Supplier Matching: a Tool for Business Growth for NC Manufacturers

NCMEP Supplier Matching Team
Topics

- Who We Are
- Why Local Sourcing?
- Program Overview
- Resources and Takeaways
- How You Can Participate
- Q&A
Industry Expansion Solutions Expertise

› Advanced Manufacturing + Technology Adoption
› Business Growth, Innovation + Marketing Solutions
› Cybersecurity Strategies
› Defense Industry Initiatives
› Energy + Environmental Solutions
› Grant Evaluation + Research
› Instructional Design Services
› Leadership + Organizational Coaching
› Process Optimization + Training Within Industry
› Quality + Management Systems
› Supply Chain Optimization + Supplier Matching
› Workplace Health + Safety

ies.ncsu.edu/solutions

We Can Help.
The North Carolina Manufacturing Extension Partnership

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?
Why Local Sourcing?

- Covid!
- Stabilizing Supply Chains?!
- Globalization
  - Political Unrest
  - Natural Disasters
  - Relationships/Economics
    - DoD
    - Tariffs
- Perception
  - Sustainability
  - Reliability
- Risk Mitigation
- Diversification
Why Local Sourcing?

- Stronger Supplier Relationships
- Reduced Costs
- Faster Response
- Collaboration/Flexibility
- Sustainability
- Community Support
- Enthusiasm!
Why Local Sourcing: NC Manufacturing

- Establishments: 11,300
- Employment: 471,500; 3rd highest in state
- GDP: 16% state; 3.7% nation;
  - 8th in nation; 1st in Southeast
- Weekly Wages:
  - $1329/$33 hr (state)
- Size: 91% fewer than 100 employees

- Sub-sectors Establishments:
  - Fabricated Metal
  - Food
  - Printing & Related

- Sub-sectors Employment:
  - Food
  - Chemical
  - Fabricated Metal

Sources:
- Bureau of Labor Statistics, 2023
- Bureau of Economic Analysis, 2022
Program Background

● NIST MEP
● Domestic Supply Chains
  ○ Supply Chain Resiliency
● Free/No cost

● Supplier Scouting
● Supplier Database
● ...and More!
● Who?
  ○ NCMEP Supplier Matching Team
  ○ NCMEP Partners
  ○ You!!
Program Area: Supplier Matching

- Existing or New Industry
- State or National Opportunities
  - B2B
  - Reshoring
- Become a Supplier
- Large Nationwide

- Economic Development
- Federal Procurement
Program Area: Supplier Matching

- 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

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.
Program Area: Supplier Matching

**Process**
- Inquiry
- Request Form
- Distribution
- Connection/Matchmaker
  - Research and Qualify
- Match / No Match Made

**More Info**
- Timeline
- Involved Throughout
- All Inquiries Welcome
- Simple!
Supplier Request Form

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

| Description | New non-sweats hygiene product with 3 dimensional core insert to extend life and effectiveness of use.
| Reason | Arkansas.
| Technical Specifications | Volume
| Performance Requirements | Pricing
| Volume | Packaging
| Delivery/Timeframe |

Contact Information

- Email: gpyger@arkansasmed.com
- First Name: Philip
- Last Name: Geyer
- Department / Company / MEP Center: Humanitaria Manufacturing Solutions
- Bureau / Division / MEP Center / Region / Office:

Supplier Information

- Type of supplier being sought: Manufacturer
- Location: New product startup

Summary of Technical Specifications and Performance Requirements

- Description of measurement processes (if possible):
  - Traditional non-woven pad with super absorbent section inserted into manufacturing process.
- Product drawing available:
  - Insert approximately 2”x1.5”x1” D
- Overall product similar to traditional wrapped pads up to 10” x 2” wide.
- Material to be similar to Chitosan but open to alternatives including Kodel, viscose, cotton, cotton, and others.
- Are there applicable certification requirements?: No

<table>
<thead>
<tr>
<th>Volume and Pricing</th>
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<tbody>
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<td>100-200 initial run</td>
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<tr>
<td>50K to 100K first year volumes</td>
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<td>$3000-5000 for total cost of initial run.</td>
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Delivery Requirements

- When is it needed by?: 3-6 months

- Describe packaging requirements: 12 per pack, open to discussions on best packaging method
- Where will this item be shipped?: Initially Arkansas
Program Area: Supplier Matching

- **Opportunity Types**
  - Niche -> Broad
  - Sectors
    - B2B, B2C
    - Food, Textiles, Plastics
    - Emerging Sectors
  - Build America, Buy America (BABA)
Supplier Matching: The Numbers

Nationally:
- 260 Supplier Opportunities
- 1698 Possible Matches
  - 260 Exact
  - 1438 Partial
  - 6.5 Matches Per Opportunity

NC:
- 8 Exact Matches
- 15 Partial Matches
- Responses Increasing

🌟 On Average: $300,000 New Sales; 10 Jobs Created/Retained
Program Area: Manufactured in NC

- [www.manufacturednc.com](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
Resources

- **NCMEP Site** (http://ncmep.org)
Takeaways

● Build/enhance domestic supply chains
  ○ Entire supply chain

● Partners
  ○ (local, state, regional, national)

● No cost
How to Participate

● Register/Update Profile in MNC

● Contact Your Regional Manager

● Submit NCMEP Supplier Request Form

● Check out the list of open opportunities

● Spread the word!
Questions?

KeAnne Hoeg  
ekhoeg@ncsu.edu

IES Regional Managers

Eric Taylor  
ectaylo4@ncsu.edu
MFG Day 2024

MFG Day is October 4, 2024!

MFG Day (Manufacturing Day) is an annual event to demonstrate modern manufacturing careers. Manufacturers are encouraged to open their doors and show their community what they make and how they do it.

Host or Find an event.