Expert Finder Systems Forum
Value Proposition & Sustainability
02/28/19

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NEW YORK MANUFACTURING EXTENSION PARTNERSHIP (NY MEP)

MAKING AN IMPACT ON NEW YORK STATE MANUFACTURING

$929 MILLION
IN COMPANY COST SAVINGS, NEW CLIENT INVESTMENTS, TOTAL INCREASED/RETAINED SALES

5,433 JOBS
NEW AND RETAINED

REFERENCE: NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY, MANUFACTURING EXTENSION PARTNERSHIP 2017
One-stop shop for NYS manufacturers

Streamlined platform and process to connect SMEs with all the New York State innovation assets.

- Custom built technology and centralized model for data capture, referral management and tracking throughout NYS.
- Team of manufacturing and technology experts to nurture requests from a question or a problem to a solution
- Enabling FuzeHub to leverage a critical mass of market, supply chain, and industry gap information, and to enable B2B connections.
Types of requests might include

- Product Development / Prototyping
- Process Automation
- Sourcing / Supply Chain
- Workforce Development / Training
- Sustainability / Waste Management
- Regulation / Compliance
- Technology Scouting
- Funding / Grant Identification
- Information Technology
- Marketing / Market Development
- Intellectual Property
How Our Expert Finder System Works

• Our Expert Finder System is a combination of our “Knowledgebase”, plus engagement, reporting and tracking tools.
• Supports our team of 1 full-time, and 4 part-time matching specialists.
• We can search for resources in our database by the keyword, region (10 regions), type of resource.
• Results in a list of potential resources, but the matching team is responsible for reviewing and vetting any recommended resources
• In addition to the EFS functionality, serves as a CRM, Match Progress Tracking, and Impact Reporting tool.
Value Proposition

• In our case, FuzeHub was started as an EFS project. An agency called NYSTAR recognized that there was lack of knowledge about all the great programs and resources available to small to mid-sized manufacturers within the state of New York.
• Gap between manufacturer growth and the amount of resource usage across the state to spur this growth.
• The success of FuzeHub is measured on the number of jobs that are created, bottom line growth, and top line growth for the small to mid-size manufacturers.
Sustainability

• We budget several thousand dollars a year to keep the codebase growing and enhancing the code.
• We have a data person part time responsible to cleansing and tracking the data.
• We are building a landscape document to ensure accurate knowledgebase coverage.
• Our next phase is to come up with tools of keeping the data clean, vetted, and updated.
• It’s a combination of automation, people, and process that will ultimately be used to keep data as clean as possible.
• Once funding is over, then what?
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Contact FuzeHub:
www.fuzehub.com

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www.fuzehub.com/fuzehub-email-notification-signup

Manufacturer Solutions Program:
www.fuzehub.com/manufacturer-solutions
Example of an abandoned EFS

• A regional economic development group was trying to attract Biotech and Nanotech companies into the Capital District area of NYS

• They built a self-serve EFS website called the “Technology Roadmap” that was supposed to be to help companies understand the tech available to support their businesses.
The Technology Roadmap is an online tool that catalogs the Region’s technology assets and boasts a suite of interactive features to promote collaboration.

Are you on the Map?
Five global industries are targeted for inclusion in the Roadmap: advanced materials, biotechnology, energy, information technology and nanotechnology. Companies and individuals can use the Roadmap to identify potential suppliers, customers, collaboration partners and commercialization opportunities.

Benefits to the Biotechnology Community
The Biotechnology community in this region can benefit from actively using the Technology Roadmap. You can browse and search our extensive catalog of profiles by using the Search Profile feature, track profiles in a Portfolio, post needs or offers in our classifieds board called the Tech Exchange, and “talk shop” in our newly launched and exciting Discussion Groups. Go to www.technologyroadmap.org to utilize the tool today!

Showcase to the World
On a larger scale, the Roadmap matches Tech Valley’s strengths with global trends that demand further research and development. Ultimately, the Roadmap will be the basis for an action plan capable of supporting regional business growth, retention and attraction efforts. Go to the Roadmap About page to learn more about the wider Technology Roadmap program.

contactus@technologyroadmap.org

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<th>Organization Type</th>
<th>Primary Technology</th>
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<th>County</th>
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<td>Advanced Materials</td>
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<td>21 to 50 employees</td>
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