



California's Manufacturing Network

California Manufacturing Technology Consulting

CMTC Overview

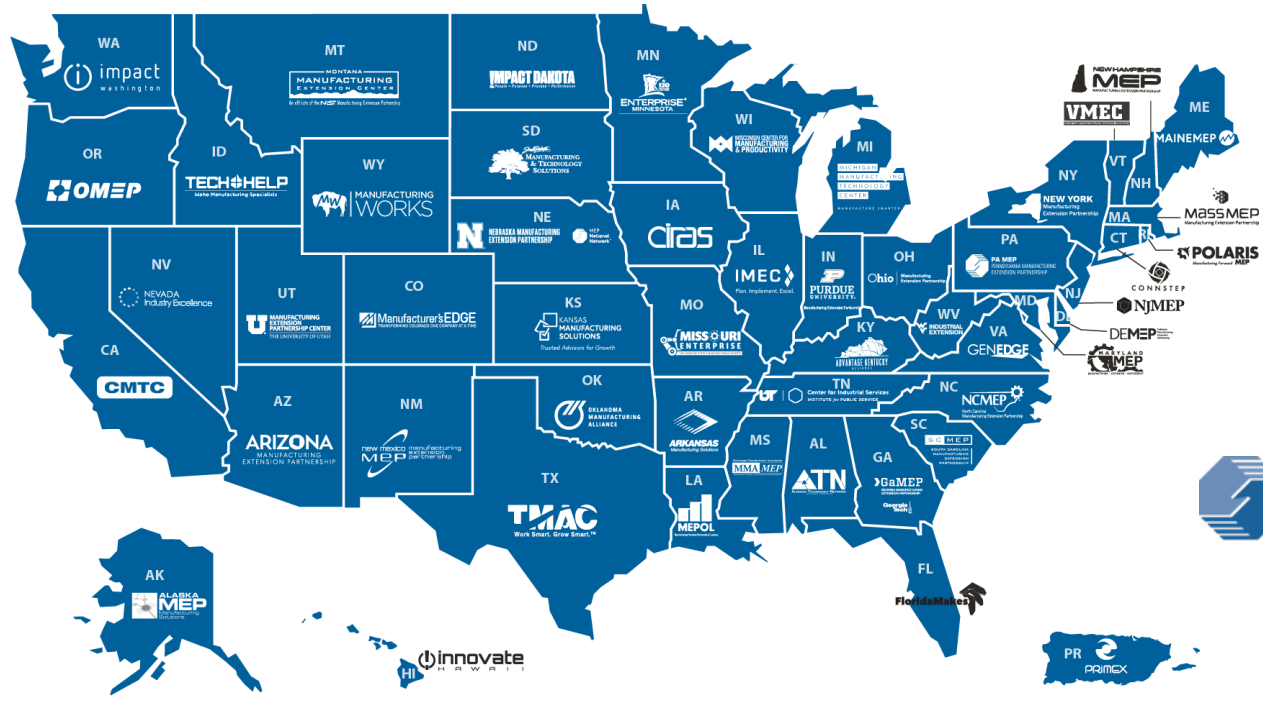
January 30, 2023

Who We Are

- ⚙️ Founded in 1992, CMTC is 501(c)(3) non-profit corporation exclusively serving small and medium-sized manufacturers (SMMs) in California
- ⚙️ CMTC is the “Go-To” organization for SMMs in California, delivering a broad array of technical assistance, consulting, and workforce development services
- ⚙️ With the reputation of “trusted advisor,” CMTC has a long history of helping SMMs improve their productivity and global competitiveness



