>
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<tr>
<td>345 Electrical Equipment, Appliance, and Component Manufacturing</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>
BIG - Business Improvement Group is the MAKE Service Provider FOR:

- TDMI - Technology Driven Market Intelligence
- Sustainable Product Development
- Lean Six Sigma
- Process Excellence and Improvement
What kinds of questions does TDMI answer?

What are the opportunities & threats?
- What are the potential applications for my product or product idea, or capability?
- Is my product or product idea viable for a given application, and if not, how might it become viable/competitive? What are the strengths and weaknesses compared to other offerings?

What are the opportunities & threats?
- How big is the potential market for a given application? What are the trends and drivers?
- What are the market entry opportunities (e.g., partners that can help me get there) and threats (e.g., competitors, regulations) for a given application?
By considering technical parameters, complexities, or issues

By assessing commercial opportunities and barriers

By gathering real-world insight from industry experts

By using a proven process and robust tool set
How is TDMI executed?

Qualify:
- Engage client
- Determine whether client is right and ready for TDMI
- Scope project and level of effort with client

Plan:
- Meet client
- Understand what the client asset is and what the client needs to know
- Develop search strategy

Research:
- Search secondary sources
- Interview primary sources
- Capture findings and check in with client

Analyze:
- Synthesize information
- Develop SWOT analysis
- Draw conclusions and prioritize opportunities

Report:
- Document findings
- Deliver findings to client
- Profile best opportunities and recommend actions
A service to search outside normal client channels to find solutions for a specific unmet technology-based need.

Technology Scouting incorporates both Landscaping (divergent) and Targeted Scouting (convergent) research activities.
By considering the unmet need and providing broad thinking about solving it based on fundamental solutions and real-world analogues

By landscaping and assessing solution providers using refined and prioritized criteria

By gathering real-world insight from industry experts to give the client confidence in the solutions

By using a proven process that incorporates a robust tool set
How is Tech Scouting executed?

1. Prequalify
2. Understand the Problem
3. Identify Solution Spaces
4. Select Target Spaces
5. Focus on Targets
6. Deliver Solutions

Share findings, iterate throughout with Client

Best Solutions, relevant to Client need
MAKE Partnership

MAKE Partnership is offering **40% off** consulting services and courses for all manufacturers!
Qualifying Organizations

Alaskan Manufacturer with a DUNS number that has a NAICS Manufacturing Code

- 31-33 General Manufacturing
- 541711 or 541712 Research & Dev.
- 423510 Metal Service Centers
- 488991 Packing and Crating
- 541330 Engineering Services
- 541380 Testing Laboratories
- 561910 Packaging and Labeling
- 811310 Machinery & Equipment
For More Information:

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Questions?