



GENEDGE Alliance Board Chair, Jeff Jaycox

If you're a small manufacturer with 10 employees and two of them want to attend offsite training, that would reduce your onsite workforce by 20 percent. That poses a strain on your resources, yet it's important for employees to keep current.

But if a company is a [GENEDGE Alliance](#) member, it would be able to bring the training to employees, and on their terms – along with a plethora of other services.

“GENEDGE Alliance provides a tremendous amount of support in all aspects of manufacturing, from technical, marketing, leadership and training, and through those connections in the marketplace it puts you in place with vendors and potential consultants,” said Jeff Jaycox, chair of the Alliance’s Board of Trustees and president and owner of [Tabet Manufacturing Co.](#) in Norfolk.

The GENEDGE Alliance membership, is a new program that kicked off in January, it offers a broad range of expertise that is scalable to a company’s unique needs. Unlike many consultants who offer a fairly narrow menu and try to upsell their clients, GENEDGE Alliance takes a different approach of trying to provide what you need at a good value. Depending on a company’s size and where it’s located, many services are offered for free or on a cost-sharing basis.

GENEDGE Alliance members can access a variety of helpful resources and tools such as information sharing, direct consulting services from a GENEDGE Alliance manufacturing expert, third-party subject matter experts, or access to university-based student intern teams.

The GENEDGE Alliance is Virginia’s best public resource to help manufacturing and industry innovate, compete, and grow. There’s an online member platform Jaycox said, which is self-driven. “If you chose, you can upgrade or pay for onsite or more personalized support. It’s a good foundation for any company to go in there and build up.”

For instance, if a manufacturer's employees want to learn how to read and interpret blueprints, GENEDGE Alliance's website offers an online training module through its partnership with [Tooling U - SME](#) discounted for GENEDGE Alliance members that they can do at their own pace. GENEDGE Alliance also offers experts, products, and [services in supply chain optimization, cybersecurity, and marketing](#), among many areas.

GENEDGE Alliance is part of the national [Manufacturing Extension Partnership](#), a public-private venture dedicated to serving small- and medium-sized manufacturers. All 50 states and Puerto Rico have MEP centers, which each area designs for its manufacturing landscape.

In particular, GENEDGE Alliance is targeting smaller manufacturers. While large-scale national manufacturers receive a lot of attention, smaller ones do not, Jaycox pointed out. GENEDGE Alliance will bridge that gap.

Jaycox can personally attest to the value of GENEDGE Alliance's expertise. His company is a leading developer and manufacturer of large suite communications equipment and custom solutions for military and industrial customers. He initially worked with GENEDGE Alliance as a client on learning lean manufacturing principles about 10 years ago. Since then, he's worked with GENEDGE Alliance on a number of different projects including market research and ISO-9000 certification.

"They gave us feedback of what to pursue and what we could expect," he said. "I would recommend the services of our experts to any manufacturer, particularly small companies."

For more information about the GENEDGE Alliance, click here: www.genedge.org.

Click to view GENEDGE Alliance [Case Studies](#).