

GENEDGE ALLIANCE



\$252 million in new and retained sales
\$25 million in new investments
1,448 jobs created or retained

GENEDGE ALLIANCE creates and maintains industrial and manufacturing jobs by helping Virginia industries compete. GENEDGE ALLIANCE, as a part of the Commonwealth's economic development team, is committed to the long-term success of your company and the Virginia economy. GENEDGE ALLIANCE provides affordable, high quality assistance that can help your company increase productivity, lower costs, identify growth opportunities, improve technology application, and strengthen your production team.

Experience: With more than 20 years average management and engineering experience, GENEDGE ALLIANCE'S project managers can quickly assess, consult, and assist with your transformation into a 21st century enterprise. They provide hands-on, high quality assistance to help your company lower costs, increase productivity, and strengthen your competitive position.

Bottom Line Results: GENEDGE ALLIANCE is committed to the long-term success of Virginia enterprises. Our assessment process is results oriented. The effectiveness of our affordable, professional consulting services is measured by the cost savings and bottom line profitability we help you achieve. Our results are independently surveyed to insure your satisfaction.

For more information, contact:



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* Impacts are based on clients receiving service in FY2010

CLIENT SUCCESS: EAGLE AVIATION TECHNOLOGIES

“Eagle Technologies was faced with meeting a new requirement demanded upon by its customers, reaching certification of the AS9100 Quality Standard. With the assistance of GENEDGE, Eagle Technologies not only met the requirements but has been growing ever since. GENEDGE took the time to learn who we are and what we want to achieve, they truly de-mystified the standard for us and were a valuable part of our team.”

Mia C. Copeland, VP of Contracts and Administration

Winchester Tool LLC Achieves ISO 9001:2008 Certification

Eagle Technologies, LLC is a veteran-owned, aerospace research and prototype development company located in Hampton, Virginia. Eagle Technologies supports its engineering expertise with a composite model assembly shop and precision machine fabrication shop for customized solutions of complex components, precision machined parts, and assemblies. Customers typically require custom prototypes or a production run of a component to meet a larger development specification. The company currently employs 65 people.

Situation:

Eagle Technologies was encouraged by their customers to secure an AS9100 registration as their quality system. Their existing quality system was moderately developed from internal resources. Eagle Technologies sought assistance from GENEDGE ALLIANCE, a NIST MEP network affiliate, to address reaching AS9100 readiness with their current quality system.

Solution:

GENEDGE ALLIANCE facilitated the project for an AS9100 Quality Management System Readiness Assessment (Phase I) prior to an outside third party registration audit. This assessment would be designed to assist Eagle Technologies in successfully securing their AS9100 registration and meeting the requirements for internal auditing for their registration. The Readiness Assessment (Phase I) provides a structured approach to developing, implementing, and sustaining the quality management system to help Eagle Technologies in achieving its overall objectives of customer satisfaction, competitiveness, and profitability from the implementation of an AS9100 based quality management system.

In cooperation with Eagle Technologies' staff, GENEDGE ALLIANCE evaluated operations to determine where the company stood with respect to meeting the requirements of AS9100. The assessment looked at its entire operation in terms of systems, processes, methods, and controls, including configuration management as required by AS9100. The readiness audit would follow the AS9100 guidelines used by registrars with the exception that GENEDGE could give advice and recommendations in the areas where the quality system has not met the standard. Currently, outside registrars cannot directly provide advice and solutions to quality system issues they discover. Phase II (in a separate project) would be a follow up audit after the external registration to meet internal audit requirements for ongoing AS9100 compliance in the first year of registration.

Results:

- * Achieved AS9100 certification.
- * Increased sales by 37 percent.
- * Realized \$30,000 in cost savings.
- * Invested \$3,500 in workforce development.
- * Created 25 jobs.

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Feb 2012