

Helping South Carolina Companies Grow



SCMEP Business Improvement Services

EXECUTIVE COACHING

- Executive Coaching
- Strategic Planning
- Turnaround Strategy
- Policy Deployment
- Mergers & Acquisitions
- Business Valuations
- Succession Planning & Exit Strategies
- Sales Tax Analysis
- Cost Segregation Studies

ORGANIZATIONAL DEVELOPMENT

- Creating Shared Vision
- Culture Change
- Leadership Development
- Organizational System Alignment
 - Structure
 - Staffing
 - Communications
 - Measurement/Performance Management
 - Rewards/Benefits/Compensation
 - Training/Career Development
 - HR/Management Practices
- Human Resources Management
- Healthcare
- Workers Compensation Insurance

TOP-LINE GROWTH

Marketing & Sales

- Strategic Marketing Research & Planning
 - Market Research
 - Strategic Marketing Plan Development
 - Segmentation and Targeting
 - Value Proposition Development
 - Positioning
- Market Development Programs
 - Market Penetration & Customer Diversification
 - Government/Military Contracting
 - Export Assistance
- Marketing Communications
 - Branding Identity Development/Re-design
 - Advertising
 - Direct Marketing
 - Customer Relationship Management
 - Public Relations
 - Sales Promotion
- Sales & Sales Management Training
 - Professional Selling Strategies
 - Major Account Selling
 - Selling Techniques for New Salespeople
 - Effective Sales Management

- Online Marketing
 - Website Assessment & Development/Re-design
 - Search Engine Optimization
 - Paid Advertising
 - Visibility
 - Permission Based E-Mail Marketing
 - Social Media Marketing
 - Web Analytics

New Product Innovation

- Eureka! Winning Ways
- Lean Product Development
- Lean Project Management
- New Product Development Services
 - 3D Modeling & Model Analysis
 - Rapid Prototyping
 - Sourcing & Procurement
 - Testing & Validation
 - Packaging & Labeling
 - Test Marketing



SCMEP

SOUTH CAROLINA
MANUFACTURING
EXTENSION
PARTNERSHIP

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INCREASED PRODUCTIVITY

Continuous Improvement

- Lean
 - Lean 101 – Introduction to the Principles of Lean Manufacturing
 - Value Stream Mapping
 - 5S
 - Cellular/Flow Manufacturing
 - Kanban
 - Total Productive Maintenance
 - Kaizen
 - SMED
 - Visual Management
 - Plant Layout & Design
 - Lean Office
 - Engineering & Design
 - Supply Chain Development & Logistics Management
 - Inventory Control
 - Planning & Scheduling
 - Standardized Work
 - Root Cause Analysis – 8D Problem Solving
 - Quick Hit (GE Workout Method)
 - Business Process Re-engineering
 - Training Within Industry
 - ◆ Job Relations
 - ◆ Job Instruction
 - ◆ Job Methods
 - Combining the Best of Lean & Constraint Management

- Lean Healthcare South Carolina
- Constraint Management
- Six Sigma

Quality

- ISO 9000 Quality Management
- ISO 14001 Environmental Management
- QS 9000 / TS 16949 Automotive Industry Supply Standard
- AS 9100 Aerospace Industry Supply Standard
- Energy Assessment & Optimization