



MANUFACTURER'S EDGE

Manufacturer's Edge is a statewide manufacturing assistance center, partially funded by the NIST Manufacturing Extension Partnership (MEP). Manufacturer's Edge encourages the strength and competitiveness of Colorado manufacturers through onsite technical assistance through coaching, training, and consulting, collaboration-focused industry programs, and leveraging government, university and economic development partnerships.

Through onsite support and technical assistance, Manufacturer's Edge works to boost the competitiveness of Colorado manufacturers. The Manufacturer's Edge's experienced engineers and business professionals have skills in manufacturing, management, process improvements and technology acceleration and work closely with manufacturers to provide company assessments and customized solutions including hands-on facilitation and implementation. Manufacturer's Edge is committed to maintaining a high level of customer satisfaction and providing results that improve a company's bottom line.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



\$128.4 Million

Total Increased/Retained Sales



523

Total Increased/Retained Jobs



\$67.5 Million

New Client Investments



\$17.8 Million

Cost Savings

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SECURING SUCCESS: MBK MACHINE'S CYBER COMPLIANCE JOURNEY AND BUSINESS GROWTH

ABOUT MBK MACHINE . Established over 30 years ago in Frederick, Colorado, MBK Machine, currently under the ownership of Stacey and D'Wayne Cook since their acquisition in 2014, has evolved into a leading high-precision CNC machining provider. Started with four employees, the company has grown substantially to employ 28 skilled professionals. Specializing in smart solutions and precision machining, MBK caters to various production needs, including small and large quantities, prototypes, and research and development projects.

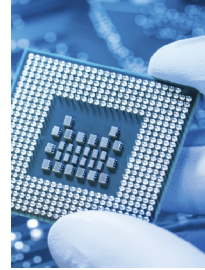
THE CHALLENGE. In the dynamic realm of cybersecurity compliance, machine shops across the nation, including several in Colorado, have grappled with the formidable challenges posed by the Cybersecurity Maturity Model Certification (CMMC) requirements. Recognizing the critical importance of adapting to these new requirements, MBK Machine, a stalwart in the industry, acknowledged the need for expert assistance to not only ensure compliance but also to safeguard their operations against the potential risks associated with non-compliance.

MEP CENTER'S ROLE. In response to this pressing need, MBK Machine proactively sought the expertise of Manufacturer's Edge, part of the MEP National Network™. MBK Machine underwent a comprehensive cybersecurity evaluation, marked by a meticulous gap assessment. This evaluation served as the foundation for formulating a strategic project plan tailored to MBK's unique needs. The cybersecurity expert from Manufacturer's Edge provided invaluable guidance throughout the process, steering MBK Machine through the intricacies of compliance requirements. MBK Machine successfully achieved compliance with the CMMC standards, but they also fortified their resilience against the industry-wide challenges that have compelled other machine shops to close their doors.

The collaboration with Manufacturer's Edge has proven to be transformative for MBK Machine, with the cybersecurity compliance project yielding an enormous impact on their operations. The decision to become compliant not only safeguarded the company's existence but also positioned it for expansion. In an industry where numerous Original Equipment Manufacturers (OEMs) are severing ties with non-compliant suppliers, MBK Machine's commitment to cybersecurity compliance has been a strategic advantage; MBK has not only retained existing contracts but has also secured new ones. MBK Machine serves as a testament to the transformative power of embracing and navigating the challenges of cybersecurity compliance in a rapidly evolving industrial landscape.

"Manufacturer's Edge in Colorado has helped us obtain new customers and helped us to keep existing customers by working with us to implement NIST cyber security compliance measures that we do not internally have the knowledge or skills to implement. Manufacturer's Edge has been a great help to us and our team."

-Stacey Cook, Vice President



RESULTS



\$4,500,000 in new investment



\$2,000,000 in new or retained sales



\$1,100,000 in cost savings

