

FLORIDAMAKES

FloridaMakes is a statewide, industry-led, public-private partnership operated by an alliance of Florida's regional manufacturers associations with the sole mission of strengthening and advancing Florida's economy by improving the competitiveness, productivity and technological performance of its manufacturing sector, with an emphasis on small- and medium-sized firms. It accomplishes this by providing services focused on three principle value streams: technology adoption, talent development, and business growth.

FloridaMakes is the official representative of the Manufacturing Extension Partnership (MEP) National Network in the state of Florida, a program of the National Institute of Standards and Technology, an agency of the U.S. Department of Commerce. For more information about FloridaMakes, please visit FloridaMakes.com and follow @FloridaMakes.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



\$295.2 Million

Total Increased/Retained Sales



2,367

Total Increased/Retained Jobs



\$96.4 Million

New Client Investments



\$38.3 Million

Cost Savings

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CAE HEALTHCARE TRANSFORMS INTO A FACTORY-OF-THE-FUTURE EMBRACING INDUSTRY 4.0

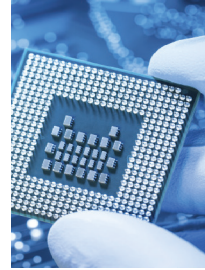
ABOUT CAE HEALTHCARE. CAE Healthcare, a leader in the human simulator market, is renowned for its innovative approach to medical training solutions. With its strategic vision focused on maintaining a competitive edge and expanding market share, the company recognized the imperative need to transition towards an Industry 4.0 manufacturing model. This shift aimed to modernize CAE Healthcare's Sarasota, Florida, operations by embracing automation and transforming their facilities into a state-of-the-art factory-of-the-future.

THE CHALLENGE. CAE Healthcare faced the challenge of evolving its manufacturing operations to stay at the forefront of the human simulator industry. With the ambition to not only retain but also increase market share, the leadership team understood that a significant transformation was necessary. The company aimed to integrate advanced automation technologies and modern practices to optimize their manufacturing processes, improve efficiency, and reduce waste, thereby ensuring increased profitability and a stronger market position.

MEP CENTER'S ROLE. To realize this ambitious goal, CAE Healthcare reached out to the Sarasota-Manatee Manufacturers Association, part of the FloridaMakes Network and the MEP National Network™, for project management assistance. The FloridaMakes team conducted a thorough assessment of CAE Healthcare's needs, emphasizing employee involvement, customer feedback, and supplier expectations. The team utilized a proven method for analyzing automation as a solution and orchestrated the project through meticulous planning, including integration, resource allocation, training, and change management. This holistic approach ensured that the transition to automated manufacturing was strategically aligned with the company's goals and the expectations of all stakeholders.

"CAE Healthcare's journey to becoming a factory-of-the-future, supported by FloridaMakes, has been nothing short of revolutionary. The transition to an Industry 4.0 manufacturing model has significantly improved our processes, efficiency, and market position. We've not only retained \$10 million in sales but also realized substantial savings in inventory, labor, and materials. The strategic investments in equipment and workforce practices, managed by the FloridaMakes Team, have been pivotal to our success. This transformation has also allowed us to create new jobs and retain key staff members, underscoring our commitment to our employees and the future of healthcare simulation."

-Matt Testa, Plant Manager



RESULTS



5 jobs created, 7 jobs retained



\$10,000,000 in retained sales



\$2,550,000 in cost savings



\$500,000 invested in equipment and \$250,000 in workforce practices

