



## TEXAS MANUFACTURING ASSISTANCE CENTER (TMAC)

TMAC delivers hands-on business management, technology and operations solutions to a wide range of businesses, including manufacturing, distribution, logistics, construction, health care and government. We have a wide array of services that accelerate profitable growth by developing and improving products, processes, technologies and people. Our mission is to increase the global competitiveness of the Texas economy by working to grow the extended manufacturing enterprise. We understand the issues our customers face on a daily basis. Whether you are in operations, human resources, maintenance, an executive leader, or any other area of your company, TMAC is on your side. TMAC doesn't leave a to-do list for you to navigate alone. Because of our hands-on approach, we work with you to achieve dramatic results and impact. Our objective is not to implement these methodologies to you or for you, but rather with you to develop your in-house expertise so that improvements are sustainable for today and into the future.

## ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2024



**\$375.1 Million**

Total Increased/Retained Sales



**4,215**

Total Increased/Retained Jobs



**\$265.1 Million**

New Client Investments



**\$309.8 Million**

Cost Savings

## CONTACT US



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## FLUXWORKS: EMPOWERING PROGRESS, TRANSFORMING MOTION

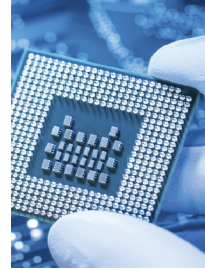
**ABOUT FLUXWORKS, LLC.** FluxWorks, Inc., ("FluxWorks") is a Texas-based small business, founded in 2021 that seeks to commercialize multiple magnetic gear technologies developed at Texas A&M University in College Station, Texas. They specialize in creating dual-use, reliable, safe and effective products with a commitment to technical excellence and attention to detail. Their core values, relationship, team, quality of work, drive their company culture, business practices and inspire a collaborative and integrity focused environment.

**THE CHALLENGE.** DFARS 252.204-7012 initially allowed companies to self-attest that they met DoD minimum cybersecurity requirements in alignment with NIST SP 800-171 (Rev 2). However, in November 2020, DFARS 252.204-7019 and DFARS 252.204-7020 were introduced to ensure more accurate reporting of cyber security compliance. These new requirements provided a higher confidence level that companies submitted more accurate information about their cybersecurity compliance to the DOD. To comply, companies must maintain a system security plan (SSP) and a plan of action and milestones (POAM) for addressing any deficiencies. These additional DFARS requirements include entering a Supplier Performance Risk System (SPRS) score in the Procurement Integrated Enterprise Environment (PIEE). This is a legal requirement for a defense industrial base (DIB) company to be able to handle controlled unclassified information (CUI) when doing business with the DOD, DOD suppliers and/or space applications. FluxWorks had already secured multiple Small Business Innovation Research (SBIR) contracts and was aiming to expand into larger contracts and obtain follow on funding. However, a significant obstacle was meeting the requirements of all applicable DFARS. To address this challenge, FluxWorks proactively reached out to TMAC, part of the MEP National Network™, for assistance.

**MEP CENTER'S ROLE.** FluxWorks engaged TMAC to perform a gap assessment, which helped establish a strategic plan for achieving full compliance. TMAC addressed some of these gaps and referred FluxWorks to a third-party company, Assessivate, to close the remaining ones. This process brought FluxWorks to a compliance level typically seen in more established defense industrial base (DIB) companies. As a result, FluxWorks was able to confidently post its SPRS score on the PIEE website, supported by the necessary documentation to validate its cybersecurity compliance.

**"Working with TMAC jump-started our journey toward full NIST SP 800-171 compliance. Their initial gap assessment established a strong baseline and ensured we were well-prepared when engaging a third-party company to implement our cybersecurity policies and controls. Additionally, TMAC has been instrumental in planning and executing our new 9,000-square-foot facility, which will create new jobs and manufacturing opportunities in Conroe, TX."**

-Kyle Maier, Planning & Execution Manager



## RESULTS



FluxWorks landed a **\$2,000,000** contract with the U.S. Army



Workforce expanded by **37%**



Upscale their manufacturing capabilities to a new 9,000-sq.-ft. facility.

