





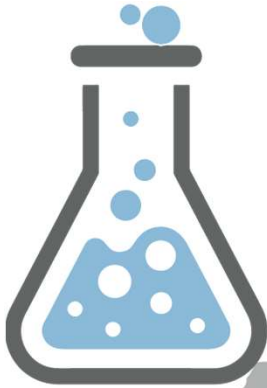
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Manufacturing

Manufacturer's Edge

**The Colorado Manufacturing
Network powered by Sustainment**

Next Steps



As a major source of R&D
58%
of Manufacturing accounts for
U.S. Research and Development



Manufacturing comprises
11.1% of our GDP

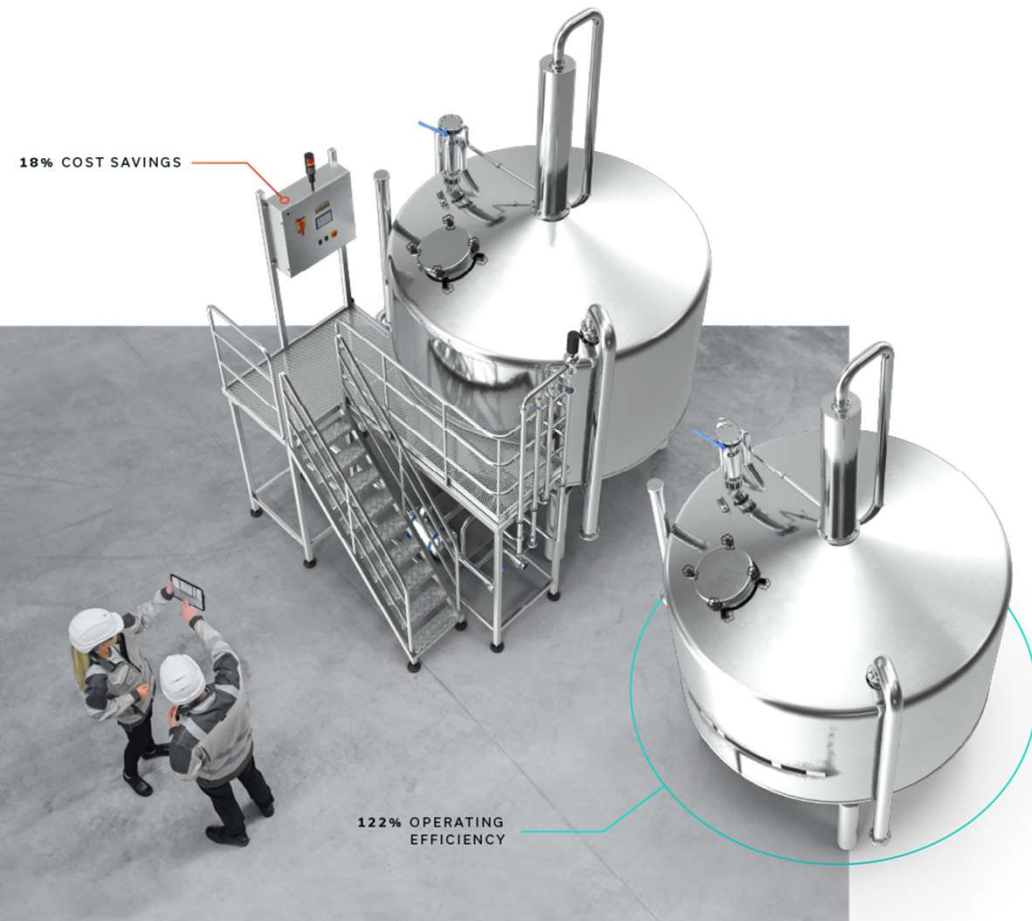


Manufacturing in Colorado

- 6,000 manufacturers
- 154,700 jobs = 5.4% of total employment
- \$26.52 B (2019) total output
by comparison, tourism = \$24.2 B (2019)

