

MARYLAND MANUFACTURING - POSITIONED TO PROTECT THE
NATIONAL INFRASTRUCTURE

ABOUT TRITON METALS, INC. Triton Defense was formed in 1995 as Triton Metals in White Plains, MD, as a simple job shop focused on custom projects, metalworking and contract manufacturing solutions. Today, the organization is one of the largest metal manufacturers on the East Coast, serving the Defense, Commercial and Architectural markets. In 2010, Triton began work on the research and development of Electromagnetic Pulse (EMP) and High Altitude Electromagnetic Pulse (HEMP) protection solutions. Through these efforts, Triton has developed a unique capability as one of the country's leading providers of EMP and HEMP solutions for defense, infrastructure and commercial applications. In 2019, Triton made the decision to re-brand and re-launch the organization as Triton Defense, an organization committed to the defense of the infrastructure and assets of the United States through custom manufactured solutions designed to protect against all hazards.

THE CHALLENGE. Triton Defense has developed capabilities to manufacture and produce HEMP and EMP modules capable of providing protection to the critical infrastructure of the United States in case of an EMP/HEMP attack. In addition, at the beginning of March 2019, an Executive Order was issued requiring the US to protect its critical infrastructure from such attacks and requiring Federal, State and Local Agencies, Utilities and other organizations to respond to meet the need. In developing their EMP/HEMP capabilities, Triton has developed a competitive advantage within the industry and is well positioned for exponential growth. However, the organization required assistance in the development of a short-term and long-term strategic plan to meet these needs, identify the near-term opportunities and develop a plan to execute against these.

MEP CENTER'S ROLE. Triton engaged the MD MEP to provide strategic consulting, support and services in the development of a strategy to respond and align the organization to the Executive Order requiring the protection of the critical infrastructure of the United States and its assets. Specifically, the organization required the assistance of MD MEP in the develop of an organizational strategy, messaging and specifically assistance in preparing a strategic presentation to help them "tell" this story to stakeholders, investors and partner organizations. MD MEP facilitated several strategic planning and visioning sessions and organized this information into a strategic presentation which was prepared and presented by the MD MEP team.

"Honestly, you guys knocked it out of the park! I can't begin to thank you enough. You did a fantastic job relating the PowerPoint to our storyline, creating a message that resonated well with our stakeholders and helping to move the organization forward; we are all impressed."

-Kevin Poole, President

RESULTS



\$5,000 in cost savings



\$5,000,000 in new or retained sales



\$500,000 in new investment



entered the HEMP/EMP market

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