



Impact Washington: Who am I

- Patric Sazama – Regional Project Director; Account Executive; Innovation Engineering Black Belt
- Been with Impact WA since 2002;
 - Consulting practice focusing on org excellence
 - HP/Agilent for 21 years
 - Manufacturing sector much of my life



Impact Washington: Who we Are

- Manufacturing Extension Partnership (MEP) Affiliate for Washington State
- MEP is part of NIST (National Institute of Standards and Technology)
- Not-for-profit organization with focus of assisting Washington's manufacturers be as effective and competitive as possible



Impact Washington: What we do

- Bottom-line improvements (internal operations)
- Top-line growth (external factors/opportunities)
- End up working with all industry sectors, including government, education, for-profit and not-for-profit
- We use the “Broker Model” giving us the ability to bring solutions to any kind of an opportunity



Impact Washington: Innovation

- Approach to Innovation is one of “enabling” clients
- Innovation is something an organization can proactively learn to do, and get better at
 - Organizational effectiveness
 - Product/market focus - “meaningfully unique”
 - Internal capabilities as strategic advantages



Impact Washington: Innovation

- Have assessment tools to assist clients compare company “value” (products, markets, capabilities, financial overviews) to other similar industry companies
 - **CoreValue® Diagnostic Tool**
 - Assists in surfacing biggest gap areas
 - Strong aid in helping to determine “biggest bang for the buck”



Impact Washington: Innovation

- **Innovation Engineering**
 - Scientific System for Growing a Culture of Never Ending Innovation that Increases Innovation Speed (up to 6X) & Decreases Risk (30 to 80%)
 - Management system- ideation, market/math game plan vetting, acceleration tools/processes for development and commercialization
 - www.innovationengineering.org
- Certified Innovation Engineering Black Belt and part of an international group of IE Black Belts



Impact Washington: Innovation

- Working with clients to “proactively” develop ways of
 - Exceeding customer expectations
 - Assisting clients “jumpstart” their competition
 - Develop solutions that are “game changers”
 - Lead their customers with product/process solutions that significantly impact their customers ability to compete