



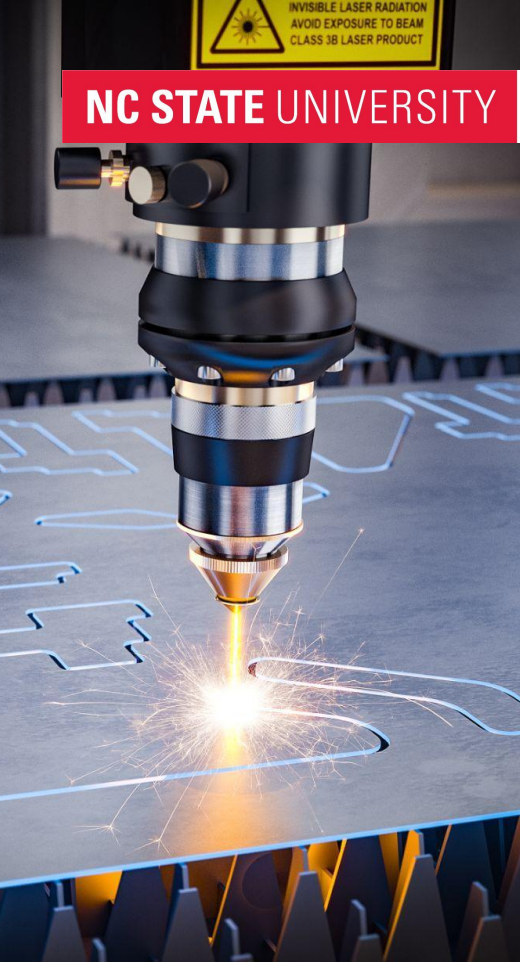
NCMEP

North Carolina
Manufacturing Extension Partnership

Supplier Matching: a Tool for Business Growth for NC Manufacturers

NCMEP Supplier Matching Team

www.ncmep.org



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

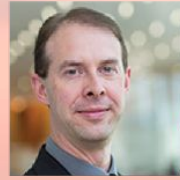
ies.ncsu.edu/solutions

We Can Help.



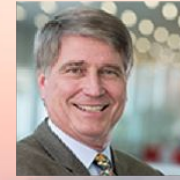
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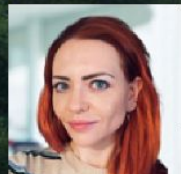
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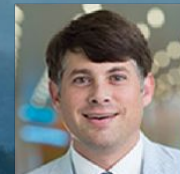
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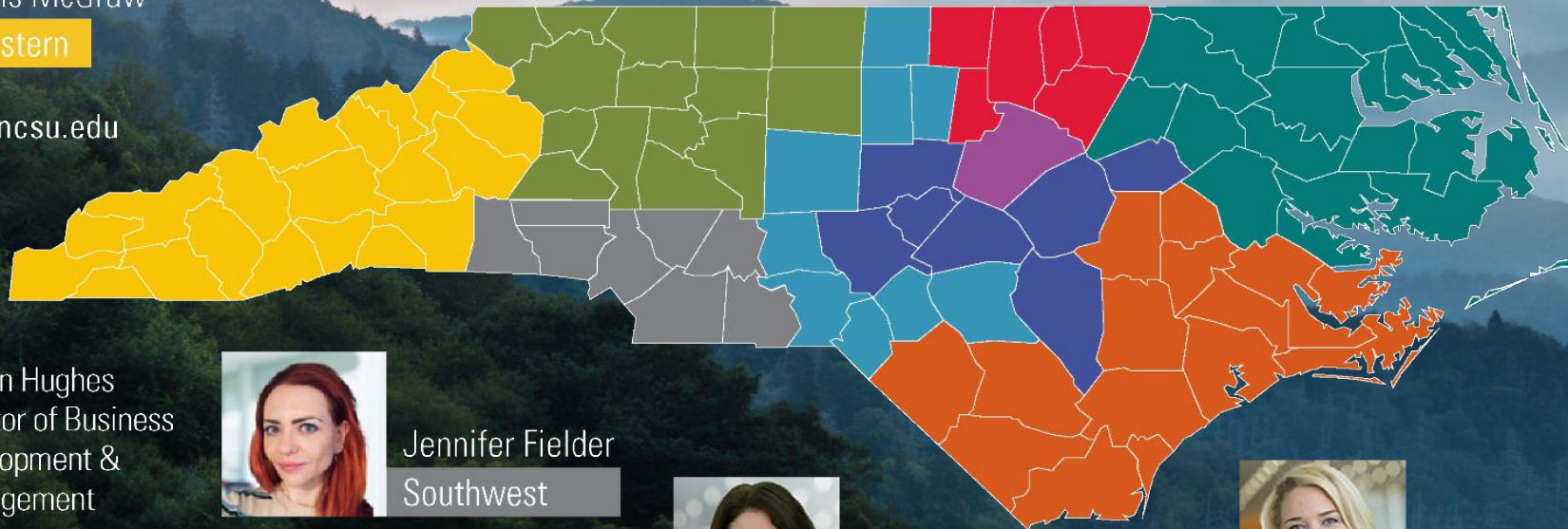
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Regional Managers

