Forming Learning Networks - Consortiums

“The Rebirth of Manufacturing Jobs in North America”

“Enterprise Excellence Through Shared Learning”
The Rebirth of Manufacturing Jobs in North America

To sustain and grow our economy, we must determine how to breathe new life into manufacturing by sharing and exploiting Lean & Green thinking in our regions.

To achieve this goal businesses, government, and learning organizations must collectively focus on developing resources and the infrastructure to produce quality products and services at a constantly accelerating rate of productivity to compete in this global economic race.

Local and regional groups of industry professionals can provide the foundation to do this by forming learning networks of business excellence groups or “consortia”.
Consortiums – A Regional Competitive Advantage

Michael Porter from the Harvard Business School shares his insight:

“The enduring competitive advantage in the global economy lies increasingly in local things – knowledge, relationships, motivation – that distant rivals cannot match”.

“Productivity, not exports or natural resources, determine the productivity of any state or nation.

“Recognizing this, governments should strive to create an environment that supports rising productivity”.

Regional Consortium Model
Learning Networks - Concept

- A group of like-minded companies/individuals with a common interest
- Believe that *by working together* you can learn from each other to meet your defined purpose by:
  - Sharing
  - Benchmarking
  - Networking peers
Learning Networks - Who

- **First**: An initial group consisting of:
  - Companies, businesses, enterprises
    - Strong management desire to participate
- **Second**: Regional Partners
  - Local development agencies
    - Workforce Investment Boards
    - Manufacturing Extension Partnership
    - Community Colleges and Universities
    - Economic Development
    - Regional and State Officials (Governor advisors, state reps, mayors)
Learning Networks - What

- Identify and develop your **Mission**

- Needs within companies
- Needs within region
- Goal – Vision for your networks existence
- Boundaries – what is within your scope and what is outside of your scope?
Learning Networks - Where

- Identify your footprint:
  - Regional
  - Statewide
  - Multi-state

- *Must be able to accomplish the “MISSION”*
Learning Networks - How

- **Board of Directors**
  - Set purpose, provide oversight and leadership
  - Defines initial learning activities to solidify purpose

- **Formal Structure**
  - Collect dues?
    - What is needed to accomplish purpose?
    - What will the member’s support?
  - Non-profit 501C6?
  - Corporate Headquarters
  - Finances held where?
Learning Networks - How

- Operationally
  - Administration
    - Initially – Part Time
    - Single point connection to and for members
    - Coordinates activities
      - Value add to members
      - With local consortia, partners, and non-local consortia
    - Supports *purpose*
Learning Networks
Value Adding Activities

- **Learning Tours**
  - Tour other members companies, in small groups help solve their problems. Benchmark and share successes and techniques

- **Training Classes**
  - Held on-site, on demand, with multiple members attending. Can share cost

- **Executive Forums**
  - For executive leadership – key note speakers talk to relevant topics

- **Special Interest Groups**
  - Member started and led. Topic selected based on member interest in learning, benchmarking, and sharing

- **Networking, Benchmarking**
  - Learn from others
  - Improved / Best Practices
THE GOAL

Learning how to become more competitive which results in your region:

- Improved Operational Performance
- Enhanced Worker Capabilities and Satisfaction
- Increased Customer Satisfaction
- Growing “YOUR” bottom line
Benchmarking Successful Models

- Jacksonville, FL Consortia,
- Northwest Consortium
- Canadian Consortium,
- South Carolina Consortium
- Virginia Business Excellence Consortium

What makes up a successful consortium?

✓ Mix of companies: Small, Large, Not All Manufacturing
✓ Desire to learn – Discovery “What You Don’t Know”
✓ Stay the course - When You can’t SEE the benefits at the bottom line
✓ Companies must have “skin” in the game
✓ Consortia on a mission will be successful
✓ Companies drop out but returned
✓ Every group was “VERY” positive
AME Learning Network

Regional Consortium Learning Network

Virginia
Northwest
South Carolina

Florida
Canada

Successful Consortium Models to be Replicated
Virginia Consortium Network

Virginia Business Excellence Consortium (VBEC) Network

Southeast VBEC

Northern VBEC

Western VBEC

Central VBEC

Southern VBEC

“Achieving Business Excellence Through Shared Learning”
Contact:

The Association for Manufacturing Excellence for help in launching a Regional Learning Network.

www.ame.org

Or

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