

VALUTEK BUILDS ON SUCCESS WITH ARIZONA MEP

ABOUT VALUTEK. Valutek manufactures gloves, wipers, disposable apparel, adhesive mats and more used in controlled environments in life sciences, advanced material and academia. Founded in 1988 by Greg and Mary Heiland, Valutek has built a reputation on quality, performance, dedication, and knowledge. Top priorities for Valutek's customers are high quality of products and hassle-free online ordering. Valutek delivers on both.

THE CHALLENGE. In 2020, global supply chain disruptions impacted Valutek's lead times, order size and inventory levels leading to increased investment in raw materials and finished goods inventory to insulate their customers from uncertainty about product availability. Company leadership used KPIs to understand company performance and historical sales data to plan inventory levels, but this new normal required more rigorous processes to manage costs and materials. During this time, Arizona MEP (AZ MEP), part of the MEP National Network™, was at Valutek conducting electronic forklift training and discussed areas where it could help support Valutek.

MEP CENTER'S ROLE. AZ MEP financial management experts worked with Valutek to develop processes and generate reporting Valutek needed to understand how the business was performing. During the 90-day training and development plan to upskill current bookkeeping personnel to the financial reporting process, there was a turnover in staff, so the search began immediately for a new senior-level controller using the recruiting services offered by AZ MEP. Since AZ MEP helped develop the processes and understood Valutek's situation and goals, the candidates it presented closely fit Valutek's needs. The company hired a senior controller that fit the culture and had the financial management and reporting skills needed. AZ MEP also assisted in the hiring of an e-commerce manager. AZ MEP helped Valutek develop a job description, recruit and evaluate candidates. AZ MEP's HR expert helped interview candidates and administered a DISC assessment to assess fit with the team.

Valutek implemented an enterprise resource planning (ERP) system a few years ago, investing in the technology it needed to compete against publicly traded multinationals including several Fortune 500 companies. The ERP system helped the company create a hassle-free online ordering experience. With the changes to global supply chains, the company needed the same efficiencies to manage suppliers and inventories and decided to implement a materials resource planning (MRP) module within the ERP. Since these systems are complex to implement, AZ MEP helped Valutek secure a City of Phoenix training grant to pay for an MRP expert to help set up the process and train staff. As a result, Valutek created a new supply chain specialist position and was able to recruit a recent graduate of Arizona State University's W.P. Carey School of Business Supply Chain Management program.

"When we learned about programs and services through the AZ MEP and City of Phoenix training grant, we knew that MRP training would help us be successful. AZ MEP advisors have a higher purpose to support manufacturers and are accountable to project goals."

-Greg Heiland, Founder and CEO

RESULTS



Arizona MEP helps Valutek secure a **\$50,000** training grant



Assisted with hiring for **2** new high-level positions



Utility Tax Credit offset energy costs by about **\$5000.00** annually

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