MEP National Network



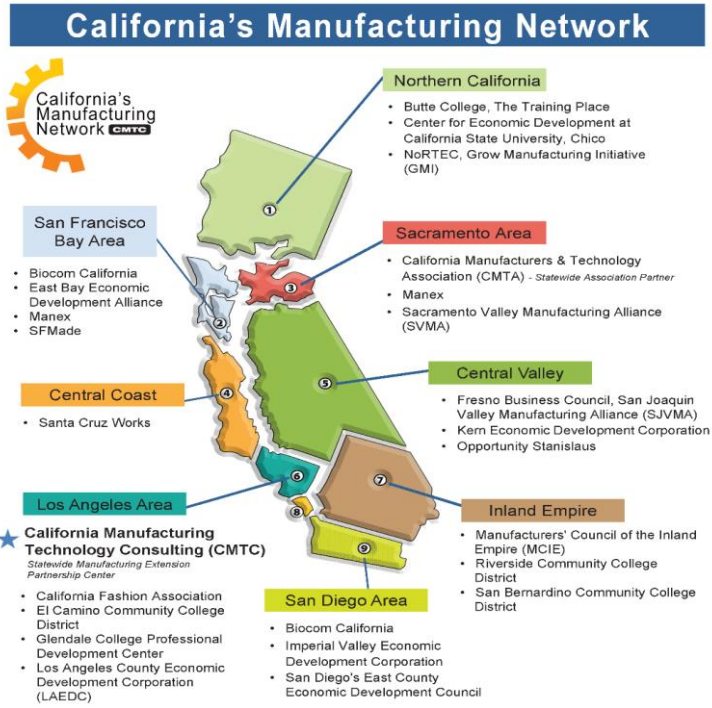
MEP National Network[™]
The Go-To Experts for Advancing U.S. Manufacturing

CMTC has a Unique Go-To “Value Proposition” for Manufacturing

- ⚙️ **Recognition as the Premier Organization Exclusively serving the Manufacturing Sector**
- ⚙️ **Understands the Unique Needs and Challenges of California Manufacturers**
- ⚙️ **Capability to Deliver a Broad Array of Services**
- ⚙️ **Ability to offer Incentives to Proactive Manufacturers**
- ⚙️ **Deployment of Third Party Surveys to Measure Customer Impact and Value**



California's Manufacturing Network is a Statewide Collaborative to Increase the Number of Manufacturers Served and Impacted



What is California's Manufacturing Network

A statewide collaborative of solution providers, partners and alliances which is composed of: CMTC's internal resources, third-party resources, industry associations, manufacturing alliances, economic development agencies, Community Colleges and Universities formed to improve the competitiveness of California manufacturers.

Value of the Network

- One "Go-To" Branded Network for Manufacturers
- Leverages local partnerships to deliver a broader service suite in all 9 Regions
- Contributes to achieving CMTC's statewide mission
- Higher MEP Performance Impact Metrics
- Cost effectively expands CMTC's reach into Rural Regions and increases the number of manufacturers served by CMTC

Our Impact

In 2022, clients reported the following benefits from working with CMTC:



Manufacturers Independently surveyed by third-party

Our Services



Our Services



Develop Your Workforce

- ✓ Workforce Training
- ✓ Leadership Development
- ✓ Change Management
- ✓ HR Services
- ✓ Management Recruitment
- ✓ TWI (Training Within Industry)



Improve Your Technology

- ✓ ERP System Selection & Implementation
- ✓ IT System Optimization
- ✓ Advanced Manufacturing Technology
- ✓ Factory Automation & Robotics
- ✓ Additive Manufacturing



Create an Agile Supply Chain

- ✓ Supplier Development
- ✓ Supplier Scouting & Sourcing
- ✓ Supply Chain Optimization
- ✓ Freight/Logistics Cost Analysis

Our Services



Strategic Growth

- ✓ CEO Peer Councils
- ✓ Strategic Planning
- ✓ Succession Planning
- ✓ Financial Training



Risk Management & Resilience

- ✓ Cyber Physical Security
- ✓ Business Continuity Planning
- ✓ Workplace Safety
- ✓ EHS

Cyber Practice - Technical Assistance & Training

⚙️ Cyber Compliance

⚙️ Defense, Space & Microelectronics

- ⚙️ Audit readiness, CMMC preparation
- ⚙️ Most critical path at least cost
- ⚙️ Implement NIST SP800-171

⚙️ Cybersecurity Resilience

⚙️ All manufacturing industries

- ⚙️ Ransomware, hacking, insider threats
- ⚙️ NIST Cyber Security Framework
- ⚙️ Identify-Protect-Detect-Respond-Recovery

⚙️ Operations Security

⚙️ Critical Manufacturing & Defense

- ⚙️ Threat Situational Awareness
- ⚙️ Deny Adversaries opportunity
- ⚙️ Protection of sensitive activities

⚙️ Managing your IT Provider

⚙️ All manufacturing industries

- ⚙️ Assess IT provider transparency
- ⚙️ Analyze capability & vulnerabilities
- ⚙️ Impacts on business, ITAR, Cyber

Questions

