

Building Strength in DoD Contractors

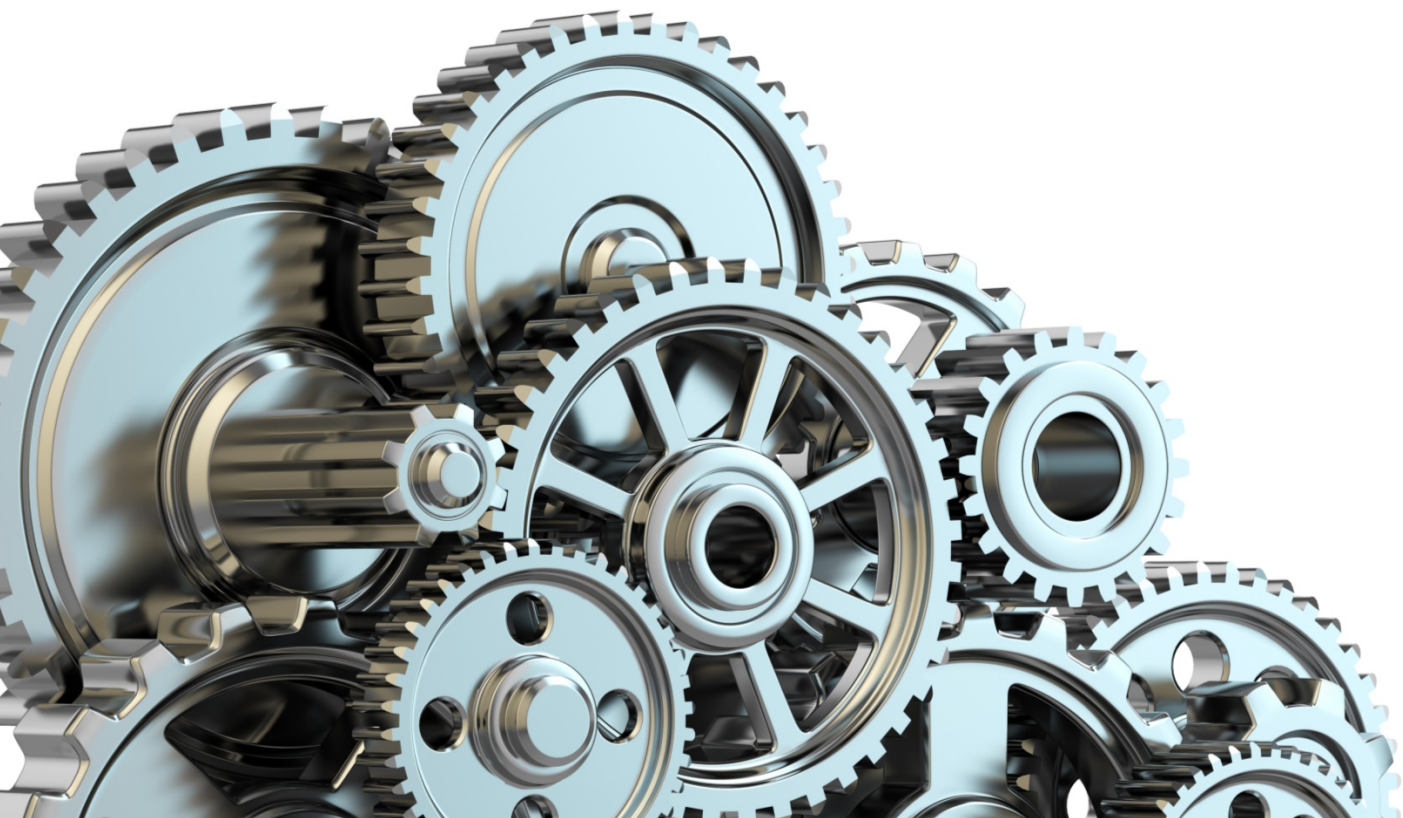
“With CoreValue, the conversation gets
real honest, real fast.”

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Reducing Systemic Risk to Supply Chain Participant Companies

Program Background:

Sequestration disproportionately impacted enterprises selling to the Department of Defense (DoD). These enterprises have complex supply systems, made up of mid-market private companies.

The companies participating in these supply systems are vital to local and regional economies (job base); and to the ability of prime contractors to meet DoD needs. It is in the regional and national interests to ensure the operational strength of these companies.

- The Genedge program is designed to build the operational strength and company value of supply chain companies.
- The lessons learned from measuring, stabilizing and growing participant companies are broadly applicable to supply chains facing risks including offshoring, economic downturns, and demographic trending.



GENEDGE is a leading member of the nationwide network of Manufacturing Extension Partnership (MEP) centers. MEPs are cooperatively affiliated with the National Institute of Standards and Technology (NIST), and the U.S. Department of Commerce. Genedge is an effective, experienced player in building operational strength and company value.

Program Format:

- Goal: to measure and improve operational performance of independent supply chain-participant companies.
- Participant profile: DoD supply chain companies with at least 20 and less than 500 employees.
- Genedge screened interested companies using CoreValue Engage, generating preliminary diagnostic data.

CASE STUDY

- Based on the Engage data, Genedge selected companies to proceed to a comprehensive business health and value assessment. The assessments build on the CoreValue Engage results, using CoreValue's follow-on technology.
- The screening workshop quantified the opportunity for the subject company's strategic growth.
- **Genedge used the workshops as an opportunity to discuss potential areas of advisory services while generating data from all applicants (analytics).**
- Genedge selected appropriate targets based in relevant part on Engage results. Genedge will work with selected companies to build their operational health and value based on data and results generated by CoreValue.
- CoreValue® output is measured against best-in-class companies. Output gaps are prioritized, and proposals are prepared by Genedge for services to close gaps and address business growth.

Conclusion:

- The performance of many of the nation's largest enterprises is linked to the health of their supply systems.
- To ensure the performance of these supply systems, the enterprise must gain

transparency into the operations of the supply system participants.

- This transparency is gained through dedicated strategic programs, generating the data required for positive action company by company.
- These programs benefit the enterprise, the supply system participants, and the stakeholders which rely on their performance.
- While companies may take individual action, a systemic program based on real-time data and supported by qualified professionals maximizes the benefits for all stakeholders.
- These programs are replicable across enterprises and regions.

Notes on this program, powered by CoreValue:

- Genedge holds a CoreValue Firm License, including access for the firm's advisors. To gather both individual company and aggregated program data, Genedge uses a CoreValue company license with each participating supply chain company.
- Broad data is generated by using CoreValue Engage with hundreds of prospect companies.
- Focused, company-specific data is generated by using CoreValue.