



Delaware Valley Industrial Resource Center Corporate Overview

DVIRC
2905 Southampton Road
Philadelphia, PA 19154

The Navy Yard
Building 100 Innovation Center
4801 S Broad St, Suite 100
Philadelphia, PA 19112

The Delaware Valley Industrial Resource Center (DVIRC) is a private, not-for-profit regional economic development organization.



Established in 1988 to help small to mid-sized manufacturers compete and grow in the global economy.



The **DVIRC** is one of seven Industrial Resource Centers in Pennsylvania, and one of 59 Manufacturing Extension Partnership (NIST / MEP) affiliates.

In addition to serving 5,000 manufacturers, **DVIRC** maintains multi-year performance based contracts with Pennsylvania's Department of Community and Economic Development (DCED) and the United States Department of Commerce (NIST, MEP).



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Our Mission & Vision

DVIRC's mission is implemented everyday through the delivery of **consulting services, executive network groups, education** and **STEM*** talent development services. All services are focused on improving the performance and competitive position of client companies and organized around growing the value of individual companies.

It is DVIRC's vision to see our region become an internationally recognized leader in manufacturing competitiveness.

*Science, Technology, Engineering & Math



A Premier Region in the Business of Making Things

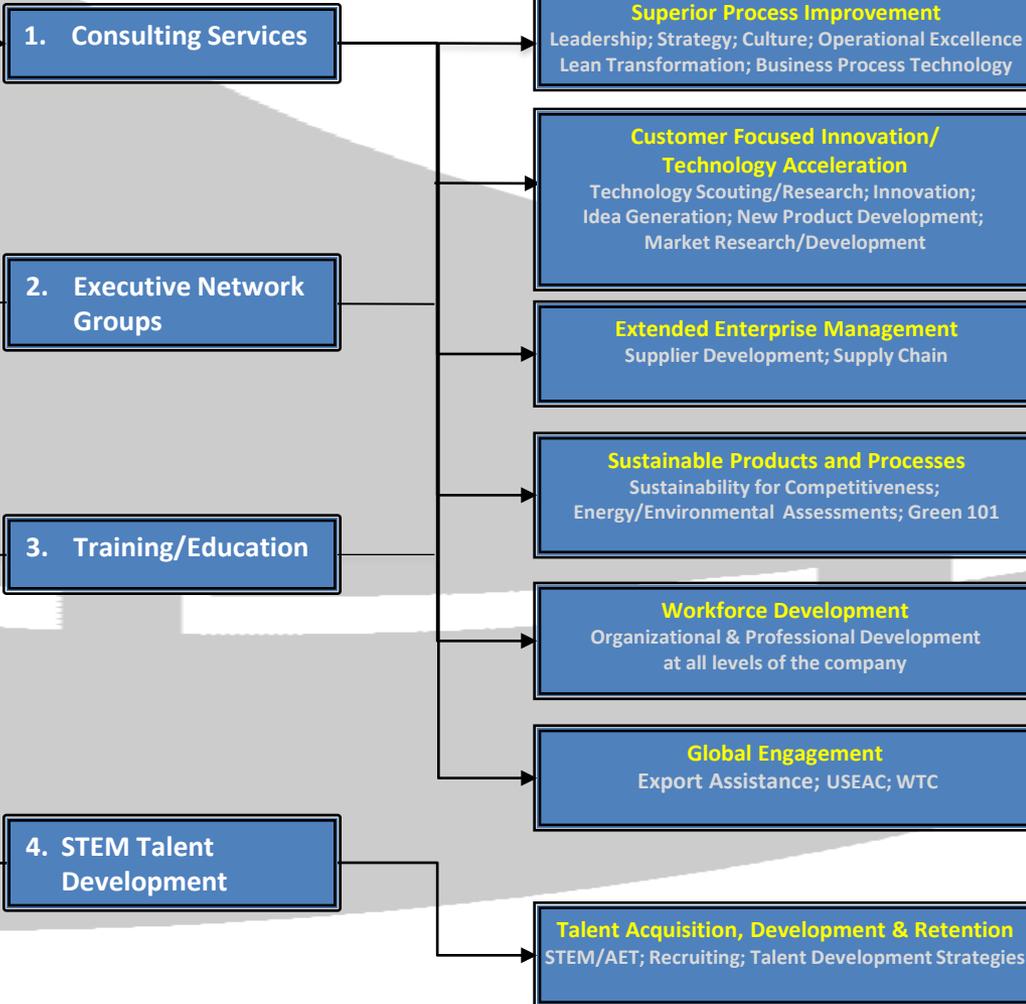
DVIRC and its regional public & private partners are committed to delivery of the following services...

...that foster and improve company performance in the following areas...

...resulting in more companies with characteristics that support growth and an increase in **BUSINESS VALUE**...

...that then translates into the following community and societal benefits.

NIST/MEP Service Categories



We **GROW BUSINESS VALUE** for the small – mid-sized manufacturing enterprises by providing services in the following key areas:

- **Consulting Services**
 - Top Line Growth
 - Operational Improvement
- **Executive Network Groups**
 - Manufacturers Council / CEO Forum
 - Lean Users Group
- **Training/Education**
 - Institute for World-Class Manufacturing®
 - Six Sigma & Lean Certifications
 - Small Business Certifications
 - Workshops/Seminars
- **STEM Talent Development**
 - Applied Engineering Technology
 - Greater Philadelphia STEM Center



DVIRC is involved with the following energy related programs:

- Mid Atlantic Clean Energy Application Center (CEAC)
- Northern Mid Atlantic Solar Training Center
- Grid Smart Training Applications Resource (GridSTAR) Center
- National Energy Leadership Corps
- Greater Philadelphia Innovation Cluster (GPIC)



Last year alone we assisted our clients in generating:

- **\$44.5M** in Sales
(Prior 3 Years - Total = \$358,765,351)
- **\$11.2M** in Cost Reductions
(Prior 3 Years - Total = \$66,178,503)
- **\$1.9M** in Savings on Investment
(Prior 3 Years - Total = \$10,471,200)
- **\$22.4M** Investments made in Plant, IT, and Workforce
(Prior 3 Years - Total = \$54,740,579)
- **4.8** out of 5.0 Customer Satisfaction rating
(Prior 3 Years = 4.8)
- **609** Total Jobs Created or Retained
(Prior 1 Year = 622 - data collection began in 2008)

Total Economic Impact Created = \$80.2M*

Total Economic Impact Created = More than \$488M* over prior 3 years)



DVIRC Sample Client List



Stockwell Elastomerics, Inc.
High Performance Elastomeric Components and Materials

