



## IPE 2021 Business Review and 2022 Outlook

Demand for IPE's shop floor production management, order tracking, incentive payroll and quality control solutions was strong in 2021, particularly in the second half, according to **Managing Partner Brad Mikes**. After experiencing significant growth in 2020, the Greenville, SC-based company saw a more than 50% year-over-year increase in 2021, he added.

"Much of this growth has come from US-based sewn products clients that turned to our technology to meet the changing industry and market demands shaped mainly by the pandemic," he said. "We have seen a measurable uptick in reshoring of production back to the US and the Western Hemisphere since the shutdowns of early 2020. Made-in-the-USA manufacturers are implementing our technology to increase productivity and efficiency while gaining visibility and control of their processes and supply chains."

IPE has also actively expanded its reach into more segments of the sewn products industry. Most notably is its growth in the home goods, residential and commercial furniture markets. The partnership it announced with TexTempo earlier this year has helped tremendously in this market expansion and general market awareness of its solutions.

Additionally, the many supply chain challenges faced today have driven increased local production and accelerated the need to improve manufacturing efficiencies and visibility.

As such, Mikes added that IPE sees an even stronger 2022.

"Even with the headwinds our industry faces, we believe the industry will achieve a full recovery from the pandemic within the coming year," he said. "We are preparing for strong growth primarily by increasing our research and development in new and improved products. These efforts will result in several new product launches in the coming year. We are also investing to ensure that our systems reduce and minimize our clients' exposure to growing

cyber security threats. One aspect of this effort will be partnering with our clients to conduct penetration tests (pen tests) to evaluate IT security by safely trying to exploit vulnerabilities in our systems.”

To seize the opportunities of 2022 and beyond, IPE will continue to expand its reach into more sewn products segments and territories, he noted. For example, he said he is confident in IPE’s goals of doubling its footprint in the home and furniture industries.

“We expect to see increasing domestic production as well as demand for greater productivity, efficiency, supply chain visibility and other manufacturing initiatives,” he said.

IPE remains bullish on US-based manufacturing and expects continued, positive growth in reshoring and new startups in sewn products and other consumer goods, Mikes added.

“It is great to see domestic manufacturing growing steadily over the past 18 months, and it’s also impressive that soft goods/sewn products are currently leading this growth,” he said.

“Though our economy faces many challenges, we believe that being based in the US is an advantage for our company and the domestic manufacturers we serve.”