**Who is
Manufacturer's
Edge?**





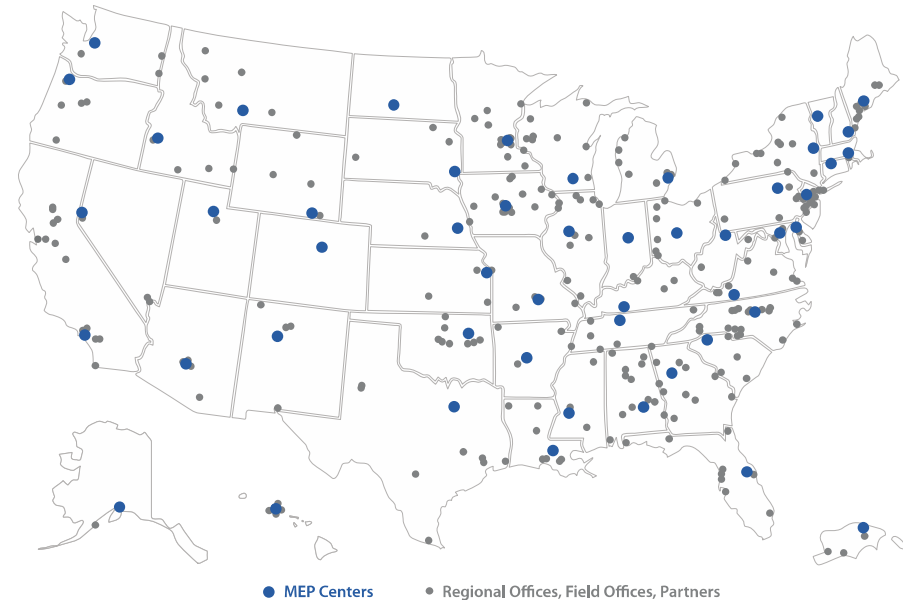
Colorado Roots. National Impact.

- Colorado's official Manufacturing Extension Partnership (MEP) center
- Providing onsite support, strategy and planning, and technical assistance to manufacturers of all sizes
- Leveraging a combination of in-house experts and a nationwide network of specialists and resources
- Supporting manufacturers in industries as wide-ranging as aerospace to craft brewing



MEP National Network

- 51 centers in all 50 states and Puerto Rico
- Over 1,400 trusted advisors and manufacturing experts
- Nearly 2,100 service providers and partners





Our Solutions

Using both our in-house experts and our extensive network of partners and resources, we work side-by-side with manufacturers in all industries to improve every aspect of their business from efficient floor layout to leadership development.



