



Delivering Results to
NYC Manufacturers

Industrial & Technology Assistance Corporation

Sample of Companies & Industries Served

Client Industry	Client Sales	Client Projects
Glass Specialty Fabricator	\$5 to \$10 million	<ul style="list-style-type: none"> • Lean 5S Event and Implementation • State & Federal Research & Development Tax Credit • Lead-Time, Throughput, Quality Improvement
Bakery	\$10 to \$20 million	<ul style="list-style-type: none"> • Business Planning Guidance • Turnaround Assistance • Social Media Training/Assistance
Architectural Metalworking	\$5 to \$10 million	<ul style="list-style-type: none"> • Executive Committee Guidance • Profit Analysis by Jobs and Product Line
Visual Graphics	Below \$5 million	<ul style="list-style-type: none"> • Search Engine Optimization • Business Planning for Growth
Food Equipment	\$20 to \$50 million	<ul style="list-style-type: none"> • Family Business Partnership Charter • Accounting Advisory
Microwave Components	Above \$200 million	<ul style="list-style-type: none"> • IT and Computer Applications Training • Supervisory Management Training
Ethnic Foods	\$50 to \$100 million	<ul style="list-style-type: none"> • Warehouse & Transportation Operations Assessment • Company-Wide Communications Study & Policy Recommendations • Sourcing Raw Materials & Packaging • Waste Reduction Project
Polishing Materials	Below \$5 million	<ul style="list-style-type: none"> • Transition Planning • Structuring Asset Sale
Skin and Haircare Products	Below \$5 million	<ul style="list-style-type: none"> • Analyze & Select MRP System
Silversmith	\$5 to \$10 million	<ul style="list-style-type: none"> • Implement Accounting & Reporting System • Export Feasibility Study • Web Site Design • Pricing Strategy
Dampers & Louvers	\$5 to \$10 million	<ul style="list-style-type: none"> • IT Infrastructure Upgrade
Snack Foods	\$20 to \$50 million	<ul style="list-style-type: none"> • Exit Strategy

Textile/Fashion Trade	\$5 to \$10 million	<ul style="list-style-type: none"> • Develop Core Value Business Metrics & Growth Strategy
National Restaurant Chain	\$50 to \$100 million	<ul style="list-style-type: none"> • Energy/Lighting Assessment
Windows	\$10 to \$20 million	<ul style="list-style-type: none"> • Performance Mgt., Leadership Development, Org. Effectiveness • Advice on Human Resources Policy & Practices • Upgrade Access to Order/Shipping System • Installation & Integration of Sage 300 ERP
Wood Products	\$10 to \$20 million	<ul style="list-style-type: none"> • Warehouse & Process Efficiency Implementation Project
Food Supplements	Over \$150 million	<ul style="list-style-type: none"> • Federal Research & Development Tax Credit • Freight Rate Analysis • Sustainability Strategy Development • Warehousing/Networking Analysis • Strategic Planning
Transportation/Optics	\$20 to \$50 million	<ul style="list-style-type: none"> • Lean Manufacturing Practices, Layout & Workflow • Develop Enhanced Export Program
Printing/Graphics	\$50 to \$100 million	<ul style="list-style-type: none"> • Federal Research & Development Tax Credit Study/Application • Energy Assessment & Grant Application
Dyes for Hair/Clothing	\$20 to \$50 million	<ul style="list-style-type: none"> • Materials Management Analysis & Policy Implementation • Human Resources Support • Develop & Implement New Pricing Strategy
Store Fixtures	\$20 to \$50 million	<ul style="list-style-type: none"> • IDA Benefits • Relocation Strategy Development
Windows	\$20 to \$50 million	<ul style="list-style-type: none"> • Overall Company Operational Assessment • Inventory Accuracy & Management Control Systems • Solar Factory Grant Application
Health Beverage	Below \$5 million	<ul style="list-style-type: none"> • Develop Business Plan (To raise capital)
Utility	Over a billion dollars	<ul style="list-style-type: none"> • Team Building & Conflict Resolution Training • Lean Manufacturing Jumpstart
Publisher	Below \$5 million	<ul style="list-style-type: none"> • Innovation Engineering Management Systems (IEMS) Jumpstart

Seafood	\$20 to \$50 million	<ul style="list-style-type: none"> • Growth Margin Variance Analysis • Manufacturing Strategy Development • Pricing Strategy • Operations & Space Needs Assessment
Musical Instruments	Over \$100 million	<ul style="list-style-type: none"> • Evaluation of NY State Manufacturing Assistance Program
Jewelry	\$10 to \$20 million	<ul style="list-style-type: none"> • Throughput/Productivity Improvement Project • Training Grant Application
Ethnic Foods	\$10-20 million	<ul style="list-style-type: none"> • Improved utilization of Point of Sale Functionality • ISO 22000
Signage	Below \$5 million	<ul style="list-style-type: none"> • Empire Zoning Benefits • Growth Strategy Study • Transition Planning
Snack Foods	\$10-20 million	<ul style="list-style-type: none"> • Inventory Management Software Evaluation • Parts Numbering System • Warehouse Layout
Chemicals	\$10 to \$20 million	<ul style="list-style-type: none"> • Cost Segregation Study
Ethnic Bakery	\$10 to \$20 million	<ul style="list-style-type: none"> • Performance Based Incentives Program • Restructuring Sales Department • Process Improvement Program • Equipment Research & Recommendation
Metal Fabrication	Below \$5 million	<ul style="list-style-type: none"> • Operational Assessment
Processed Meat	Below \$5 million	<ul style="list-style-type: none"> • Energy Assessment • Layout & Workflow Project
Bakery	\$10 to \$20 million	<ul style="list-style-type: none"> • Analysis of Packaging & Shipping Departments • Organizational Development & Communication for Shipping Dept
Industrial Lighting Fixtures	Below \$5 million	<ul style="list-style-type: none"> • Lean Workflow and Layout Workshop • Cellular Manufacturing Workshop/Implement Pilot Program • Quick Books Implementation
Orthopedics	Below \$5 million	<ul style="list-style-type: none"> • Sales Development & Market Penetration Project
Pharmaceuticals	\$20 to \$50 million	<ul style="list-style-type: none"> • Federal Research & Development Application

Not-for-Profit	\$20 to \$50 million	<ul style="list-style-type: none"> • ISO 9001 • Organizational Training
Electronic Components	\$20 to \$50 million	<ul style="list-style-type: none"> • Expansion Analysis • Value Stream Mapping • Cellular Manufacturing Workshop & Implementation
Coatings & Adhesives	\$5 to \$10 million	<ul style="list-style-type: none"> • Empire Zone Benefits • ISO 9000
Seafood	\$50 to \$100 million	<ul style="list-style-type: none"> • Study To Reduce Water Consumption • Harassment Training • New Product Development Workshop
Commercial & Residential Ltg	\$5 to \$10 million	<ul style="list-style-type: none"> • Green Design & Marketing Workshop • New Product Development
Ethnic Foods	Over \$100 million	<ul style="list-style-type: none"> • Food Safety Management Systems • Local Law 87 Energy Audit and Retro-commissioning
Aerospace	\$5 to \$10 million	<ul style="list-style-type: none"> • Export Controls (ITAR) • HR Manual and Compliance
Cosmetics	\$10 to \$20 million	<ul style="list-style-type: none"> • Company Valuation