

CONNECTING
SUPPLIERS, VENDORS
AND PARTNERS



NWCONNECTORY.COM

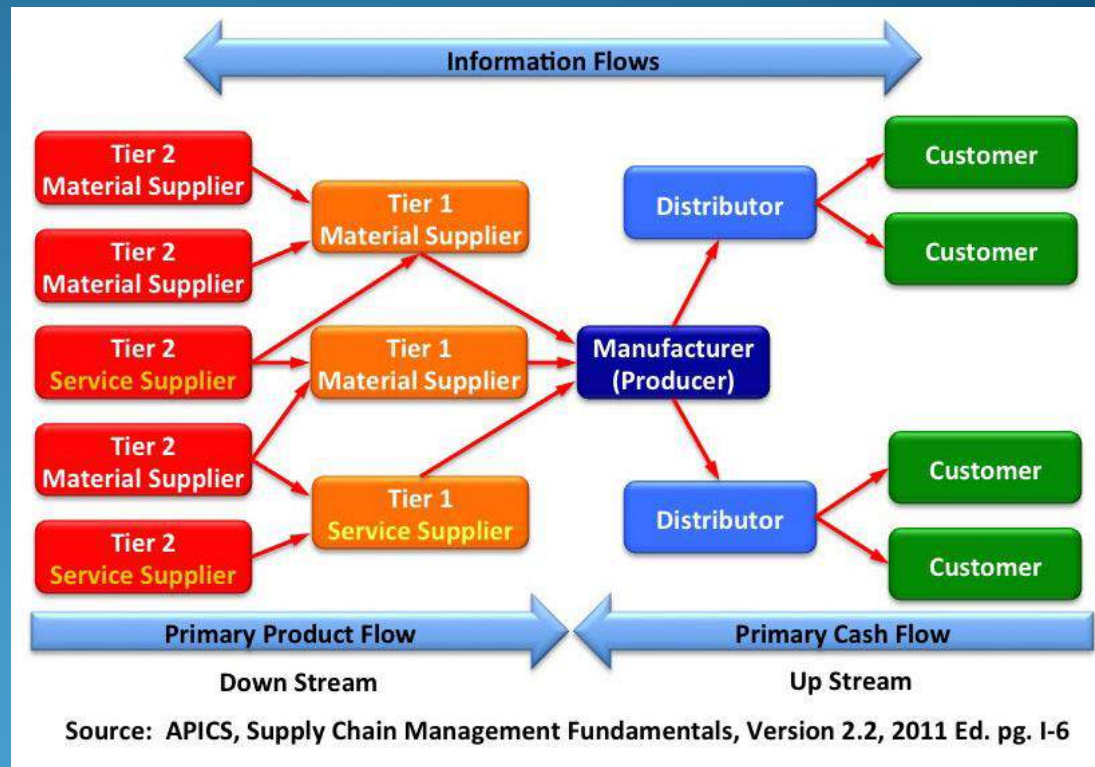


SUPPLY CHAIN OPPORTUNITIES FOR NW BUSINESSES

Lake Oswego Rotary Club
July 13, 2015

Goals for Today

- PNDC background
- NWConnectory buyer/supplier database details
- How local businesses can better buy from and sell to other NW businesses



Pacific Northwest Defense Coalition (PNDC)

- Association for NW defense & security industry businesses
- Founded in 2005
- Now 205+ businesses
- Strengthening member's success, region's economy, and nation's security



