

BUFFALO



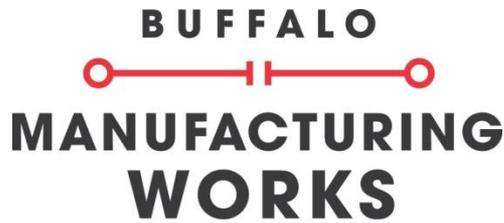
MANUFACTURING WORKS

SPARKING INNOVATION. EVOLVING MANUFACTURING.



OPERATED BY *EWI*[®]

Buffalo Manufacturing Works



OPERATED BY **EWI**

Buffalo Manufacturing Works helps innovation-driven organizations across North America excel by partnering with their internal manufacturing, engineering and R&D teams to deliver better products, grow and compete.



FUNDAMENTAL RESEARCH FOR INNOVATION

Discover leading-edge research from the University at Buffalo and others; we are the bridge between fundamental research and your production floor needs.



PROCESS EXCELLENCE FOR IMPROVED PRODUCTIVITY

Improve operations and boost revenue through lean manufacturing and other process improvement methods, with help from expert advisors including Insyte Consulting.



APPLIED RESEARCH AND DEVELOPMENT SERVICES

EWI is the operating partner, applied R&D lead and your connector to everything that Buffalo Manufacturing Works has to offer.



EXPORT ASSISTANCE FOR EXPANDING YOUR MARKET

Learn how to grow your business through international trade with assistance from World Trade Center Buffalo Niagara.



WORKFORCE DEVELOPMENT FOR A SKILLED WORKFORCE

Gain access to skilled workers and resources needed to upskill your existing workforce, including training and certification programs.