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.



Topics

- **Program Overview**
- **Resources**
- **Takeaways**
- **How You Can Help**
- **Q&A**

Data: NC Manufacturing

- **Establishments: 11,300; 8th in nation**
- **Employment: 471,500; 3rd highest in state**
- **GDP: 16% state; 3.7% nation;**
- **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

Supply Chain Trends

- **COVID!**
- **Stabilizing?**
- **Globalization**
 - **Political Unrest**
 - **Natural Disasters**
 - **Relationships/Economics**
 - **DoD**
- **Variety of Variables**
- **Perception**
- **Risk Mitigation**
 - **Globally AND Domestically**
- **Competitive Differentiator**
 - **Tight Credit**

Program Background

- **NIST MEP**
- **Domestic Supply Chains**
- **June 2023 - May 2025**
- **Free/No cost**
- **High-Profile Program**

Program Areas

- **Supplier Scouting/Matching**
- **Supplier Database**
- **Supplier Mapping**
- **Supplier Understanding/Needs**

Assessment

- **Who:**
 - **NCMEP Supplier Matching Team**
 - **NCMEP Partners**
 - **YOU!**

Program Area: Supplier Matching

- Existing Industry
 - State or National Opportunities
 - B2B
 - Reshoring
 - Become a Supplier
 - Federal Procurement
- New Industry
 - Reshoring
 - Recruiting/Economic Development

Program Area: Supplier Matching

○ Federal Procurement Opportunities

- EPA
- Dept. of Veterans Affairs
- 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



T

he 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 Matching: Example

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 potential business volume	100-200 initial run 50K to 100K first year volumes
Estimated target price / unit cost information (if unavailable explain)	\$3000-5000 for total cost of initial run.

Delivery Requirements

When is it needed by?	3-6 months
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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 (BA)

Item to be scouted	Item to be scouted
Sewn Dog Treat Pouch	Bottler of Non-dairy Self-serve Drinks
BABA Compliant Electrical Distribution Equipment	Absorbent material
Gas Risers	Organic Yarn
Gas Meters	Multi-Tasking 5-Axis Mill Turning Center
Gas Pipeline Pressure Regulators	Dehydrated Food Co-Manufacturer
Gas Encoder Receiver Transmitter (ERT)	X-ray Detectable Thread
Home Cage Set with Top Unit for 4 Mice	Synthetic Fibers
Natural tree rubber-based sponge for fitness mats	Bottling of Oat Milk Based Drinks
Circular Sheet Metal Cover and Cylindrical Housing	Titration instrument
Recreational Splashpad	Steel Caster Capability
Gas Fittings Supplier	Coils for fan coils
Anodeless Service Risers	Fans for fan coils
Excess Flow Valve	
Gas Distribution Shutoff Valves	
Solar Inverter	
Solar Inverter Optimizer	
ICP-OES Instruments	
Tempered Glass cut to specifications	
Clear Renewable/Recycled/Upcycled Plastic	
Plastic Buckets with Lids	
Various Positive Airway Pressure (PAP) Machines	
Identification Badge	
Circuit Breakers	

Program Area: Manufactured in NC

- <http://www.manufacturednc.com> (MNC)
 - Online supplier database
 - Company profiles
 - Vetting process
 - Free, open, searchable
 - including search engines!
 - Inquiries/requests
 - Hands-on, personal approach

MNC Made right here
Manufactured in North Carolina

Home RFQ News Supplier Opportunities Search by: Map Alphabetical Industry Category Sectors Served Advanced Search

Find the Manufacturer or Supplier for Your Needs.
Just about every kind of thing is produced in NC. So whether you're a manufacturer who wants to localize your supply chain or a newcomer searching for authentic North Carolina barbecue sauce, you'll find exactly what you're looking for here.