PNDC Members



SHINE MICRO

Esterline



B.E. MEYERS
ELECTRO OPTICS



RedArrow
LOGISTICS



TechLink



formos *Bauer Cases*

SIGMADESIGN



Eid
PASSPORT



IND



ZEPHER

Near Space Corporation

LEUPOLD
SAM MEDICAL PRODUCTS



OREGON IRON WORKS, INC.
WHERE SOLUTIONS ARE BUILT

Tektronix
Component Solutions



BENCHWADE

MEGGITT



3D
MANUFACTURING



plus 165 other
NW businesses

ERICKSON





Networking

Connecting

Training

Advocating

Counseling





Networking

Connecting

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Advocating

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The Northwest Connector

A business development tool for the Northwest

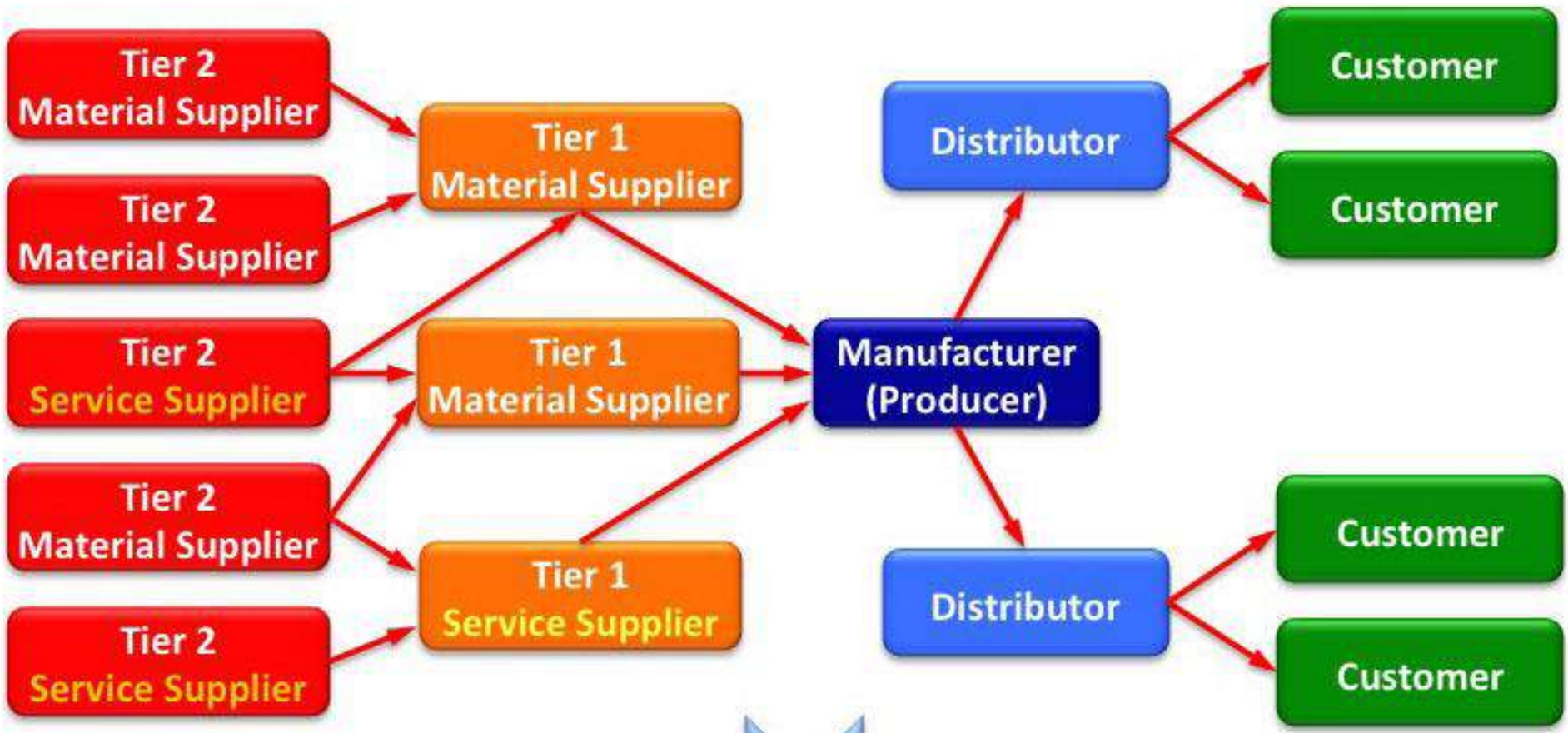


What is “Supply Chain”?

- System of businesses, people, activities, information, and resources involved in moving a product or service from supplier to customer
- Channel of distribution beginning with supplier of components, extending through manufacturing process to distributor, retailer, and ultimately consumer



Information Flows





Northwest Connector

- Online buyer-supplier database for *business-to-business* interaction
- Tool for locating detailed company information including specific capabilities, products and services
- Proven business development tool
- Useful for many industry clusters
- www.NWConnector.com



What Does it Cost?

- There are no fees to sign up or use the services of the NW Connector



Businesses that Benefit

- Any traded-sector business
- Cuts across all industry & technology clusters at every level of the supply chain
- Not intended for retail or hospitality industry



