

Defense Industrial Supply Chain Summit

Oct 29-30, 2024
Charlotte, NC

Hosted by:

Office of Senator Thom Tillis

Office of Senator Ted Budd

NC Military Business Center

NC Defense Technology Transition Office





Sustaining Supply Chain for Aerospace & Armament Systems (Industry)

Speakers:

- **Joe Tew, Regional Business Development Professional (Western Carolina), North Carolina Military Business Center**
- Tony Nelson, Computational Scientist, Corvid Technologies
- KeAnne Hoeg, Director, Data Management Systems, Supplier Matching & Reporting, North Carolina Manufacturing Extension Partnership (NCMEP), North Carolina State University



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NCMEP

North Carolina
Manufacturing Extension Partnership

Supplier Matching: a Tool for Business Growth for NC Manufacturers

KeAnne Hoeg

Director, Data Management Systems, Supplier Matching and Reporting

The Manufacturing Extension Partnership (MEP)

- The Hollings Manufacturing Extension Partnership (MEP) provides comprehensive, proven solutions to small and medium-sized U.S. manufacturers, fueling growth and advancing U.S. manufacturing
- Created in 1988 by the Omnibus Trade and Competitiveness Act, MEP is part of the US Commerce Department's National Institute of Standards and Technology (NIST)
- MEP Centers in every state and Puerto Rico serve as hubs for manufacturers, tailoring their services to meet their unique, critical needs

The MEP National Network



The North Carolina Manufacturing Extension Partnership (NCMEP)

NC State IES administers the federal NIST MEP Program in North Carolina. IES partners with public-private organizations to create a resource network to support manufacturing.



Why Local Sourcing?

- Changing supply chain landscape:
 - Globalization
 - Political Unrest
 - Natural Disasters
 - Brand Perception
 - Risk Mitigation
- Leading to:
 - Stronger Supplier Relationships
 - Reduced Costs
 - Faster Response
 - Collaboration/Flexibility
 - Sustainability
 - Community Support/Enthusiasm
 - Resiliency

Supplier Matching Program

- Find a Supplier | Become a Supplier
- Process
 - Inquiry Received
 - Request Form Reviewed
 - Research and Qualify Suppliers
 - Connect/Matchmake
 - Match / No Match Made
- Additional Information
 - Short Timeline
 - Involved Throughout
 - All Inquiries Welcome

Matchmaker, Matchmaker, make me a match...

Supplier Request Form

- Information Collected:
 - Description
 - Reason
 - Technical Specifications
 - Performance Requirements
 - Volume
 - Pricing
 - Packaging
 - Delivery/Timeframe

Scouting Number	2023-101
Item to be Scouted	Non-woven Hygiene Product
Days to be scouted	60
Description	New non-woven hygiene product with 3 dimensional core insert to extend time and effectiveness of use.
State item to be used in	Arkansas
Contact Information	
Email	pplyer@arkansasedc.com
First Name	phillip
Last Name	plyer
Department / Company / MEP Center	Arkansas Manufacturing Solutions
Bureau / Division / MEP Center Regional Office	
Supplier Information	
Type of supplier being sought	Manufacturer
Reason	New product startup
Summary of technical specifications and performance requirements	
Describe the manufacturing processes (elaborate to provide as much detail as possible)	Traditional non-woven pad with super absorbent section inserted during manufacturing process.
Provide dimensions / size / tolerances / performance specifications for the item	Product drawing available. Insert approximately 3" L x 1.5" W x 1" D Overall product similar to traditional winged pads up to 10" L x 7" wide
List required materials needed to make the product, including materials of product components	Super absorbent insert material to extend release time to the supporting pad. Material to be similar to Chitosan but open to alternatives including Kenaf, natural bamboo, cotton, rayon, and others.
Are there applicable certification requirements?	No
Volume and Pricing	
Estimated target price / unit cost information (if unavailable explain)	100-200 initial run 50K to 100K first year volumes \$3000-5000 for total cost of initial run.
Delivery Requirements	
When is it needed by?	3-6 months
Packaging and Shipping	
Describe packaging requirements	12 per pack, open to discussions on best packaging method
Where will this item be shipped?	Initially Arkansas