Search for a manufacturer or supplier in NC **SEARCH**

Don't Get Left Behind
List Your Business Today
MNC offers North Carolina manufacturers a FREE way to expand visibility and reach potential customers.

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	Transportation

MNC: How it Works

ACCOUNT ADMINISTRATOR

*First Name

Phone

Position

*Last Name

*Email

PRIMARY ACCOUNT CONTACT (THIS CONTACT WILL BE THE MAIN POINT OF CONTACT FOR INQUIRIES TO THE COMPANY)

Use account administrator contact information

First Name

Phone

Position

Last Name

Email

COMPANY INFORMATION

*Company Name

* Company Street Address

Company P.O. Box

*City *ZipCode County

Company Website

Year Established Number of Employees

WHAT YOU CAN DO

* Your Company's Primary Industry Classification

* Your Company's Secondary Industry Classification

TELL US ABOUT YOUR COMPANY

* A brief description about your company

TELL US ABOUT YOUR PRODUCT(S)

* A brief description about your company products

SPECIFIC CAPABILITIES

Capability/Processes Specialties

Capability/Processes Specialties

Capability/Processes Specialties

ADD MORE

Quality Certifications

AS 9003 AS 9100 AS 9102 ASME BABA Compliant (Build America, Buy America Act)

British Retail Consortium FDA GMP Compliant FDA PMA GWO (Global Wind Organization) HAACP

IS/TS 16949 ISO 13485 ISO 14000 ISO 14001 ISO 17265

ISO 27001 ISO 9000 ISO 9001 ISO Compliant ITAR Compliant

KOSHER Approved NIST 800-171 QS 9000 TL-9000

NADCAP (Please specify)

Other (Please specify)

Special Business Certifications

8(a) Disabled Veteran Owner HUBZone Minority Owned

Native American Owned Small Disadvantaged Business Veteran Owned Woman Owned

MNC: How it Works

Home RFPQ News Supplier Opportunities Search by: Map Alphabetical Industry Category Sectors Served Advanced Search

Find the Manufacturer or Supplier for Your Needs.

Search for a manufacturer or supplier in NC

Narrow Your Search

Keywords

Industry Classification

Manufacturing Capability

Industries Served

Materials Utilized

Quality Certifications

Special Business Certifications

Export Markets

Counties

Congressional Districts

Electronic Data Interchange

SEARCH

CLEAR

Search Results

Displaying 1 - 100 of 1720 results

< 1 2 3 4 5 6 7 8 ... 17 18 >

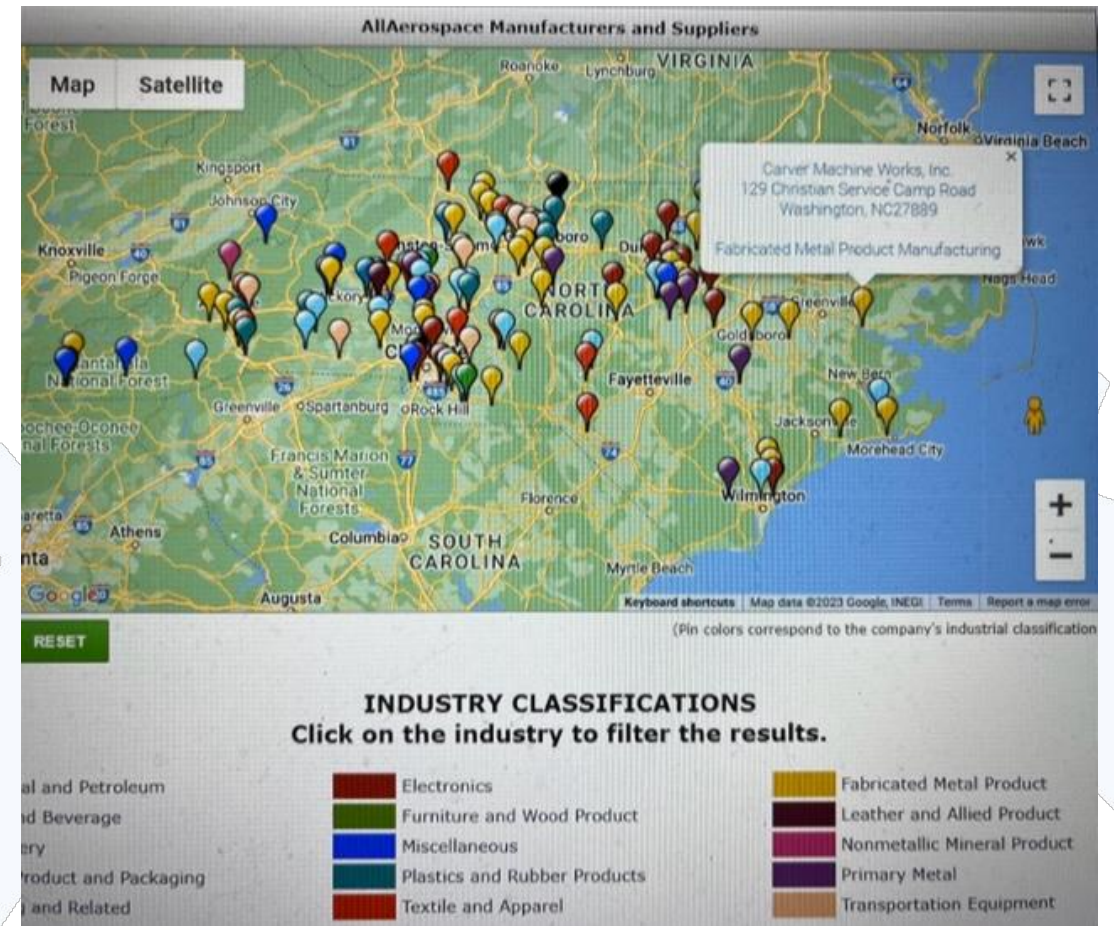
3 Mountain LLC (Visit Page) Asheville, NC
Made with Rwandan tea and botanicals grown on our Healing Garden Farm, we hope you can taste the love and feel supported on your journey today.