Broad Applicability

Across Industry Clusters

At every level of supply chain

Manufacturing

Product

Build to Spec

Industrial Suppliers

Technical Services

Tech/R&D

Construction

Raw Materials

Agribusiness

Mining/Quarrying





Details Matter

Company Info

Location, Personnel,
Annual Sales,
Employees, Year
Founded

Capabilities

Unique
Capabilities/Solutions
Applied Technologies
Special Materials

Industry Codes

SIC, NAICS, NIGP

Staff Expertise

Education
Experience

Facility/Equipment

Make, Model, Quantity,
Performance, Capacity

Certifications

Quality
License

Products/Technologies

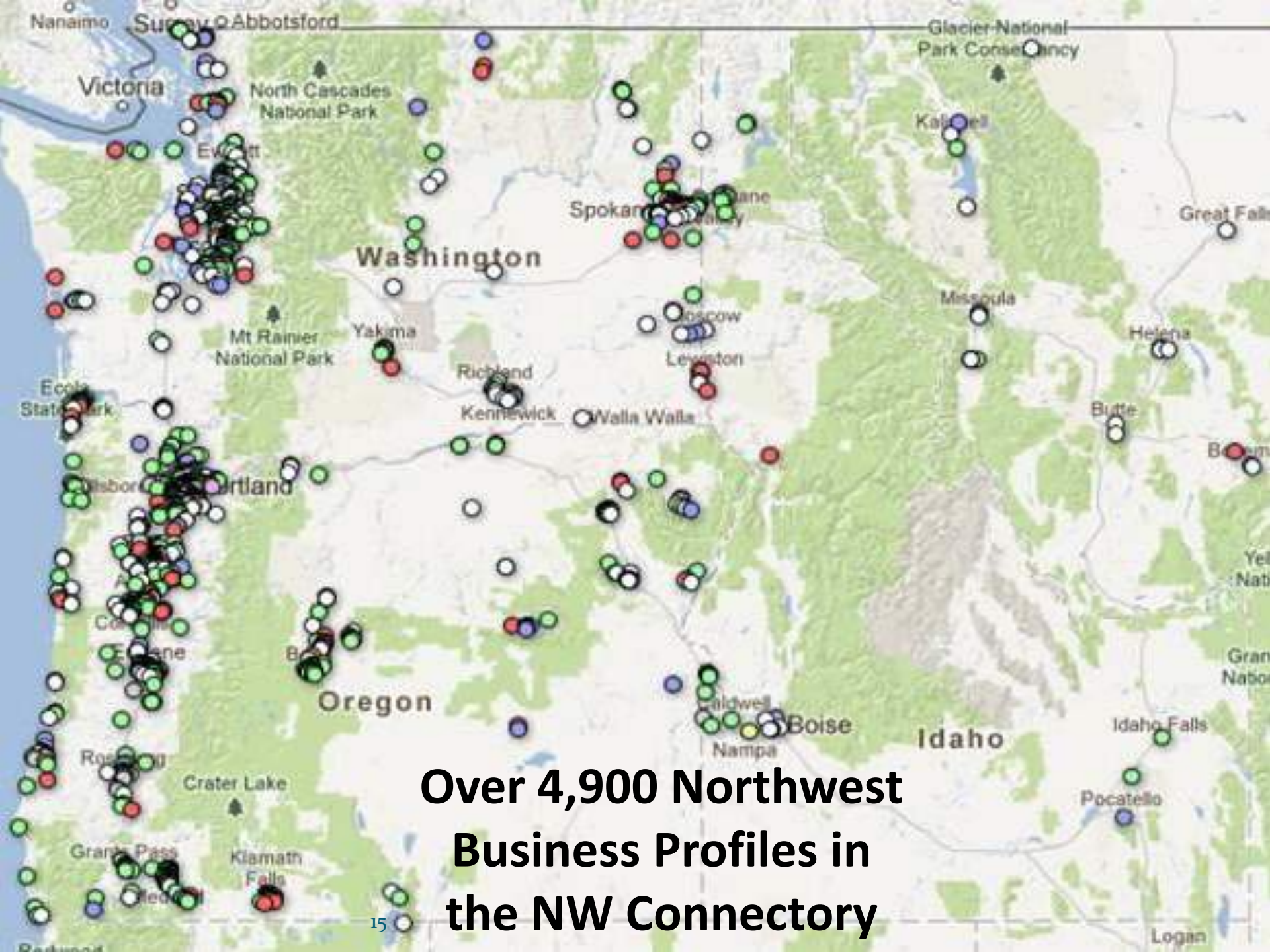
Proprietary
Lines Carried

Customer Base

Industry Sectors
Geographic Range
(Named customers)

Awards & Affiliations





**Over 4,900 Northwest
Business Profiles in
the NW Connector**

How Does it Work?

From Boeing Program Manager:

“We are looking for Service-Disabled Veteran Owned Small Businesses (SDVOSBs) in systems engineering, cable manufactures, and light fab. Can you help?”



