

ARIZONA

MANUFACTURING
EXTENSION PARTNERSHIP

www.AZMEP.com

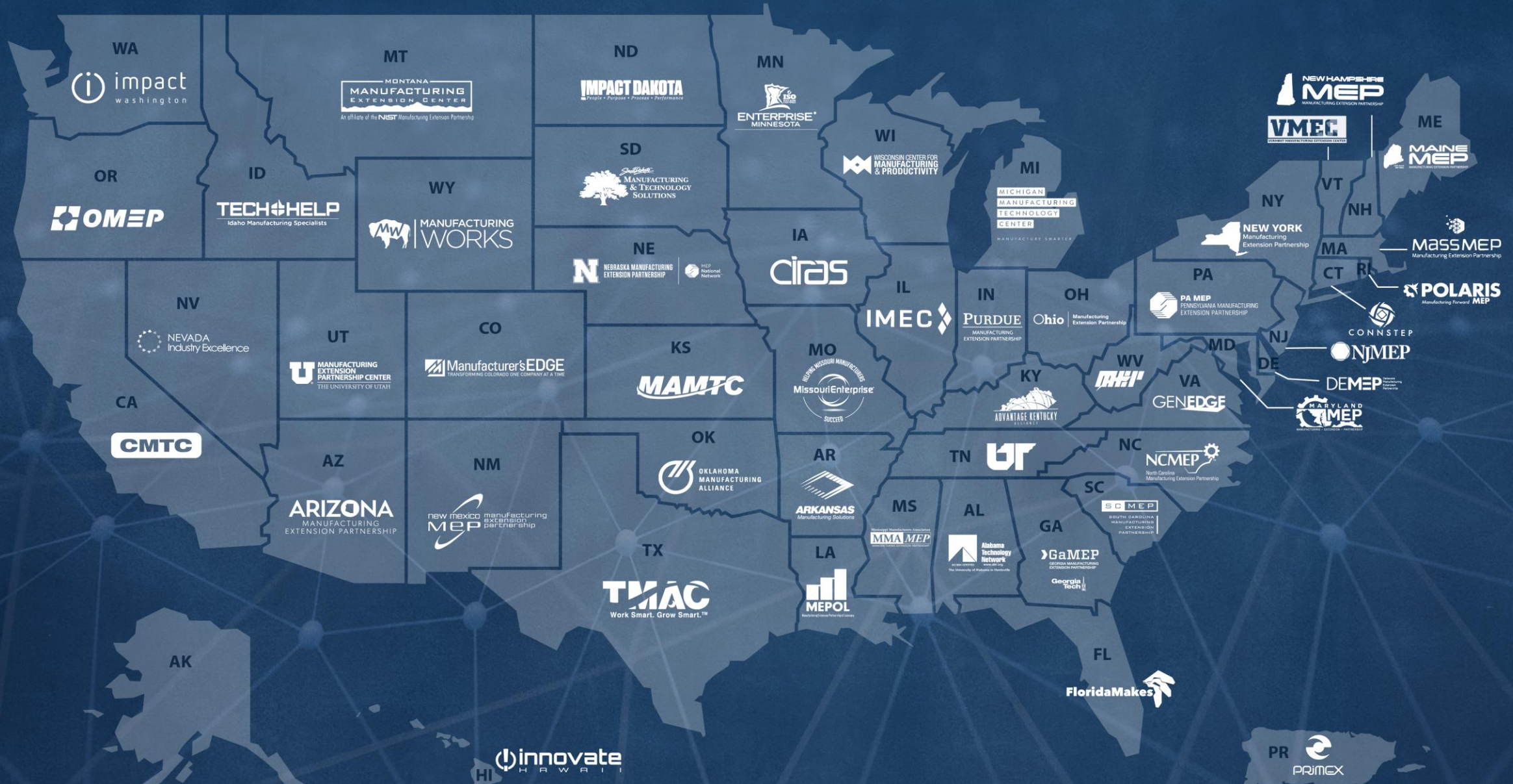
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ACA – SVP Manufacturing
AZ MEP - Executive Director

Steve Macias
President, Pivot Manufacturing
AZ MEP – Client and Board Member

AZ MEP Mission

To make every Arizona manufacturer the most successful business it can be.





Sample Offerings – Operational Excellence

- Continuous Improvement/Lean Manufacturing
- ISO Certification
- Supply Chain/Supplier Development
- Sourcing and Contract Manufacturing
- Inventory Optimization
- Staffing: Permanent/Temp/Temp-to-Perm
- Training
- Safety/OSHA
- Technology Planning & Roadmaps
- Automation/Robotics



Sample Offerings – Business Excellence

- Strategy Development
- Business Planning
- P&L/Cash Flow
- Financial Modeling
- ExporTech
- Organizational Excellence
- R&D Tax Credit
- Utility Sales Tax Exemption
- Sales Training
- CRM Processes & Tools
- Marketing
- Cybersecurity



Sample Offerings – Support for New Operations*

ARIZONA

MANUFACTURING
EXTENSION PARTNERSHIP

- Navigating Local Laws and Regulations
- Support for Building Permits and Inspections
- Architecture/Construction Assistance
- Environmental, Health, and Safety
- Labor Laws and HR Support
- Staffing: Permanent/Temp/Temp-to-Perm
- Training: Safety/OSHA, Manufacturing Skills
- Immigration Assistance
- CHIPS Act/Other Potential Funding Sources
- Insurance: Property, Workers Comp, etc.

* Goal = Launch New Operations Faster and at Lower Cost



Leadership Training

Training Topics

- First Time Supervisor Training
- Communication Skills
- Understanding Your People
- Goal Setting
- Leadership Roles
- Communication Skills / DISC
- Accountability
- Setting Performance Expectation
- Effective Training
- Conflict Resolution
- Maximizing Personal Performance
- Performance Reviews
- Employee Development

STAFFING SOLUTIONS



STAFFING SERVICES

- Temporary / Contract Workers
- Temporary to Hire
- Direct Hire - Contingent / Retained Searches
- Onsite Recruitment / Management
- Multiple Agency Management

ONBOARDING / HR SERVICES

- Onboarding Assistance
- Human Resource Services
- Recruitment Marketing
 - Job Boards
 - Social Media
- Job Descriptions
- Company Branding

TRAINING

- Training and Employee Development
- Leadership Training
- OSHA Compliance Safety Training
- Certification Training / ISO

TYPES OF ROLES WE RECRUIT FOR

- Operators
- Supervisors/Managers/Directors
- Process Technicians
- Assemblers
- Engineers
- CNC Machine Operators
- Process Engineers
- Safety & Risk Inspectors
- Maintenance Technicians
- Soldering Specialists
- Quality Assurance Inspectors
- Warehouse Workers

MEP Client Experience

Q&A

Steve Macias
President, Pivot Manufacturing
AZ MEP – Client and Board Member