**Manufacturing Value**

*Manufacturing* organizations who have applied the [*Baldrige Excellence Franework*](http://www.nist.gov/baldrige/publications/business_nonprofit_criteria.cfm)to guide them toward improvements and breakthrough innovations realize better financial results, operational effectiveness and efficiency, satisfied and loyal customers, improved products and services, and engaged employees.

There is no “proof” that something works like the results others have achieved using the [*Framework*](http://www.nist.gov/baldrige/publications/business_nonprofit_criteria.cfm).  Those organizations that embrace the *Excellence Framework* and apply the aligning/integrating principles, consistently report better results than their peer groups with similar resources.  Embedded in this text are links that share the best practices and results that *manufacturing* organizations have achieved using the  *Baldrige Excell Framework*[.   See the](http://www.nist.gov/baldrige/publications/business_nonprofit_criteria.cfm)[*Baldrige 20/20*](http://www.nist.gov/baldrige/publications/baldrige_20_20.cfm) for highlights of successes of organizations in Service,*Manufacturing*, Non-Profit, Healthcare, and Education.  Pages 2-9 show a model of success for *Manufacturing*.   This framework for success can help your organization improve current operations and achieve long-term sustainability.

Another great resource on the Baldrige website is a series of application summaries that describe what winning *Manufacturing*organizations stand for, how they operate and their best-in-class results.  Diverse *Manufacturing* examples included here are ***medical devices***([MEDRAD](http://patapsco.nist.gov/Award_Recipients/PDF_Files/2010_MEDRAD_Award_Application_Summary.pdf)), ***pet food***([Nestle Purina](http://patapsco.nist.gov/Award_Recipients/PDF_Files/2010_Nestle_Award_Application_Summary.pdf)), ***government***([*Honeywell*](http://patapsco.nist.gov/Award_Recipients/PDF_Files/Honeywell_Award_Application_Summary.pdf)) and ***food products***([Cargill Corn Milling](http://patapsco.nist.gov/Award_Recipients/PDF_Files/2008_Cargill_Corn_Milling_%20Application_Summary.pdf)[).](http://www.baldrige.nist.gov/PDF_files/2008_Cargill_Corn_Milling_%20Application_Summary.pdf)

[If you want a more complete story of each of these and other *Manufacturing* winners, follow the link for their full applications available on the Baldrige website.  And while these examples highlight ‘national’ excellence, most began (and all winners starting in 2013 must begin) with application support from the state affiliates (like KYCPE for Kentucky.)](http://www.baldrige.nist.gov/PDF_files/2008_Cargill_Corn_Milling_%20Application_Summary.pdf)

[The](http://www.baldrige.nist.gov/PDF_files/2008_Cargill_Corn_Milling_%20Application_Summary.pdf)[*Baldrige Excellence Framework*](http://www.nist.gov/baldrige/publications/business_nonprofit_criteria.cfm) is not another set of standards.  Rather, the *Framework*helps *Manufacturing*organizations integrate and meet the requirements of all key stakeholders including associates, customers, suppliers, distribution channels, and partner groups.  The *Criteria* guide planning, application writing, and focused feedback.  The highest level benefit is to promote organizations aligning governing and operational strategies and tactics united on purpose, values, and a mission to create best-in-class results.

The [*Balfrige Excellence Framework*](http://www.nist.gov/baldrige/publications/business_nonprofit_criteria.cfm) a set of inter-related questions across seven categories:

**1.**       **Leadership**

**2.**       **Strategic Planning**

**3.**       **Customer Focus**

**4.**       **Measurement, Analysis and Knowledge Management**

**5.**       **Workforce Focus**

**6.**       **Operations Focus**

**7.**       **Results**

 Answering these ‘priority’ questions leads *Manufacturing* organizations on a journey of breakthroughs and continuous improvement that commonly results in improved:

         Efficiency *(cost savings / increased profit and revenue growth)*

         Effectiveness *(accomplishing better outcomes resulting in more satisfied customers)*

         Engaged, loyal customers *(positive business interactions and continued purchase activity)*

         Engaged workforce *(team members who love their work and their work environment)*

         Innovation and agility *(the entire system is more able to flex and change with challenges)*

         Leadership connections *(demonstrating enterprise and community stewardship)*

         Favorable comparisons against other service operations recognized for excellence.

For further information and consultation to aid your journey to Performance Excellence email us at info@kycpe.org or call 859-281-1171 or 502-608-2061.