

What is CAMPS?

CAMPS is a non-profit membership organization serving Puget Sound Manufacturers.

Supply Chain Positioning:

Supply Chain Positioning — Manufacturers who operate with a specific industry track realize that when they diversify their markets into new tracks or sectors, the supply chain requirements may be different. CAMPS offers assistance to research and understand the necessary requirements to position manufacturers to enter and operate within other supply chains. CAMPS will find the professional resources to develop supply chain strategies, secure proper certifications, and connect with industry partners and customers.

Business Development:

- Improved best practices.
- CAMPS promises to bring cutting-edge business practices—and road-tested ideas—to our region. And we'll be keeping it real. Everything CAMPS offers is based on a business plan that delivers results—not abstract theoreticals.
- Regional workforce development issues are significant. Employers surveyed in the feasibility study listed the availability of qualified workers as a key concern. CAMPS will serve as a conduit for information and funds and support workforce development efforts in partnership with other agencies and service organizations in the area. Public and private sector partnerships will be further explored to determine the best options to support CAMPS' direction and the needs identified by its member firms.

Who governs CAMPS?

CAMPS is governed by a Board of Directors, comprised of manufacturers, supply chain partners, and funding partners committed to the prosperity of the Puget Sound manufacturing sector.

2010 CAMPS Board of Directors

Jim Hebert Board President	President Hebert Research www.hebertresearch.com
Randy Gardiner Board Vice President	President Red Dot Corporation www.rdac.com
Andrea Keikkala Board Secretary	Executive Director Kent Chamber of Commerce www.kentchamber.com
Mark Haller Board Treasurer	President Tri-Tec Manufacturing www.tritecmfg.com
Jon McQuiston Board Past President	COO OmniFAB LLC www.omnifabllc.com
Tom Brosius Board Member	General Manager Orion Industries www.orionquality.com
Ben Wolters Board Member	Economic Development Director City of Kent www.ci.kent.wa.us

How to become a member of CAMPS?

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www.camps-us.com

CAMPS™

Center for Advanced Manufacturing Puget Sound



Why was CAMPS formed?

CAMPS is based on manufacturers' feedback during an extensive Feasibility Study completed in 2006, with nearly 700 manufacturers participating. The manufacturers stated for them to be successful in the long term they needed to:

- Find innovative products and processes
- Better position their company in the supply chain process
- Have access to pre-qualified business development specialists
- Find solutions to workforce issues
- Find solutions to overcome capital formation issues

Our Mission:

"Helping Puget Sound manufacturers succeed through innovation, supply chain positioning and business development"

CAMPS is a resource center bringing together manufacturers, supply chain partners, pre-qualified business development specialists, and strategic partners.

CAMPS is a not-for-profit membership organization representing small and mid-sized manufacturing businesses working through strategic partnerships in the region.

Value Proposition:

The value of a CAMPS membership lies in the power associated with being part of a network of manufacturers, supply chain partners, business advisors, and strategic partners, all working together.

CAMPS provides the connections to establish business relationships among members, share in a culture of innovation, and create supply chain development opportunities in emerging industries, technologies, and processes.



CAMPS Manufacturing Sector Focus

When CAMPS was launched in January 2008, the original Feasibility Study and Business Plan identified four sectors (Aerospace, Defense, IT Products, and Life Sciences & Health Products) to focus on during early stages. During this past year, we have learned from member companies and are in the process to refine and expand the support to companies in the following sectors:

- Aerospace
- Defense
- Marine
- Energy
- Transportation
- Life Sciences & Medical
- Food Processing
- General (Building materials, Electronics, etc.)

The focus will be on **Innovation** and **Supply Chain Development** requirements. The focus will assist companies to continue to grow their dominant sector, while developing capabilities to enter or expand into other sectors.

CAMPS has continued to develop partnerships with other professional member organizations to combine efforts and develop synergies. Cross memberships are in place with the Washington Biotechnology & Biomedical Association (WBBA), TechAmerica, and Pacific Northwest Defense Coalition. Several other cross memberships are in process to increase the collaborative efforts of organizations and companies. Strategic partnerships have also been developed with the government, education, and other resource partners.