OPERATIONS

Reducing cost, increasing productivity, and improving your bottom-line



PEOPLE

Recruiting and retaining talent and cultivating leadership



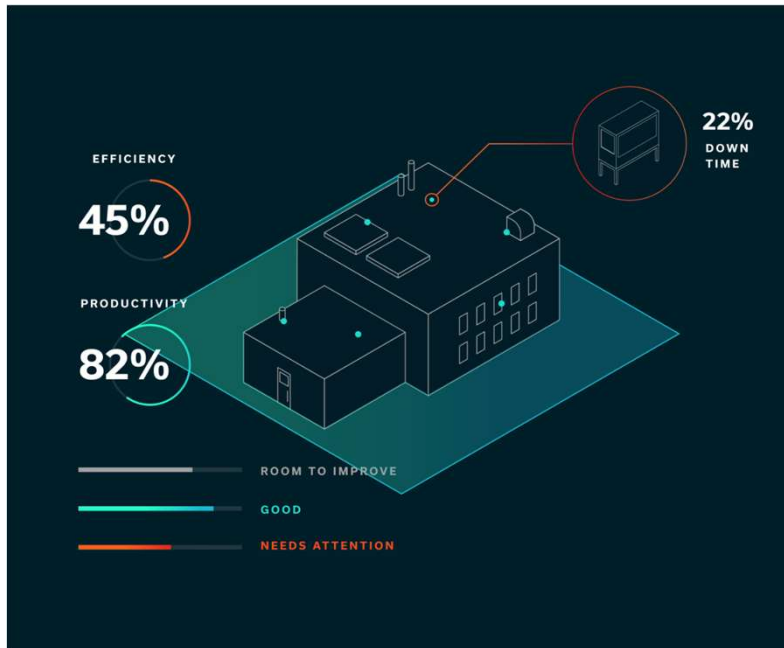
DATA & TECHNOLOGY

Adopting and implementing the latest technologies to take you to the next level



SUCCESS PLANNING

Supporting the long-term success of your business



Our process supports continuous improvement for manufacturers, building from the foundation of our Business Health Assessment to create custom solutions for each client

Our Process

Assess

Plan

Align

Deploy

Follow Up

Business Health Assessment

The business health assessment is a unique tool designed by Manufacturer's Edge to:

- **Identify** your organization's pain points in a comprehensive 360-degree manner
- **Prioritize** the areas of improvement
- **Formulate** a strategy





IMPACT FOR COLORADO MANUFACTURERS IN THE LAST 5 YEARS

\$231M

INCREASED SALES

891

JOBS CREATED/
RETAINED

\$114M

COST SAVINGS

\$373M

NEW INVESTMENTS

Results-driven manufacturing
solutions powered by people

Measuring Impact

- Measured on a total of 10 metrics
- Measured by an impartial 3rd party survey system
- Must maintain a high ranking in order to retain federal funding



Colorado Manufacturing Network

POWERED BY **SUSTAINMENT**



SUSTAINMENT

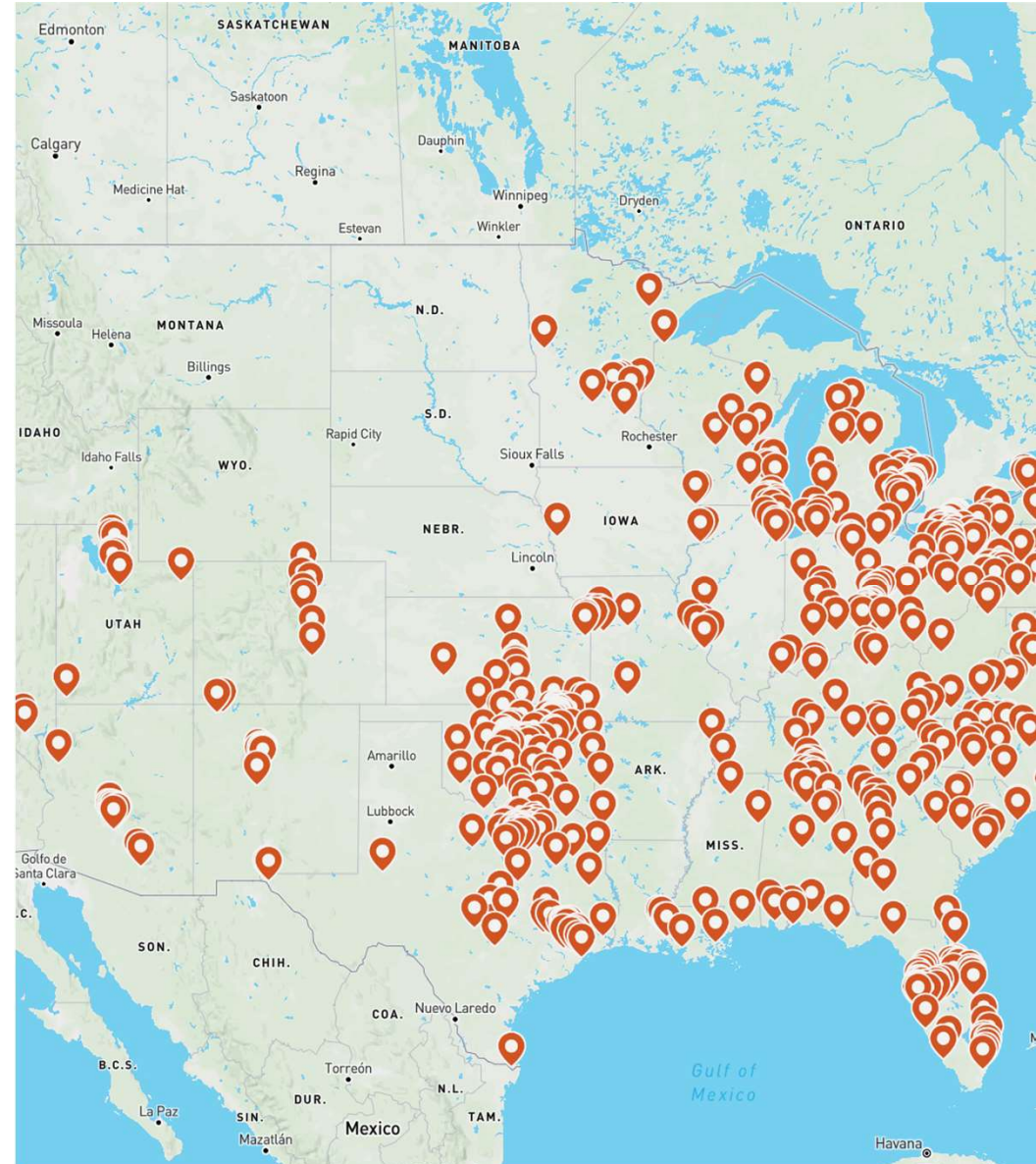
Sustainment builds cutting-edge software and AI applications to transform how commercial, government, and regional teams discover, engage, and interact with the US manufacturing economy

