

GENEDGE ALLIANCE

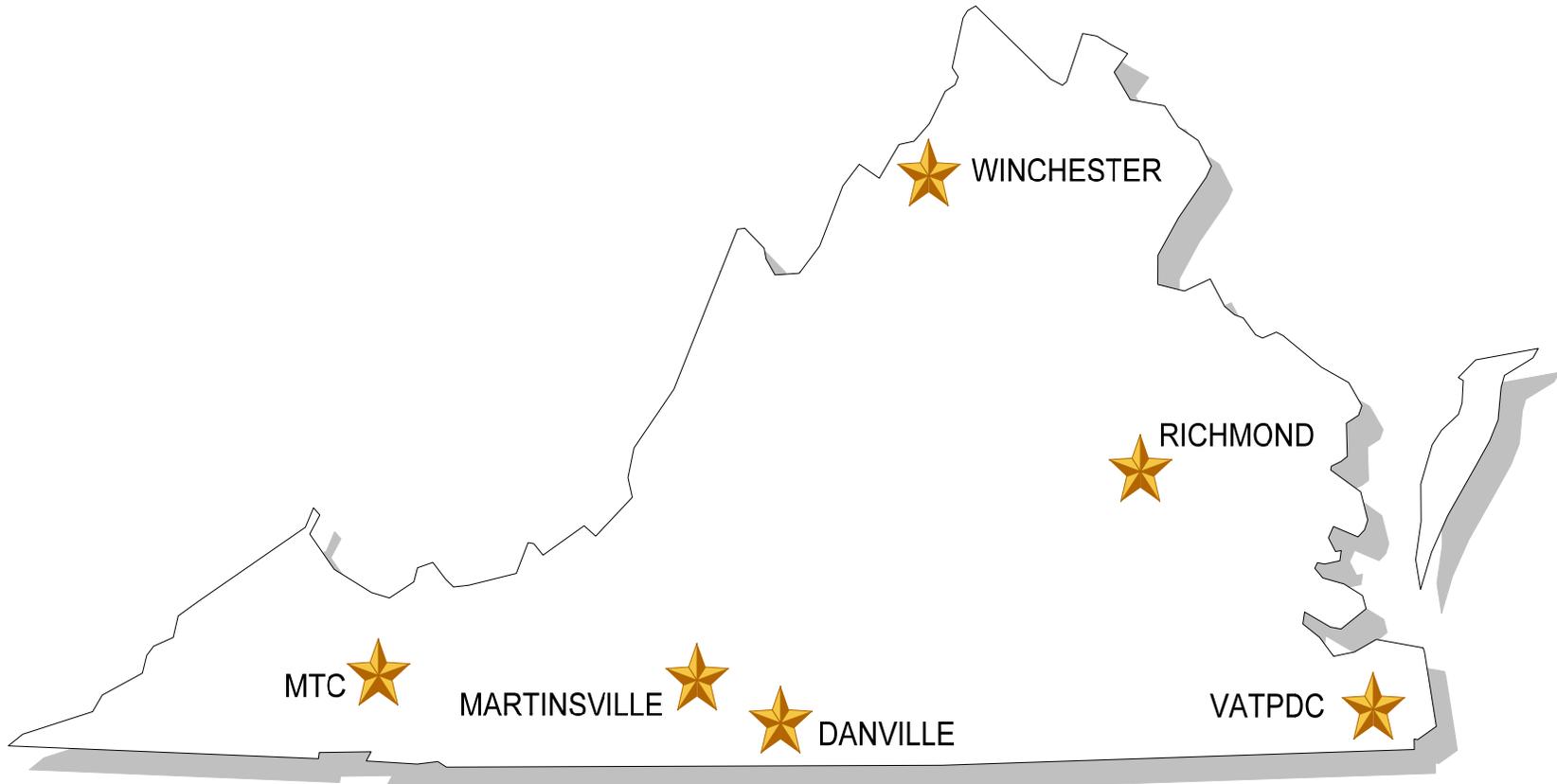
Support for Sustainability Projects

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SMART - Richmond, VA
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Who is GENEDGE?

