



**The Scientific
Method for
Accelerating
Reliable Growth**

Eureka! Winning Ways will help your team create, select and execute measurably smarter ideas for growing your company in 3 areas:

- 1) Quickly WIN more sales through more effective marketing messages.
- 2) WIN dramatic sales growth from new customers and markets
- 3) WIN higher profit margins from more UNIQUE products/services.

Your team will learn how to create DEMAND PULL for your current products and services and how to engage the entire team on creating feasible ideas that excite your customers. They'll learn how to do "Fail Fast - Fail Cheap- Get Smart cycles" to focus energy on taking rapid ACTION on growth - not analysis and meeting paralysis. And, most importantly, Eureka! Winning Ways is not a "one off" workshop. Your team will learn how to refill your growth pipeline on a quarterly basis to achieve continuous growth. Contact TechHelp today to learn how Eureka! Winning Ways can help you create explosive and sustainable growth.

Idaho company develops over 50 measurably smarter ideas for growth during a Eureka! Winning Ways Idea Engineering Session.



**Lean Manufacturing -
Idaho Falls**

"We are thrilled with what TechHelp has done for us. We saved more in our first 60 days than our entire investment in Lean. Today, I don't wonder if we'll get a return on a Lean investment, I just wonder how big the return will be."

*Lynn Harker, President,
Woodland Furniture*

About TechHelp

TechHelp provides professional and technical assistance, training and information to Idaho manufacturers, food processors and inventors to make them more competitive through continuous product and process innovation. The center is a partnership of Idaho's three state universities and an affiliate of the National Institute of Standards and Technology Manufacturing Extension Partnership. It is also Idaho's EDA University Center, targeting economically distressed areas.



TechHelp

A partnership of



University of Idaho



An affiliate of the National Institute of Standards and Technology (NIST)/ Manufacturing Extension Partnership (MEP) Idaho's Economic Development Administration (EDA) University Center

Working with

- Idaho Department of Commerce
- Idaho Department of Labor
- Idaho Department of Agriculture
- Idaho Small Business Development Center
- Idaho Export Council
- Northwest Food Processors Association

Center Locations

North Idaho
Post Falls 208-777-7952

Southwest Idaho
BSU 208-426-3767
U of I 208-364-6188

South Central Idaho
Twin Falls 208-735-2500 (3008)

Eastern Idaho
Pocatello 208-282-3928

Home Office

TechHelp
Boise State University
1910 University Drive
Boise, ID 83725-1656

Physical Address:
1375 W. Belmont Street

Tel 208-426-3767
Fax 208-426-2185
Toll-free 877-426-3797
techhelp@boisestate.edu
www.techhelp.org

T E C H H E L P
I D A H O

S O L U T I O N S
F O R
M A N U F A C T U R E R S

Dream
Design
Produce
Prosper



TechHelp Services

- **Eureka! Winning Ways**
Develop measurably smarter ideas for new products, customers & messages that will grow your business
- **Product Development**
Planning, design, prototyping, testing, manufacturing, marketing
- **Process Innovation**
Implement Lean Manufacturing, Lean Food Processing, Lean Office & Training Within Industry
- **Quality Initiatives**
Achieve ISO & Six Sigma Certifications
- **Energy Issues**
Energy assessments & assistance
- **Assistance to Food & Wood Industries**
Lean, safety, energy, HAACP & quality
- **Workforce Development Training Fund**
Application, tracking, reporting
- **Government Business**
Learn how to do business with the government

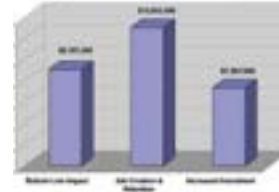
Contact TechHelp at 877-426-3797 or
techhelp@boisestate.edu or visit us on-line at
www.techhelp.org

TechHelp provides expert onsite consultation that leads to quantifiable bottom line impact.



Impact

TechHelp clients reported positive economic impact averaging \$40 Million annually.



Examples include:

- \$6 Million plant expansion eliminated thanks to Lean Manufacturing
- New product spurred sales of \$2M, exports of \$300K and hiring of 25 new employees
- Lean saved \$400K in operating costs, \$300K in inventory and a \$1M facility expansion
- Lean reduced product lead time from 30 to 4 days and lead to sales increase of 42%
- Productivity up 40%, waste reduced 30% and inventory reduced by \$2M thanks to Lean
- Eureka! Winning Ways idea engineering session generated over 90 ideas for growth. The top two ideas could grow the business by 400%.

Why TechHelp?

- Results driven projects with quantified impact
- Projects conducted on-site by experienced local teams
- Serving remote areas of Idaho
- Access to expertise at Idaho's three state universities
- Access to expertise of 2,000 MEP specialists nationwide
- Certified and supervised third-party service providers
- Focused on client self-sufficiency and sustainability
- Solutions to specific problems within an enterprise context

We really like
the company we keep!

Eureka! Winning Ways – Post Falls

“Our investment in Eureka! resulted in enough new ideas to last a few decades. The rapid-fire process brings out creativity, passion, and focus in the participants. And it's backed up by a discipline that forces you to think through and capture the meaning of your idea. Our new ideas could grow the company by 400%. You'd be a fool not to do it.”

CJ Buck, President & CEO, Buck Knives

New Product Development - Boise

“The successful development of the z-Start clutch is a testament to the value and quality of TechHelp's services. I can honestly say that without TechHelp, Rekluse Motor Sports and the z-Start clutch would not exist today.”

Al Youngwerth, President, Rekluse Motor Sports

Quality Programs - Payette

“TechHelp helped us achieve ISO 9001:2000 certification of our quality system. TechHelp is a tremendous resource to Idaho manufacturers and we plan on using their services to continue to improve our company into the future.”

Andy Oyervides, VP & General Manager, Teton Machining Solutions

New Product Development & Lean - Mountain Home

“The investment I made in TechHelp services paid off beyond my wildest expectations. TechHelp made my small operation in rural Idaho look like a Billion dollar business. I can't believe that more companies don't take advantage of TechHelp services.”

Chuck Ceccarelli, Owner, Idaho Wrecker Sales

Lean For Food Processors - Sandpoint

“I am really proud of how the Litehouse organization embraced the Lean concept and implemented the program. Because of Lean, each individual can truly make a difference in how we go to market with the goods and services we provide.”

Edward W. Hawkins, Jr., CEO, Litehouse Foods