

South Suburban Metals Manufacturing Hub

Productivity, capability, & collaborative market development through industry 4.0

CONCEPT DRAFT

Winning at Manufacturing during Uncertain Times

American manufacturing is at an inflection point. While traditional commoditized manufacturing leads to dwindling profit margins and capacity constraints due to a lack of skilled talent, the speed, quality, and customization of advanced manufacturing helps American firms optimize today's business and win tomorrow's. The envisioned 'Hub' aims to **accelerate firm productivity and profitability** by enabling South Suburban manufacturers to capture new business value by implementing advanced manufacturing tools and reaching new markets.

Maximizing Productivity and Profitability

BENEFITS OF 'THE HUB'

Tailored, Efficient Support

- ▶ Evaluating new digital and robotics tools, identifying new products and markets, training an Industry 4.0-skilled workforce, and other business issues are difficult to tackle for firms focused on meeting current customer needs. **South Suburban firms derive the right value from the right resources to meet their business goals** through a curated network of industry-driven resources.

Increased Productivity

- ▶ Digital manufacturing is vital to becoming more efficient, competitive, and profitable. **Firms move Industry 4.0 from board room discussion and deliberation to ROI-driven execution**, including quick, affordable projects that provide real solutions to business needs.

Increased Revenue

- ▶ Hundreds of billions of dollars in new business revenue – including through reshoring, emerging markets, and defense contracting – can be tapped as the region's capabilities are enhanced and connected through digital tools. **New market opportunities and new business wins**, will be delivered through activities such as regional capability analyses, supply chain branding and integration, and joint business development activities.

Leading the Way for American Advanced Manufacturing

The 'Hub' is a project of the South Suburban Economic Growth Initiative (SSEGI), a comprehensive economic growth collaborative that brings together the weight and tools of the public and private sectors to reestablish the South Suburbs as an economic powerhouse. SSEGI **focuses on supporting and growing the region's core assets – its companies and people**. South Suburban manufacturing firms, infrastructure, and resources rival any place in the world. The region has all of the tools needed to be the first to realize the potential of digital manufacturing. **Success means growing local businesses and creating a magnet that attracts new OEMs and suppliers.**

Stronger Together – Harnessing the Power of the South Suburbs



The tools of
45
municipalities
connected in never-
before ways



Nearly
\$3B
in revenue
from just under
600 MME firms



Almost
20,000
employees

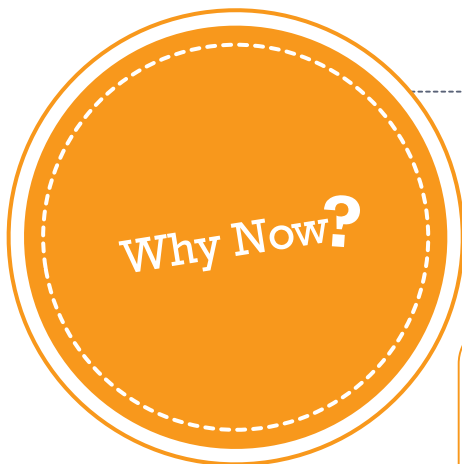


Building the Future of the South Suburbs through a Unique Digital Advantage

Nearly half of surveyed firms are already seeing **significant changes due to digital technology solutions***

The South Suburbs provides **benefits that help manufacturers win at digital**

- ▶ **\$300M+** in Chicagoland digital manufacturing research and innovation investments to tap
- ▶ Nearly **unmatched transportation and logistics** capabilities that are vital to the future of digital manufacturing supply chains.
- ▶ **Access to the fiber, data, and computing infrastructure** required to create a digital manufacturing economy.



New Revenue through Collaboration and Collective Problem-Solving

Capturing New Revenue

Digital-driven productivity and collaboration creates a **competitive advantage for billions in new business**

opportunities to capture

The Promise of Reshoring

Up to **25%** of offshored manufactured goods **can be re-shored**

winning value propositions

The South Suburbs enjoys **twice the density of MME firms** than the Chicagoland region as a whole

Critical Mass Needed to Win

Output per employee **grew 37%** from 2004-2014

Building on Regional Productivity