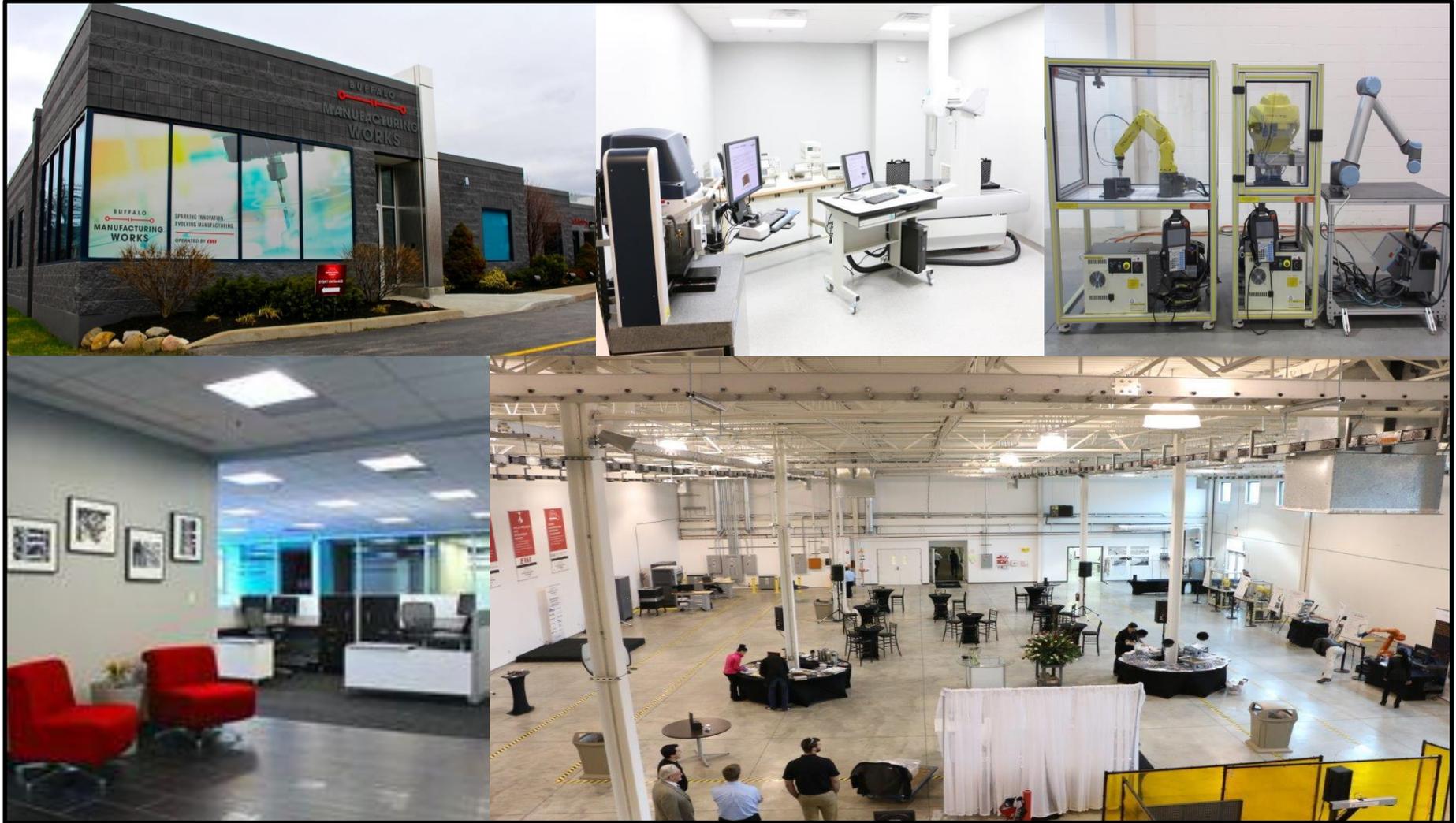
History

- ◆ **WNY REDC addressing a core regional asset to answer an industry need in a sustainable fashion**
- ◆ **Industry pull: Manufacturing in WNY**
 - 3rd largest employer (50,000 employees, \$6.3 billion economy)
 - Biggest challenge = Innovation: only 25% of manufacturers think they are improving faster than their industry
- ◆ **EWI identified to plan, stand up, and operate an “advanced manufacturing institute”**
 - Alignment of area needs and EWI strategic plan
- ◆ **Opened as Buffalo Manufacturing Works on April 22**

Model

- ◆ **Leverage existing model → quick start, operational efficiencies, “playbook” already in place**
- ◆ **Buffalo Manufacturing Works is an extension of EWI**
 - EWI: non-profit engineering and applied R&D company
 - 30 year track-record of self-sustainability
- ◆ **Collaboration with partners for local implementation**
- ◆ **Entrepreneurial culture, business model and strategy**
- ◆ **Laser focus on financial sustainability while delivering industry and stakeholder impact**

Facility



Service Offerings

◆ Applied R&D

- Technology projects, design reviews, technical resources
- Access to academic partnerships

◆ Process excellence services

- Operational productivity (e.g., lean manufacturing)
- Revenue growth (e.g., sales, marketing and pricing)

◆ Export assistance

- International trade consulting
- Export strategy, finance, and regulation

◆ Workforce development

- Collaborate with partners for:
 - Access to skilled workers
 - Up-skilling
 - Training programs
- STEM events and education

Technology Focus Areas

FLEXIBLE MANUFACTURING	MATERIALS & TESTING	ADDITIVE MANUFACTURING	MACHINING & FINISHING
Automation & Controls	Materials Synthesis	3-D Printing	Assisted Machining (Ultrasonic, Electrical, Chemical & Cryogenic)
Robotics	Surface Engineering	Functional Printing	
Design & Simulation	Modeling and Simulation	Hybrid Processes	Laser & Waterjet Processing
Process Monitoring	Characterization	Digital Manufacturing	Hybrid Processes
Nondestructive Evaluation	Testing	Design Flexibility	Surface Finishing
			

Progress Update and Strategy

◆ **Completing Year 1 ahead of plans**

- 40 projects at various stages (12 completed or under way)
- \$5.3 million in equipment installed or ordered
- 12 employees, ahead of plan on sales, under budget on costs

◆ **Year 2 strategy**

- Capitalize on strong pipeline of project work and members
- Continue to build: employees, equipment, capabilities, collaboration
- Explore and develop dedicated offerings and potential funding channels for small/medium companies
- Aggressive growth strategy (100% YoY growth target)

Impact

- ◆ **Impact = financial sustainability + industry value**
 - Economic impact (jobs, technology commercialization)
 - Ecosystem development (increased investment)
- ◆ **Locally impactful, nationally relevant**
- ◆ **How we define success: nationally-recognized and sustainable hub of advanced manufacturing innovation**
- ◆ **Founders Council**





THANK YOU



***PROUD TO BE PART
OF THE BUFFALO BILLION***