Broad Results

all of the words: ←

exact phrase:

any of the words:

without the words:

AND

Field Search

- AND Field Search (profiles with area code AND zip code AND state/county, etc.)
- OR Field Search (profiles with area code OR zip code OR state/county, etc.)

Country: State / Province: County / Region:

Area Code:

Zip / Postal Code(s):
ex. United States: 92010, 92009;
Canada: V7X 1L2, K1A 0T6

NAICS Code(s):
(example: 423330,339920,336991)

Industry Sector:

Quality Certifications:

Owner Certifications:

License Certifications:

Connectory Search Results

Results 1 - 10 of 622



Narrower Results

all of the words: ←

exact phrase:

any of the words:

without the words:

AND

Field Search

- AND Field Search (profiles with area code AND zip code AND state/county, etc.)
- OR Field Search (profiles with area code OR zip code OR state/county, etc.)

Country: State / Province: County / Region:

Area Code:

Zip / Postal Code(s):
ex. United States: 92010, 92009;
Canada: V7X 1L2, K1A 0T6

NAICS Code(s):
(example: 423330,339920,336991)

Industry Sector:

Quality Certifications:

Owner Certifications: ←

License Certifications:

Connectory Search Results

Results 1 - 10 of 23 ←



Even Narrower Results

all of the words: ←

exact phrase:

any of the words:

without the words:

AND

Field Search

AND Field Search (profiles with area code AND zip code AND state/county, etc.)

OR Field Search (profiles with area code OR zip code OR state/county, etc.)

Country: State / Province: ←

Area Code:

Zip / Postal Code(s):

ex. United States: 92010, 92009;

Canada: V7X 1L2, K1A 0T6

NAICS Code(s):

(example: 423330,339920,336991)

Industry Sector: ↓

Quality Certifications: ↓

Owner Certifications: ←

License Certifications: ↓

Connectory Search Results

 ←

Results 1 - 6 of 6



Word Searches

- Four search options:
 - All of the words – all words in profile, but not in same order
 - Exact phrase – exact phrase in profile, in exact order
 - Any of the words – words in profile, but not together or in same order
 - Without the words – profiles excluded that contain these words





Keywords Matter

- Try the obvious first (“precision sheet metal” rather than “manufacturers”)
- Use likely words (“aerospace fabrics” rather than “places near Portland that make cloth-like stuff for jets”)
- Be specific (“distributed information assurance” rather than “high tech solutions”)



Testimonials

“Under a very tight deadline, a business called me looking for packaging support that would have allowed them to bid on a federal solicitation. One quick search in NW Connector led me to a few options for this firm. They were able to bid the job, win, and appropriately package their product for shipment to DoD. Thank you, NW Connector!”

--Tiffany Scroggs, PTAC

“The NW Connector has been useful in marketing our services. I routinely provide the web link so prospective clients can see our profile. I have used the NW Connector to locate suppliers and prospective team members. We recently competed for and received a grant for an engineering study with a team member from NW Connector.”

--Rick Williams, Leidos Maritime Systems



They Said It





Join Network – or Update Your Profile

- Review accuracy of your NWConnectory Profile.
- Update your Profile online.
- Contact PNDC staff with any questions or difficulties:
 - [888-701-PNDC](tel:8887017662) or info@pndc.us
- Do more business with other Northwest businesses!



UPCOMING PNDC EVENTS

Intro to GSA's Federal Supply Schedules: *June 17, Online*

Supply Chain Opportunities Conference: *June 25 in Bend, OR*

Networking Luncheon: *June 30 @ B.E. Meyers & Co., Redmond, WA*

Federal Proposal Writing Basics Webinar: *July 8, Online*

Networking Reception: *July 9 @ Silicon Forest Electronics, Vancouver, WA*

VIP SUMMER BASH: *August 8 @ Benchmade CEO's home, West Linn, OR*

Supply Chain Opportunities Conference: *August 11 in Bend, OR*

Annual Range Day: *August 18 in Olympia, WA*

Supply Chain Opportunities Conference: *August 25 in Hermiston, OR*

ISO9001 & AS9100 Updates Webinar: *September 15, Online*

Networking Luncheon: *October 20 @ Esterline Control, Everett, WA*

For more info or to register: www.pndc.us



PNDC STAFF:

Procurement Counselor & PM: Carley Dirks

Puget Sound Regional Mgr.: John Dogero

Outreach/Event Coordinator: Galen Gamble

President & CEO: Dave Hunt

Program & Events Director: Kate Kanapeaux

Program Coordinator: Molly Hefeneider

CPA/Bookkeeper: Leslie Everson

Interns: Autumn Krumm-Bradley

& Svitlana Sukhoteria

888-701-PNDC

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