Supplier Matching: Who

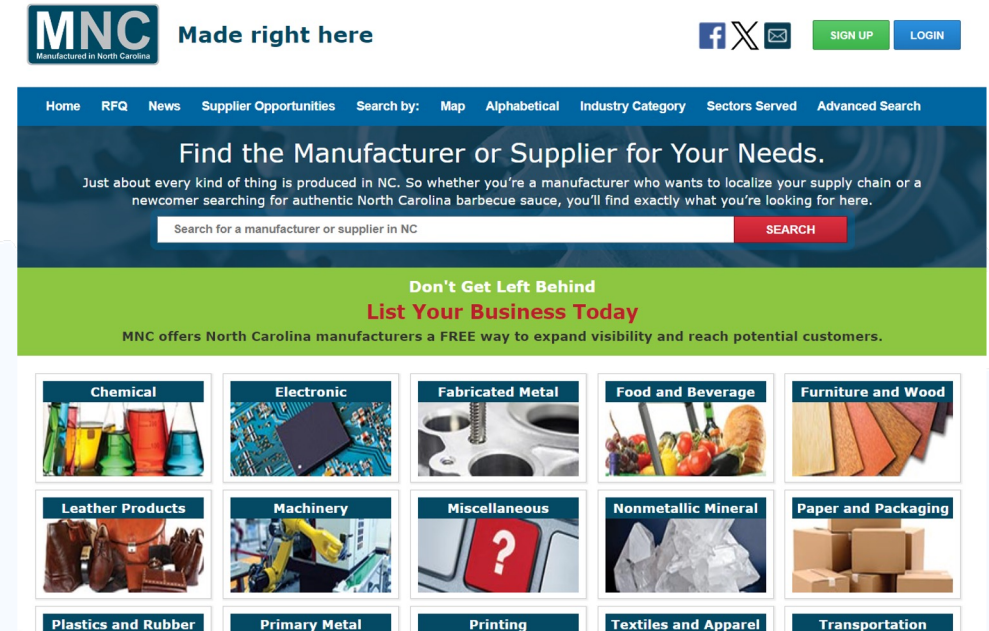
- B2B, State-to-State, In-State
- Federal Procurement Opportunities
 - EPA
 - Dept. of Veterans Administration
 - Dept. of Transportation
 - NOAA
 - Dept. of the Interior
 - USDA
 - Dept. of Energy
 - Dept. of Commerce
 - International Trade Association
 - Dept. of Treasury
 - Health and Human Services
 - Dept. of Defense
 - ...and more!



The Build America, Buy America Act requires that all of the iron, steel, manufactured products, and construction materials used in infrastructure projects are produced in the United States.

Manufactured in NC (MNC)

- <http://www.manufacturednc.com> (MNC)
 - Online supplier database
 - Company profiles
 - Vetting process
 - Free, open, searchable
 - Inquiries/requests
 - Hands-on, personal approach
 - Supplier searches begin here



The screenshot shows the homepage of the MNC website. At the top left is the MNC logo with the tagline "Made right here". To the right are social media icons for Facebook, X, and Email, along with "SIGN UP" and "LOGIN" buttons. Below this is a navigation menu with links for Home, RFQ, News, Supplier Opportunities, Search by: Map, Alphabetical, Industry Category, Sectors Served, and Advanced Search. The main content area features a dark blue banner with the text "Find the Manufacturer or Supplier for Your Needs." and a subtext explaining the site's purpose. Below the banner is a search bar with the placeholder text "Search for a manufacturer or supplier in NC" and a red "SEARCH" button. A green banner below the search bar reads "Don't Get Left Behind List Your Business Today" and "MNC offers North Carolina manufacturers a FREE way to expand visibility and reach potential customers." At the bottom, there is a grid of 10 category tiles, each with a representative image and a title: Chemical, Electronic, Fabricated Metal, Food and Beverage, Furniture and Wood, Leather Products, Machinery, Miscellaneous, Nonmetallic Mineral, Paper and Packaging, Plastics and Rubber, Primary Metal, Printing, Textiles and Apparel, and Transportation.

How to Participate

- Register/Update Profile in [MNC](#)
- Submit NCMEP [Supplier Request](#) Form
- Check out the list of [open opportunities](#)
- Spread the word!

Thank You!

For questions or more information,
please contact:

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