



# YOUR RESOURCE FOR PROCESS IMPROVEMENTS & GROWTH SOLUTIONS

How **GENEDGE** services can help You.

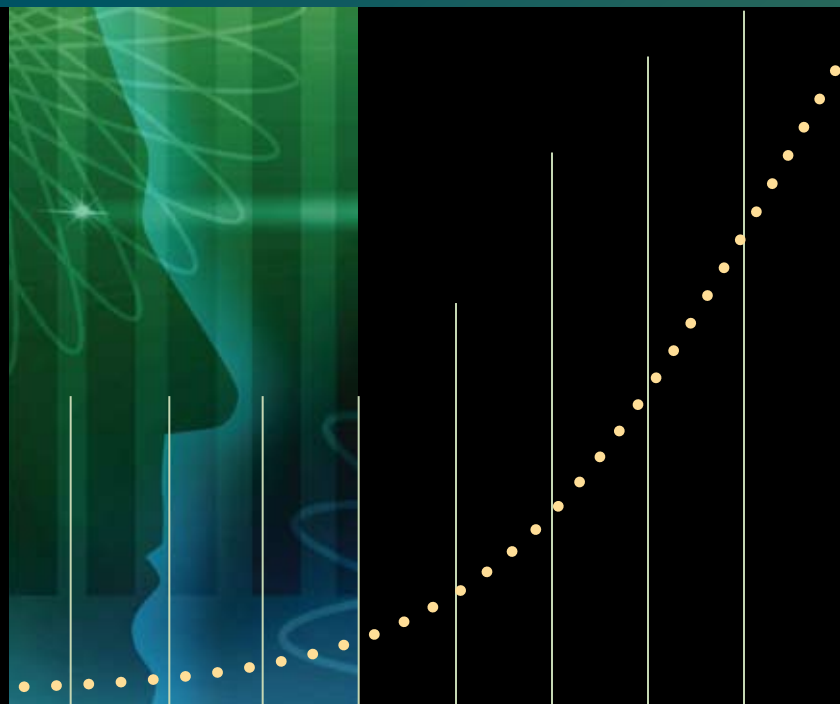
## At **GENEDGE ALLIANCE**

our mission is to create and maintain industrial & manufacturing jobs by helping industries compete.

Our **GENEDGE** services are:

- Lean Six Sigma
- Lean Enterprise
- Quality Management Systems
- Lean Supply Chain
- Engineering & Technical
- Innovation & Business Growth

Turn the page and discover why **GENEDGE ALLIANCE** should be your source for solutions.



# About GENEDGE



## GENEDGE ALLIANCE

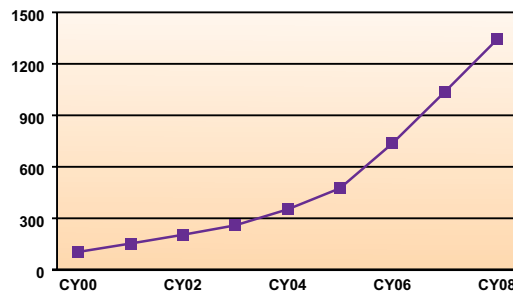
is a full service consulting group serving various industries, and is part of a national network of more than 50 Manufacturing Extension Partnership (MEP) centers including Puerto Rico linked together through the U.S. Department of Commerce's National Institute of Standards and Technology.

This nationwide network of resources allows each MEP center like GENEDGE ALLIANCE to provide expertise and services tailored to their clients most critical needs, which range from process improvements and worker training to business practices and applications of information technology. Whether a client has a specific operational problem, a strategic plan to develop, or the need to make continuous improvements leading to revenue growth, greater success in achieving such goals will benefit from the knowledge, solutions and implementation assistance of GENEDGE ALLIANCE.

## Making a Difference

Since 1992 GENEDGE ALLIANCE has provided comprehensive services that produce quantifiable results for clients served. *Our top line is your bottom line!*

**Cumulative Economic Impact (in millions)**



Since 2000, we have delivered over \$1 billion in Cumulative Economic Impact for our clients.

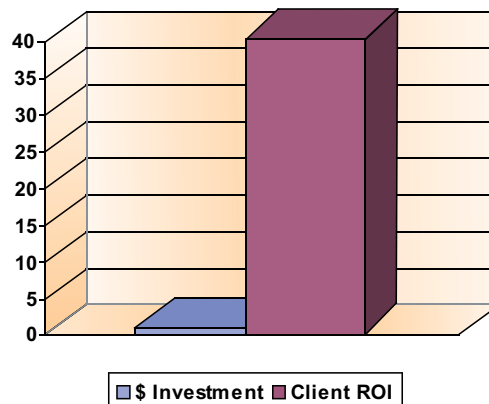
## Additional Client Impact

Increased or retained sales	\$572 million
Bottom line impact	\$688 million
Client investments made to operations	\$167 million
Jobs created or retained	4,182

Source: U. S. Department of Commerce / independent survey

## Delivering Measurable Results

**Every Client Dollar Spent Returns \$36**



For every \$1 invested in GENEDGE assistance and service, \$36 is returned to the client's bottom line based on fiscal year 2008 client estimated impact reported.

