Welcome to TDO
Central New York Technology Development Organization

“Helping CNY Manufacturing Innovate, Compete & Grow”
MEP– Manufacturing Extension Partnership
Central New York Technology Development Organization

Who is TDO?
- Partially State/Federal funded
  - One of 10 NYS MEP Centers
  - One of 350 MEP locations country wide
- Center Staff
  - Six Project Engineers/Managers
    - Degreed Engineers
    - Certified Green/Black Belts
    - PMI Certified
    - TWI Institute
  - Wide Variety of Experience
Technology Development Organizations

Central New York TDO
Cayuga, Oswego, Madison, Cortland & Onondaga
Central New York Technology Development Organization

- **Mission**
  - Manufacturing
  - Small/Medium size
  - 5 County Area

- **What we do**
  - Assistance on Productivity Improvements
  - QMS
  - Export assistance
  - Innovation Engineering
  - Start-up assistance
  - Strategic Planning
  - Leadership Training
Central New York Technology Development Organization

- How We Do What We Do
  - Assess Current State
  - Determine Objective with Management Team
  - Draft plan to meet objective
  - Agree on plan/schedule
  - Deliver
  - Coach Internal Resources
  - Assess Results

- Additional Services
  - Assist with grants/loans as applicable
  - Connect with additional resources (Universities, CATS/CoEs, Cornell CCMR)
  - Connect with Economic Development Community
Case Study #1

- Background:
- Opportunity: Turnover and Consistent Quality
- Approach: Situational Leadership, TWI training and Six Sigma Green Belt
- Results: Retained sales and reduced turnover
Case Study #2

- Background
- Opportunity: Standards for sales process and reduction of lead time/process times
- Approach: Sandler Sales and Lean Six Sigma Green Belt
- Results: Retained and increased sales by $2.1M, Implementing solutions to meet turnaround for first customer approval.
Case Study #3

- Background
- Opportunity: Increasing international competition
- Approach: Situational Leadership, TWI, Lean and Sandler Sales
- Results: $1.5M increased/retained sales, $30K cost savings
Case Study #4

- Background
- Opportunity: Expansion and need for better project management
- Approach: PMP and establishment of PMO
- Results: Expansion in process to add 60 jobs, PMO has been established and processes put in place.
Questions?