As part of the expanded sector focus, CAMPS will continue to assist companies in:

- Identification of innovation – emerging industries, processes, technologies, and products
- Development of supply chain capabilities and strategies
- Identify qualified resources and funds to pursue necessary certifications and industry standards
- Assist in the identification of workforce development programs and resources

CAMPS Members participate in:

Round Table Forums (Peer to Peer Interaction) – Monthly round table breakfasts for business owners and strategic level executives to meet, receive updates on requested subjects, network, and collaborate on common points of interest. *

Supply Chain Development – Supply chain strategy and development training to assist companies in positioning themselves in the supply chains of OEM and large non-manufacturing customers, or to develop their own supply chain capabilities. *

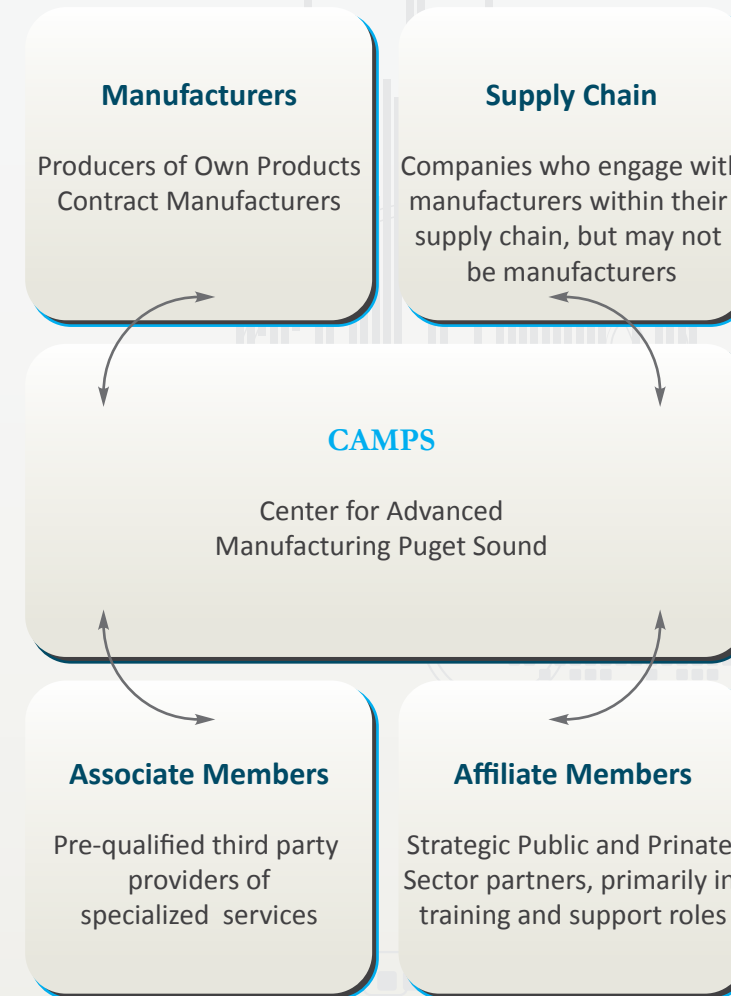
Innovation Data Base – Data base development in two initial areas. Alternative Energy industries, with a special focus on solar power, wind power, and power infrastructure sectors. A second initiative includes current, credible, and concise data base of business improvement and certification topics.

E-Commerce Advancements – CAMPS website listing and portal exchange between company websites and CAMPS website, using Search Engine Optimization (SEO) techniques, to enable companies to increase awareness of their capabilities, certifications, and specialties (in development).

Workforce – CAMPS has received funding to develop an on-site, Structured On-The-Job Training (SOJT) program. The primary goal of the SOJT Program is to provide task specific training programs in the skilled industrial trades, through partnerships with existing training resources. Including access to the latest programs providing funding, incentives, and tax credits. *

Brokered services – Access to the region's top-notch pre-qualified providers to assist companies to develop highly efficient business foundations, practices, and processes. *

* Fees may apply



Membership Councils

In 2010 three membership Councils will assist in carrying out the CAMPS Mission

Innovation Council – The focus will be to develop a Center for Innovation Program, designed to provide members with an Agile Product Development and Manufacturing Process Development Program. The goal is to enable multiple company participation, leveraging company specific niche capabilities into a consolidated manufacturing program, and ease "speed-to-market" of products while being highly cost competitive. This council will be an advisory body reviewing and recommending the priorities of the Agile Product Development and Manufacturing Process Development Program.

Supply Chain Council – In 2008, CAMPS members identified the alternative energy markets as the focus of the Innovation Data Base and Supply Chain Development Program. The initial focus will be on the solar, wind, and smart grid infrastructure sectors. Data base development is underway and supply chain capabilities training is scheduled for 1Q2009. This council will be an advisory body reviewing and recommending the priorities in selecting key partnerships and market penetration.

Workforce Council – Workforce shortages continue to be one of the most pressing issues confronting small and medium size manufacturers. There is a national shortage of skilled manufacturing workers and applicants. The Workforce Council will assist in the promotion of manufacturing careers to high schools, veteran groups, immigrants, and to underemployed workforce entrants. The second goal will be the further development of the Structured On-the-Job (SOJT) Program. The objective of the SOJT Program is to provide on-site training programs on company owned basic through advanced technology manufacturing equipment and processes.

* Check with CAMPS Staff to determine which services are fee based or included in the annual membership fee.

