OMEP Helps Oregon Manufacturers...

INCREASE PROFITS

COMMON CLIENT CHALLENGES:
- Uneven product costing
- Thin gross margins
- Non-standard purchasing practices
- High overtime
- Large amount of re-work
- Manufacturing costs are too high
- Poor supplier performance

DELIVER PRODUCT ON TIME

COMMON CLIENT CHALLENGES:
- Excessive equipment downtime
- High changeover / set-up times
- Scheduling problems
- High scrap / rework rate
- Lack of capacity
- Equipment maintenance issues

RECRUIT & RETAIN SKILLED WORKERS

COMMON CLIENT CHALLENGES:
- High turnover rate
- Lack of internal training program
- Unengaged or unproductive employees
- Can't find skilled workers
- No standardized hiring process
- Lack of onboarding process

GROW SALES

COMMON CLIENT CHALLENGES:
- No defined sales process
- Can't describe target customer
- No clear value proposition
- Products are outdated
- Quote rate is low
- Lead time is too long
- Lack of new products

TAKE OPERATIONS TO THE NEXT LEVEL

COMMON CLIENT REQUESTS:
- Train creative problem-solvers
- Build a transition plan
- Expand market
- Export products
- Improve security cybersecurity
- Develop new products

Since 2002, our clients have seen...

17,299
Jobs Created or Maintained (total direct and indirect)

$135 MM
Extra Cost Savings

$1 B
Increased or Retained Sales

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