

WestCAMP Inc. - Capabilities Fact Sheet

Legal Entity Status

WestCAMP Inc. is a Utah-based 501(c)(3) non-profit, established in 1993 to improve the performance, competitiveness, and profitability of products and processes for Utah businesses.

Organizational Structure

WestCAMP has 4 major divisions: the Utah Manufacturing Extension Partnership (MEP), the Rapid Product Realization (RPR) Center, the National Centers of Excellence (NCOE), and the Best Practices Institute (BPI). Each division has leadership and staff with extensive experience in facilitating complex product design, development, patenting, manufacturing, innovative marketing, and in organizing and sustaining globally competitive business activities. The Utah MEP division is a non-profit organization chartered with raising the level of competitiveness, performance, and profitability of Utah's manufacturers. The Utah MEP is part of the U.S. Department of Commerce's National Standards and Technology network of over 60 MEP centers operating throughout all 50 states. WestCAMP also has interest in several for-profit companies that have previously benefited from WestCAMP expertise and continue to seek management and technical assistance from the WestCAMP group.

Broad, Deep Professional and Technical Capabilities

WestCAMP's capabilities are broad in scope, covering all major manufacturing and industry sectors. WestCAMP's division directors alone have over 150 years of combined professional experience in both research and significant private business operational management. In addition, WestCAMP's professional engineering staff and associate consultants have extremely deep technical capabilities.

Approach to New Product Development

WestCAMP does not pursue delivery of a specific, pre-designed or pre-determined product or service for any of its prospective economic development or business improvement clients. Instead, WestCAMP has focused its expertise on being able to perform comprehensive assessments for each client's various business activities and then to identify specific, quantifiable opportunities for significant, rapid, permanent and sustainable improvement. WestCAMP's divisions work closely with each of their clients to identify the most proficient and cost effective resources to accomplish client needs, and that will appropriately balance the cost and return to the business enterprise from implementing such activity. Thus, for the past decade, WestCAMP has been involved in a broad spectrum of product, process, and service improvements in many different industries.

Economic Development Activity

Although much of WestCAMP's contract fulfillment effort is focused on product and process producers, these entities are themselves primary consumers of other various related services routinely provided to WestCAMP clients from third party resources. Accordingly, there is a significant and sustained multiplier effect from such economic development services. While that multiplier varies depending on the type of each client enterprise, even a conservative average of 2.3 in local additional jobs creation clearly produces significant regional economic stimulus, and generates increases in government revenues.

Professional Affiliations

WestCAMP's nationally affiliation with the MEP network provides access to some 440 offices throughout the United States and a staff of more than 2,500 professionals engaged in similar activities in other states. This unmatched resource of field engineers and seasoned economic development specialists has proven to be an extremely cost-effective way of resolving problems and assisting entities in product improvement by taking advantage of programs, procedures, and activities that have proven fruitful in other parts of the U.S. The MEP network, plus other databases and professional resources available through WestCAMP provide three important resources essentially impossible to duplicate through any other service provider:

- **Diversity of Skills.** Access to literally thousands of professional engineers and economic development specialists who were selected to provide the full range of enterprise services needed for all aspects of industrial, business and organizational development in all industry classifications.
- **Range of Experience.** Direct access to additional proprietary databases of over 1,200 other professionals that have successfully performed hundreds of millions in worldwide economic development consulting and business development in every industry and commercial segment.
- **Depth of Resources.** WestCAMP has proprietary access and control over one of the largest national databases developed under contract with the U.S. Dept. of Commerce of high tech business development resources. In addition, it has well-established relationships with several world-class consultants and their databases of best practices that can help facilitate completion of any contracted project.

Electronic Product Development Experience

Over the years, WestCAMP has had significant experience in the development of various types of complex electronic products, including the patenting of technology in both the U.S. and Europe. The Crosscheck™ device was developed through WestCAMP's Rapid Product Realization Center and involves the precise measuring and monitoring of dielectric resistance properties for the monitoring of shelf life and cure properties of resins, real-time differentiation of various petroleum distillates, and detection of minute contaminants in water and various solvents, etc. Most recently WestCAMP has been involved with DARPA's highly publicized robotic vehicle competition. Various defense agencies are working with WestCAMP associates on strategies for the integration of such technology into several different land vehicles. WestCAMP personnel have also been significantly involved with some of Utah's high-tech electronics manufacturing firms that do significant amounts of federal contract manufacturing, including work with classified technology in defense agencies.

University Affiliations

WestCAMP maintains strong affiliations with each of Utah's institutions of higher education. The MEP Executive Director is an Associate Dean of engineering technology at Utah Valley State College. The MEP Director of Engineering Operations holds a joint appointment with MEP Utah and Utah State University's extension and continuing education programs. The RPR Center is directed by a professor at BYU who has received international recognition for his expertise in plastics, composites, and the development of new products. Many of the MEP field engineers collaborate with and have offices on the campuses of Utah's colleges and universities. These relationships enable WestCAMP to leverage the resources of these schools to help clients accomplish their goals in the most effective way possible, particularly when faculty and student assistance can play a significant role in the success of such endeavors. By involving students in client projects, WestCAMP has been able to successfully establish long-standing internship programs and place students with local companies following completion of their formal technical training. The Manufacturing Leadership Forum (MLF) at BYU has been so successful in facilitating internship development for industrial technology students that most campus engineering programs are now utilizing the MLF's internship program.

Rocky Mountain Testing Solutions Center

The Rocky Mountain Testing Solutions (RMTS) Center started operations November 17, 2005 and is a joint venture between Setpoint, a manufacturer of award-winning automated equipment solutions for the last 13 years, and the Utah MEP. Setpoint, in concert with The Governor's Office of Economic Development (GOED) conducted a gap analysis in the Utah manufacturing sector and found that major manufacturers were required to send their products out of state to get "Mil. Spec." testing. This level of testing is a widely accepted method for independent product and packaging certification for high technology products. As a result of this GOED research, Setpoint and MEP-Utah have stepped up to the challenge and formed Rocky Mountain Testing Solutions to save time and money for Utah manufacturers.

Commitment to Best Practices

WestCAMP is committed to implementing "best practices" in all of its work, including the design of the products with which it is affiliated. Such world-class techniques as design for manufacturability, lean manufacturing, Six Sigma, Theory of Constraints, ISO 9000 certification and the like are not only taught by WestCAMP through its divisions, but are also practiced in its contract engagements to help its clients learn by experience. WestCAMP brings to each client project the very best capability that it has access to in an effort to fulfill client requirements, and produce a sustainable improvement in resulting business activity.

Locally Headquartered, Nationally Recognized

WestCAMP is proud to be headquartered in Utah, as it has been since its inception. It has a proven track record of success, is part of a national organization already serving the developmental needs of business clients statewide, and is the recipient of both state and national recognitions for the excellence of its work, performance and quantifiable outcomes that make a real difference.

Websites for More Information

For more information about WestCAMP, visit www.westcampinc.org. MEP Utah's website is www.mep.org. And the National Centers of Excellence website is found at: www.nationalcoe.org.

Revision date: 7 March 2006