3C Store Fixtures, Inc. (Visit Page) Wilson, NC
3C Store Fixtures Inc. began in 1975 as local cabinet shop working in the Wilson area providing residential cabinets. After several years of growth, the company had the opportunity to build store fixtures for an up and coming national hardware/building supply retailer. From this beginning the focus of the business gradually changed from building cabinets to pursuing the store fixture market where we knew we could make a difference. A period of growth saw the company expand its facilities from...

3C! Packaging (Visit Page) Clayton, NC
World class cGMP Compliant printer.
905 Pharmaceutical Customer Base
Offset Printing up to 7 colors with waterbase or UV coatings; and backside printing.
High speed Blanking
Braille
High speed gluing with automatic case packing
Carton Tipping (Tipping leaflets or other labeling to Folding Cartons)
Windowing
In-house sheeting with full paperboard inventory
In-house die shop
In-house printing plate making

3DFS Manufacturing (Visit Page) Pittsboro, NC
The complexity of today's energy challenges require the ultimate in coordinated innovation pushing the boundaries of science and math. 3DFS is a vertically integrated product development company that researches the world's most challenging energy problems and delivers the highest caliber sustainable solutions with the utmost simplicity in design and implementation. We recognize the challenge that we are facing and pride ourselves on the enormity of the task. We expect to meet the challenge...

3M (Visit Page) Moncure, NC
3M touches virtually every part of your life. Yet you're probably only aware of a fraction of those touch-points. With medical dressings that help wounds heal faster, reflective materials that make our roadways safer, and even stethoscopes that listen to astronauts' heartbeats in space, our people and technology make the impossible, possible. Every day we apply our science to make your life better. This is 3M Science. Applied to Life.™ 3M Vision Statement 3M Technology Advancing Every...



MNC: Stats

- **1800 manufacturers (~ 16%)**
- **> 100K visits**
- **> 3000 inquiries**
- **Steady growth**
- **Data Highlights**
 - **21 mfg subsectors represented**
 - **95 out of 100 counties; rural vs urban**
 - **< 100 employees**
 - **Sector: 332**

Resources

- [NCMEP Site](#)

Find a Supplier



- Program overview
- Benefits
- MNC
- Matching Form

Become a Supplier



- Supplier Opportunities

Takeaways

- **Build/enhance domestic supply chains**
 - **Entire supply chain**
- **Partners**
 - **(local, state, regional, national)**
- **Manufacturer knowledge-building**
- **No cost**
- **Business Opportunities for NC**

How You Can Help

- **Spread the word about the program and MNC**
- **Help manufacturers register for MNC**
- **Include supplier base data in recruitment**
- **Connect business to us if supplier needs/excess capacity identified**

Questions?

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