- Dual-use technology, supporting both government and commercial procurement
- Multiple DoD and SBIR engagements/investment bringing buyers to the network
- Active collaboration with leading universities



Connecting and mobilizing the entire manufacturing ecosystem

Sustainment's vision is to reimagine the American manufacturing base as a hyperconnected, secure, and resilient ecosystem of local and regional suppliers who can more easily connect and interact with the government and industry organizations that support or rely on them.





Aligning incentives to develop a common operating picture

Linking the entire ecosystem on a single platform that delivers value to all members results in quality, timely manufacturer and workforce data and provides a single source of truth and connectivity.

The resulting platform data can be applied to solve critical challenges at the local, state, and national level.





Our Technology

Our platform makes heavy industry more efficient & gives vendors increased customer access.

23,000+

COMMUNITY
MANUFACTURERS

65+

MANUFACTURING
SPECIALTIES

1,900+

COMPANY
STORIES

20+

INDUSTRIES
SERVED



Value to Manufacturers

Showcase your business and present your capabilities, certifications, SB classifications, and much more to connect with the *right* customers.

Expand your local network to identify and collaborate with a broader network of local and regional partners and suppliers.

Identify new opportunities and directly access current RFQs from multiple sources to help you explore and expand into new markets

Access support resources including federal, state, and local manufacturing programs, resources, and expertise

