

Case Study: How The GENEDGE Emerging Business Leaders Program Helped Support the Journey of Gremlin Works, LLC

In July 2023, GENEDGE launched an initiative aimed at scaling small business manufacturers into larger organizations to increase their economic impact within The Commonwealth. Over the past year, we have supported over a dozen companies in their journey of improving business operations by introducing the GENEDGE Alliance Emerging Business Leaders Program.

One such company is Gremlin Works, LLC – a machine shop based in Faber, VA that excels in manufacturing specialized, low-volume, high-precision parts. The Gremlin Works team partnered with GENEDGE to drive resolution around their highest priorities and biggest challenges.

Getting To Work:

GENEDGE resources kicked-off the engagement by conducting an extensive current state assessment of the organization's strategy, supply chain, and commercial activities. A key aspect of the process was to complete a Rapid Discovery Assessment to provide data-driven insights to analyze along with the qualitative anecdotal information the team gathered through one-on-one interviews with leadership and stakeholders.

From these activities, we were able to define high-impact, low-effort initiatives that would provide the Gremlin Works team relief from bottlenecks and roadblocks that stunted future growth.

The project was completed with a full day working session to:

- Align on a detailed review of current performance and operational constraints
- Complete an extensive review of roles & responsibilities within the Leadership Team
- Prioritize solutions to rapidly increase organizational effectiveness

Coming out of the concluding session, Gremlin Works is excited to continue partnering with GENEDGE in tracking toward the strategic roadmap that was delivered through the Emerging Business Leaders Program and we're looking forward to continuing to be a part of their growth story.

If you are interested in learning more about GENEDGE's Emerging Business Leaders Program, click here: <https://genedge.org/emerging-business-program/>

