AKA addresses the challenges of today's competitive business environment.
Technical assistance and training is customized to meet your objectives.
AKA addresses 5 key critical areas allowing Kentucky manufacturers to be competitively positioned to capitalize on the opportunities available in the dynamic markets of today and tomorrow.

1. Sustainability through Profitable Growth
2. Supplier Development
3. Continuous Improvement
4. Technology Acceleration
5. Workforce

"Manufacturers need a 2-prong approach for a profitable future. Creating efficient processes and identifying ways to grow. Our professional certified resources will help you increase cash flow and develop a sustainable future. I guarantee it."

Scott Broughton, Director
Advantage Kentucky Alliance

AKA Business Growth Services address top-line growth for clients, specifically focusing on identifying new sales, developing new products, entering new markets, and deploying new business models. These services have as their goal to provide companies the tools they need to achieve a 20/20 balance: at least 20% growth in revenue, along with at least a 20% decrease in costs to improve bottom line profitabilities.

AKA trained and certified professionals will help you implement a SYSTEM that Increases Speed (up to 6x’s) and Decrease Risk (30-80%) of developing new ideas. AKA can help you grow through:
- Innovation Engineering Management System (bring structure and focus to Product Development)
- Voice of the Customer
- Marketing Support
- Strategic Growth Planning
- Art Services

Supplier Development Services work with Original Equipment Manufacturers and large first-tier suppliers to better understand their expectations regarding supplier performance. These companies seek to reduce the risk in the supply chain ensuring cost, quality and delivery targets are met. Additionally, AKA works with smaller supply chain manufacturers to improve their performance to meet the needs of their larger customers. Our programs include:
- Supplier Improvement Programs
- Supplier Diversity Programs
- Supplier Scouting Services
The Advantage Kentucky Alliance (AKA) delivers on-site training and implementation of manufacturing best practices. Our team members and Alliance Partners are nationally certified trainers that each have at least 20 years of real-world manufacturing experiences.

**Our Continuous Improvement Services** integrate proven principles, tools and techniques of Lean/Six Sigma into every day operational, management and machining processes. We will identify, analyze and improve existing processes to meet YOUR goals and objectives. Our belief is "learning by doing" can reduce your cost, and improve quality and delivery through:

- Process Improvement/Lean
- Leadership Development
- Quality Systems Implementation

**AKA's Technology Acceleration and Advanced Manufacturing** accelerates opportunities to leverage and adopt technology for long-term business growth and productivity. AKA's University Partners' capabilities such as additive manufacturing, research and testing Labs, and prototyping can be utilized by manufacturers to grow and compete in the global marketplace. AKA's assistance includes:

- Connecting manufacturing technology needs with laboratory technologies
- Technology and Supplier Scouting
- Prototyping

**Workforce Solutions** provide workforce education, delivering programs and services that address the full spectrum of needs faced by business and industry. AKA has teamed up with KCTCS and other Alliance Partners to provide:

- Training Within Industry
- Corporate coaching and training for Project Management
- Planning and Education
- Assessments
- Improvement Systems and Programs

"Innovation Engineering has been a great way to insure we are working on new products that are meaningfully unique to our customers, fast-track our development process and help keep management involved in the develop process."

Brian Knopf, Sr. VP Technical Services
Whip Mix Corporation

270-282-7103
The Advantage Kentucky Alliance (AKA) is a statewide, not-for-profit partnership that provides assistance and training to help manufacturers of all sizes grow, improve their manufacturing and business strategies and processes, adopt advanced technologies, increase productivity, reduce costs and improve competitiveness.

Alliances with Universities, Chambers, and State agencies brings you world class technologies through universities, manufacturing contacts you don’t currently know, and planning for your company’s future through new revenue streams that will allow you to compete locally, regionally, and globally.

www.AdvantageKY.org

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