- ◆ A state chartered consulting business created in 1992, with the Virginia Community College System / Patrick Henry Community College as fiscal agent.
- ◆ Formerly known as Virginia's A L Philpott Manufacturing Extension Partnership.
- ◆ Functions as an Economic Development entity for the Commonwealth.
- ◆ Provides services throughout Virginia and the District of Columbia directly, and through partners in Tidewater and Southwest VA.

Statewide Coverage



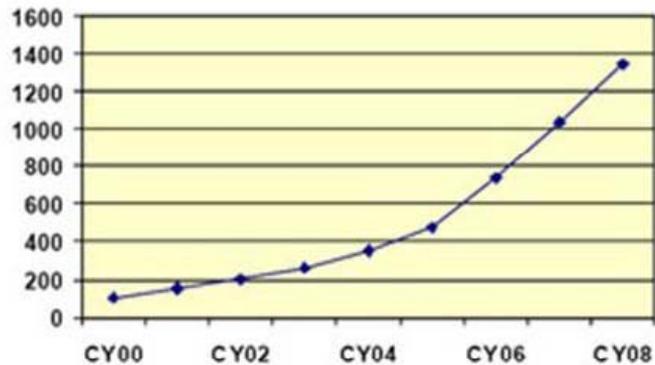
30 Professionals across the Commonwealth
Augmented by over 50 Associate Third Party Partners

Federal Partnership – NIST MEP

- ◆ VPMEP is one of 59 centers providing consulting services to manufacturers in all 50 states and Puerto Rico.
- ◆ The program is focused on innovation, cost reduction, and capacity improvement, with 1600 agents in the field.
- ◆ All centers are linked through their affiliation with the Hollings Manufacturing Extension Partnership
- ◆ <http://www.mep.nist.gov/>

Impact Based

Cumulative Economic Impact (in millions)



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



How does GENEDGE help its clients?

◆ Growth Advantage & Process Improvement Services

Public seminars and workshops

Specialized training (e.g., Lean Six Sigma)

Formal consulting projects

Partner with public and private sector resources

Access to nationwide network of MEP centers

Growth Advantage

- ◆ Enhances your competitive edge through a ***focused approach to strategic business practices.***
- ◆ Supports your creation of ***novel ideas for new products, channels and services.***
- ◆ ***Speeds*** your new ideas to market.
- ◆ Communicates an ***integrated message*** to your customer.
- ◆ ***Differentiates*** your business today for tomorrow's markets.
- ◆ Uses scientific, DMAIC-driven practices to help you create strategy and translate it into ***measurable tactics.***

Growth Advantage Portfolio

Growth Advantage	Ideas into Action	New Product Pipeline	Define Your Markets	Speed to Market	Build your Sales	Lead your Industry
Strategic and Tactical Executive Planning	Red					Yellow
Market Research			Blue			
New ProductMaker	Red	Dark Blue				
Merwyn Research® Idea Valuation	Red	Dark Blue	Blue			Yellow
Market Planning			Blue	Yellow		
Lean Product Development		Dark Blue		Yellow		
Marketing Execution				Yellow	Green	
National Innovation Marketplace			Blue	Yellow	Green	
Search Engine Optimization					Green	
SBIR Company Assistance	Red	Dark Blue	Blue	Yellow	Green	Yellow

Industrial and Business Process Improvement

- ◆ *Reduce costs* by relentlessly *increasing process efficiencies* and *lowering energy requirements*.
- ◆ Improve your team's effectiveness at *satisfying customer needs*.
- ◆ Implement practices that *internationally recognize* quality and management excellence.
- ◆ Design and develop innovative facilities that *flow product* with minimum effort and investment.
- ◆ Leverage culture to implement *positive change*.

Process Improvement Portfolio

	Ideas into Action	Manage The Business	Be More Effective	Cost Reduction & Efficiency	Green Opportunities	Lead Your Industry
Business Services						
Strategic & Tactical Executive Planning	Red					Orange
Executive Coaching	Red					
ISO 9000/14000 and AS 9100 Implementation		Purple				
FDA & c GMP Compliance		Purple				
Lean Six Sigma			Blue	Yellow	Green	Orange
A-3 Thinking			Blue	Yellow		Orange
Energy Reduction		Purple		Yellow	Green	
Industrial Engineering			Blue	Yellow		
Technology Development				Yellow	Green	Orange
Change Management	Red	Purple				

DOC / NIST-MEP future commitment

NIST-MEP future strategy:

The future role of the MEP is to be based on 5 core areas of manufacturing support:

- Continuous Improvement
- Technology Acceleration
- Supplier Development
- Workforce
- Sustainability
 - MEP will help companies by reducing their energy costs and environmental impacts
 - MEP will help companies develop new environmentally focused products and processes and gain entry into emerging markets.