# Deployment Model for Success

The GENEDGE differentiator utilizes a **Lean Six Sigma DMAIC** approach. Solutions are tailored to **Define, Measure, Analyze, Improve** and **Control** to support continuous improvement within your operations.

GENEDGE services are designed to fit your business where existing resources are lacking, or just too busy. With our process improvements and growth solutions, GENEDGE ALLIANCE senior advisors apply best practices to your corporate culture and core values to craft a deployment model for success.



## Overview of GENEDGE services:

- ▶ **Lean Six Sigma** is the methodology more companies are using to optimize operations. GENEDGE has the experienced Lean Six Sigma Black Belts ready to deliver powerful solutions designed to improve quality and speed up your processes.
- ▶ **Lean Enterprise Solutions** produces more with existing resources by eliminating non value added activities. GENEDGE accomplishes this by meshing methodologies of Lean with Six Sigma's DMAIC problem solving approach. Proper synchronization of these two methodologies results in using the right tools at the right time, maximizing outcomes and completing projects as quickly as possible.
- ▶ **Quality Management Systems** is your customer's assurance that you have the resources, facilities and capability to meet their quality requirements. GENEDGE has a full range of proven tools to help you achieve ISO registration—the proof of QMS. And they're all delivered by our own Lean Six Sigma Black Belts.
- ▶ **Engineering & Technical Services** can support when internal resources for a short-term project or task are lacking. Our consultants have a rich and diverse knowledge of technology and industry, and the ability to adapt to any working environment. And they are ready to serve you for the duration of the project or for the long haul.
- ▶ **Lean Supply Chain** will assist in engineering and managing your supply chain by involving top-down leadership and your entire team to help achieve tremendous results in growth, innovation and profitability.
- ▶ **Innovation & Business Growth Services** provides a new conduit for growth by helping you zero-in on measurably smarter choices during product planning and development. Tap the hidden channels of innovation within your company and accelerate your best ideas from the vaults of planning to the reality of execution.

## What GENEDGE clients say:

“GENEDGE’s staff covers all areas of manufacturing, and their extensive knowledge base has helped our company broaden our technology base and improve our productivity and efficiency.”

— W. Charles Mattox, General Manager  
Applied Felts, Martinsville

“As a global business and market leader in our industry, the need to continuously improve key performance metrics is critical to maintaining a competitive edge. GENEDGE’s service enabled us to build internal capacity and ownership of the process, supporting continuous improvements.”

— Randy Palmer, Plant Manager  
Novozymes Biologicals, Salem

“GENEDGE provided vital assistance at a critical point in our business development. We had a need to strengthen and certify our quality system to ISO 9000 with insufficient resources available to accomplish the tasks in our compressed time frame. Clearly GENEDGE provided us cost effective assistance in the precise time frame required.”

— Ken Hill, President  
KSB, Inc., Richmond

“GENEDGE has been our chosen Lean Six Sigma provider for both training and deployment planning. Through the application of proven LSS tools we are taking our processes and our continuous improvement culture to the next level.”

— Todd Lee, Manager of Operational Strategy  
and Projects, AREVA NP, Lynchburg

“We have benefited greatly through our partnership with GENEDGE over the past three years. I feel that they are able to supply a valuable and affordable alternative in the engineering and marketing fields to small businesses. I would recommend their services to anyone with limited resources and expertise, and sometimes it’s a boost to have a fresh perspective.”

— James Hancock, President  
Virginia Plastics Company, Salem

“Our numbers prove the success of this [Lean Supply Chain] initiative. Our on-time delivery score for one key client has grown from 76% to 100%, and we are now one of their most trustworthy suppliers. It’s appropriate to say that I’m one of [Lean’s] biggest advocates. We anticipate revenues to increase significantly as we ‘sustain’ what we have initiated, while at the same time providing a cleaner safer environment for our people.”

— Tim Haulfer, Branch Manager  
Atlantech Distribution, Inc., Hampton



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Let **GENEDGE ALLIANCE** help

**GENEDGE**  
alliance

GENEDGE field offices are located throughout Virginia.

To contact **GENEDGE**, please visit us online at [www.genedge.org](http://www.genedge.org) or call one of our regional offices below:

**Northern Virginia** (540) 722-3405

**Richmond** (804) 323-2226

**Southside Virginia** (276) 666-8890 x221

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