



ARIZONA MANUFACTURING EXTENSION PARTNERSHIP (ARIZONA MEP)

Arizona Manufacturing Extension Partnership (Arizona's MEP) was created through a partnership between the Arizona Commerce Authority (ACA) and the National Institute of Standards and Technology (NIST) whose goal is to become the central resource for technical assistance and all things manufacturing for Arizona's existing community of small and medium-sized manufacturers.

Arizona MEP offers products and services that match the needs of manufacturing companies in Arizona and provides focused, concrete advice, training and hands-on assistance in growing businesses and improving profitability.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



\$101.9 Million

Total Increased/Retained Sales



910

Total Increased/Retained Jobs



\$41.5 Million

New Client Investments



\$11.7 Million

Cost Savings

CONTACT US



100 N. 7th Avenue
Suite 400
Phoenix, AZ 85007-2770



(602) 845-1200



www.azcommerce.com/programs/arizona-mep



davidg@azcommerce.com

ARIZONA
MANUFACTURING
EXTENSION PARTNERSHIP

OSHA CONSULTING PROJECT RESULTS IN SUBSTANTIAL COST SAVINGS

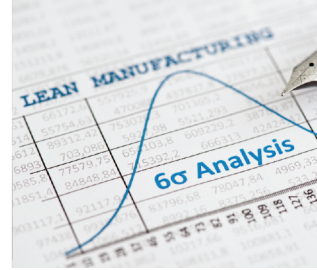
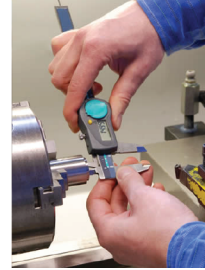
ABOUT AVADENT DIGITAL SERVICES (FKA GLOBAL DENTAL SCIENCE). Scottsdale, Arizona-based AvaDent is an industry leader in the field of digitally designed and manufactured dental prosthetics, including monolithic digital dentures, overdentures and hybrid dentures, thanks to its innovative designs and processes. Established by Tim and Barbara Thompson, AvaDent delivers on Tim's groundbreaking vision to automate denture design and manufacturing to achieve better-fitting dentures in less time. Thirteen years after its inception, AvaDent now holds over 80 patents.

THE CHALLENGE. Devon Howe, AvaDent's general manager, previously worked a New York member of the MEP National Network™, contacted Arizona MEP, part of the MEP National Network™, to help the company tackle key initiatives and goals: scale manufacturing, ensure a safe work environment, strengthen IT protocols and provide leadership development opportunities to the next generation of leaders.

MEP CENTER'S ROLE. AvaDent prioritized safety compliance and engaged Arizona MEP's safety expert to conduct a safety audit and help fix critical safety gaps. Together, they developed and implemented a structured safety program and manual and initiated regular safety meetings. The safety expert continues to conduct random OSHA mock inspections, ensuring continuous compliance with safety regulations and fostering a safety culture. As an innovative start-up, AvaDent held a research and development mindset critical to innovation but not production. Arizona MEP was pivotal in transforming AvaDent's mindset and manufacturing efficiency through lean training and a new floor layout. The factory's new manufacturing configuration and adoption of Lean has increased gross margins from 40% to 50%. Wanting to foster growth and professional advancement, AvaDent enrolled mid-level employees in a comprehensive six-month leadership training program facilitated by Arizona MEP. The training focused on developing the skills new leads or supervisors need to be effective in their new roles. Building upon the positive feedback of the first group, AvaDent offered leadership training to the next tier of emerging leaders, ensuring a continuous pipeline of talent development within the company. While the company excels at software development, AvaDent recognizes the need to become more proficient at managing software revisions and accessing the data faster. Arizona MEP provided the company recommendations to trusted industry experts that can bolster software efficiency in AvaDent's computer-aided design processes and improve network security protocols.

"Arizona MEP has provided the expertise and support we need to scale our operations, and I know that I can go to them to receive advice that puts AvaDent's interests first."

-Devon Howe, General Manager



RESULTS



Over **\$305,000** in cost savings



\$200,000 saved by rearranging the factory to increase productivity, efficiency and capacity

ARIZONA
MANUFACTURING
EXTENSION PARTNERSHIP