



## DELAWARE MANUFACTURING EXTENSION PARTNERSHIP (DEMEP)

Delaware Manufacturing Extension Partnership (DEMEP) is a federally and state funded non-profit organization committed to helping Delaware's manufacturers improve their global competitiveness. DEMEP is a National Institute of Standards and Technology (NIST) accredited Center that uses a comprehensive holistic approach to business improvement. The Delaware MEP operates as a recipient through Delaware Technical Community College in partnership with the U.S Department of Commerce, NIST, the Delaware Office of Economic Development, and the Delaware State and local Chambers of Commerce.

Through these partnerships DEMEP draws its resources from local and national universities, community colleges, research institutions, private consultants and a network of over 60 MEP centers nationwide. With these unique relationships, the Delaware MEP can provide its clients confidential access to their industries best practices, processes and business improvement methodologies. DEMEP and the nationwide NIST MEP network have developed a collection of tools, products and services customized to meet the unique needs of Delaware's Manufacturers.

## ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2024



**\$34.3 Million**

Total Increased/Retained Sales



**423**

Total Increased/Retained Jobs



**\$42.5 Million**

New Client Investments



**\$6.4 Million**

Cost Savings

## CONTACT US



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**DEMEP** Delaware  
Manufacturing  
Extension  
Partnership

## DEMEP ASSISTS COMPANY THAT HELPS PROTECT CHILDREN

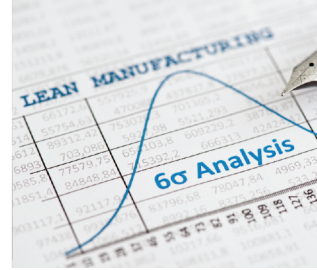
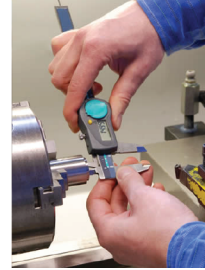
**ABOUT SUMURI, LLC.** SUMURI LLC was founded in the home of Ailyn and Steve Whalen in 2010. This nearly 15-year-old company provides software, hardware, and training to organizations involved in computer forensic investigations. SUMURI LLC's mission is to empower law enforcement and military agencies in their efforts to combat child exploitation, human trafficking, and terrorism, while also providing its expertise to corporate clients such as NASA, the United Nations, IBM, Apple, and Walmart. SUMURI LLC has grown from two people to 40 employees at its Magnolia, Delaware, location.

**THE CHALLENGE.** The production floor was disorganized and inefficient, occupying excessive floor space. SUMURI LLC needed its operations to flow more smoothly to meet customer deadlines effectively. Additionally, improvements were needed in information systems, inventory management, manufacturing processes, customer relations management, and technical support.

**MEP CENTER'S ROLE.** The DEMEP team collaborated with SUMURI LLC's owners on value stream mapping to improve workflow and eliminate unnecessary steps in production. Using simple graph paper and cut-outs to represent equipment and workstations, they designed a more efficient layout within three days. DEMEP also helped create a facility where visual management turned the space into a "status-at-a-glance" operation. Workplace organization, standardization, and 5S tools contributed to a more streamlined environment, improving information flow and other processes.

**"We were not optimized; we were not organized. Without DEMEP's help, we would have imploded."**

-Steve Whalen, Co-founder of SUMURI LLC



## RESULTS



Reclaimed **40%** of production floor space



Top line revenue growth **50%** increase

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