Green Suppliers Network (Lean and Clean)

A Joint Program of NIST-MEP and EPA

- ◆ Aimed at helping small and medium-sized manufacturers stay competitive and profitable while reducing their impact on the environment.
- ◆ Program is based on review team assessments, which generate recommendations for the company. A key tool is value stream mapping that captures material and waste flows as well as the product flow.
- ◆ Concept of larger companies assisting smaller companies in their supply chain is emphasized.
- ◆ Federal support for the program ended in June

E3 Economy, Energy, Environment

A newer Joint Program among DOC, EPA, DOE, DOL, SBA

- ◆ An evolution of the Green Suppliers Network
- ◆ A technical assistance initiative that helps communities work with their manufacturing base to thrive in a new business era, focused on sustainability.
- ◆ Activity is coordinated with State and Local agencies.

E3 What do manufacturers get?

- ◆ Typical assistance is as follows...
 - A Lean assessment
 - An Energy audit
 - A GHG evaluation and carbon footprint calculation
 - A Clean review (Waste materials handling)
 - Recommendations for improvements and potential ROI's
 - Access to ongoing support, implementation resources and grant applications as appropriate.

E3 Early Projects

- ◆ Currently, two E3 projects have been completed, one in OH and the other in TX. Both were initiated by electrical utilities approaching the local business community and the State MEP's. They have already realized significant ROI.
- ◆ There are ongoing E3 programs in AL, MI, WV.
- ◆ Other states are expressing interest in starting projects including NC, SC, GA, and PA.

DOE-EERE Programs

Office of Energy Efficiency and Renewable Energy (EERE)

- ITP: Industrial Technologies Program (\$96M). Support, via cost share grants, for four key industrial segments, including forest/paper products and chemicals. There are several projects ongoing in the state.
- SBIR/STTR: Small Business Innovative Research/Technology Transfer (\$100M). Multi stage grants to small businesses involved in developing capabilities in specific energy technologies
- 'Save Energy Now' State Partnerships. Includes energy saving assessments all across the state and research projects, many of which are based at Virginia Tech.

What have these companies got in common?

- ◆ Boeing
- ◆ IBM
- ◆ Lockheed Martin
- ◆ Honeywell
- ◆ Yahoo
- ◆ Pfizer
- ◆ Caterpillar
- ◆ Volvo
- ◆ Capital One
- ◆ General Motors
- ◆ General Electric
- ◆ CSX Transportation
- ◆ Duke Energy
- ◆ Dow Chemical
- ◆ Raytheon
- ◆ Best Buy

They are all partners in the EPA Climate Leaders Program.

They have/are making commitments to significantly reduce their GHG emissions



EPA Climate Leaders Program

- ◆ Program is aimed at GHG Management...
 - Allows companies to create a detailed and credible record of their accomplishments in GHG reduction using a standardized measurement protocol
 - Helps companies improve their bottom line through energy cost reductions and promote themselves as corporate climate leaders
 - Two pronged initiative...
 - 'Partners Program' for larger organizations
 - 'Small Business Network Membership' for smaller companies.
 - EPA is looking to NIST-MEP affiliates to promote the program to smaller manufacturers and potentially assist them in achieving their goals

State based organizations and events

- ◆ VA Dept of Mines, Minerals and Energy, Division of Energy
 - Energy efficiency rebate programs
 - Solar and wind energy rebate program
 - Conservation Block Grant Program

- ◆ VA-Alternative and Renewable Energy Association.
 - A consortium of energy related companies including Dominion and Appalachian Power and BP Wind Power.

- ◆ Virginia Sustainable Building Network, Virginia Sustainability Forum. In existence since the 1990's.
 - Promotes environmentally sound building practices.

- ◆ The Governor's Conference on Energy: Oct 12 -14

For More Info

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