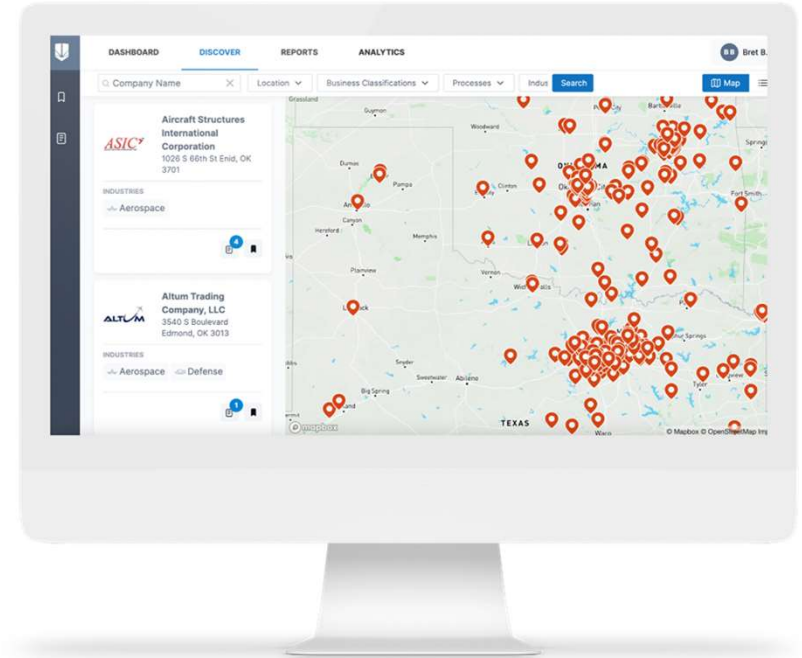


How the Sustainment Platform Works

Aggregate supply with matching algorithms to make SMB manufacturers discoverable

Captures and utilizes precise capability data to expose available capacity

Software products to digitize processes and solve key workflow challenges for all ecosystem participants



Small-Medium
Manufacturer Product

Defense Enterprise
Product

Commercial Enterprise
Product


State & Local Product

Manufacturer Data

AI Part / Capability Matching Engine

Manufacturing Process Data





COMMUNITY

Search, Connect & Showcase Your Business in the Sustainment Community

\$0/mo

SELECT PLAN

For manufacturers who want to present their capabilities to new customers, while finding, connecting, and collaborating with new partners.

The screenshot displays the 'DISCOVER' section of the Sustainment platform. At the top, there are navigation tabs: DASHBOARD, PROJECTS, MY COMPANY, OPPORTUNITIES, and DISCOVER. Below these is a search bar with 'Company Name' and filters for 'Processes' and 'Industries'. The main content area is split into two columns. The left column features three company profiles:


- FALCON PROTOTYPING & MACHINE LLC**: 10570 Chiming Bell Cir, Peyton, CO 80831. Processes: Machining, Grinding (+4). Experience: Defense, Aerospace (+1). + Connect
- MBK Machine**: 7450 Johnson Drive, Longmont, CO 80504. Processes: Grinding, Machining (+3). Experience: Aerospace, Automotive (+5). + Connect
- Springs Fabrication, LLC**: 850 Aeroplaaza Dr, Colorado Springs, CO 80916. Processes: Assemblies, Machining (+5). Experience: (partially visible).

The right column shows a map of Colorado with numerous red location pins indicating the presence of manufacturing companies across the state. The map includes labels for various cities and geographical features like national forests and grasslands.



Showcase Your Company and Capabilities

- 65+ specific processes
- Industries
- Specialties and Certifications
- Experiences
- Classifications
- Photos of your work



Springs Fabrication, LLC
850 Aero plaza Dr,
Colorado Springs, CO 80916

[+ Connect](#)

CONTACT
[Website](#)
[Show contact](#)

Overview

PROCESSES

Assemblies Subprocesses: 1	Coatings and Finishing Subprocesses: 3	Machining Subprocesses: 3
Other Processes	Precision Cutting Subprocesses: 2	Sheet Metal Fabricating Subprocesses: 2
Test or Services Subprocesses: 4		

EXPERIENCE

Aerospace	Agriculture and Construction	Defense
Machinery (Other)	Oil and Gas	Other Industries
Transportation (Other)	Wind	

SPECIALTIES

ISO 9001:2015	Small Business
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Search for New Partners

- By location
- By Process
- By Industry

The screenshot shows a web application interface for finding manufacturing partners. The interface is divided into several sections:

- Navigation:** A top navigation bar with tabs for DASHBOARD, PROJECTS, MY COMPANY, OPPORTUNITIES, and DISCOVER. A user profile dropdown for "Steve C." is visible in the top right.
- Search Bar:** A search bar with the placeholder "Company Name" and a search button. A "Clear Filters" button is also present.
- Company Profiles (Left Panel):**
 - FALCON PROTOTYPING & MACHINE LLC:** 10570 Chiming Bell Cir, Peyton, CO 80831. Processes: Machining, Grinding (+4). Experience: Defense, Aerospace (+1). + Connect button.
 - MBK Machine:** 7450 Johnson Drive, Longmont, CO 80504. Processes: Grinding, Machining (+3). Experience: Aerospace, Automotive (+5). + Connect button.
 - Springs Fabrication, LLC:** 850 Aeroplaza Dr, Colorado Springs, CO 80916. Processes: Assemblies, Machining (+5). Experience: (empty).
- Filter Menu (Overlaid on Map):**
 - Check All
 - Additive
 - Assemblies
 - Castings and Moldings
 - Coatings and Finishing
 - Forging
 - Grinding
 - Heat Treatment
 - Machining
 - Other Processes
 - Precision Cutting
 - Sheet Metal Fabricating
 - Test or Services
 - Tooling
- Map (Right Panel):** A map showing a geographical area with numerous orange location pins indicating potential partners. The map includes labels for locations like Kremming, Granby, Nederland, Vail, Silverthorne, Frisco, Arapaho National Forest, Rocky Mountain National Park, Estes Park, Roosevelt National Forest, Ault, Evans, and Watkins.



Connect and Collaborate

- Secure messaging
- Messaging is shared with all users in a company so you can easily keep track of progress and communications across teams

The screenshot displays a messaging interface within a company portal. The top navigation bar includes 'DASHBOARD', 'PROJECTS', 'MY COMPANY', 'OPPORTUNITIES', and 'DISCOVER'. A user profile 'Steve C.' is shown in the top right. A left sidebar contains navigation icons for home, messages, profile, and an 'Invite' button. The main content area is titled 'Messages' and shows a list of messages from 'Katie's CNC' and 'TMAC'. A detailed view of a conversation with 'Katie's CNC' is shown on the right, featuring messages from 'Katie Sihler' and a response from 'You'.



Utilize New Resources

- Sustainment provides easy access and exposure to your area's resources specifically for manufacturers.
- Geofenced so you only see what applies to you

The screenshot displays a web application interface for 'Resources'. The top navigation bar includes 'DASHBOARD', 'PROJECTS', 'MY COMPANY', 'OPPORTUNITIES', and 'DISCOVER'. A user profile 'Steve C.' is visible in the top right. The main content area is titled 'Resources' with the subtitle 'Manufacturing resources in your region'. A vertical sidebar on the left contains icons for home, search, and other functions. The main content is organized into a grid of five resource cards:

- Boulder Economic Council:** The Boulder Economic Council (BEC), the economic development arm of the Boulder Chamber, is a private, nonprofit leadership group of prominent business and community executives dedicated to Boulder's economic prosperity. The BEC's priorities are to s... Show more... View Personnel View Website
- Jeffco EDC:** Jeffco EDC is an advocate for the county's business community and is dedicated to building economic prosperity. We promote job creation by encouraging attraction, expansion, and retention of primary employers. View Personnel View Website
- Montrose Economic Development Corp.:** Our economic development office assists manufacturing companies and their support businesses and all primary employers with recruitment, retention and expansion efforts. We serve as the liaison to the State of Colorado Economic Development Office, as... Show more... View Personnel View Website
- Colorado Office of Economic Development:** Colorado: Where passion meets purpose. The Colorado Office of Economic Development and International Trade (OEDIT) works with statewide partners to create a positive business climate that encourages dynamic economic development and sustainable job g... Show more... View Personnel
- Manufacturer's Edge:** Manufacturer's Edge encourages the strength and competitiveness of Colorado manufacturers through coaching, training, and consulting, collaboration-focused industry programs, and by leveraging government, university, and economic development partners... Show more... View Personnel View Website



Join at manufacturersedge.com/co-mfg-network

Sustainment is free for manufacturers and support organizations





THANK YOU
THANK YOU
THANK YOU