

# CONNEX Marketplace - Competitive Matrix

KEY FACTS	CONNEX MARKETPLACE	SUSTAINMENT	AGILITY PRIME
YEARS IN BUSINESS	10 (FOUNDED IN 2011)	LESS THAN 2 (FOUNDED 2020)	LESS THAN 1 (FOUNDED 2021)
GEOGRAPHIES	UNITED STATES	UNITED STATES	UNITED STATES
NATIONAL PARTNERSHIP NETWORK ORGANIZATIONS	130+	12	3
PARTNER REVENUE SHARING MODEL	YES		
LEAD SPONSOR	NATIONAL ASSOC OF MANUFACTURERS (NAM) & STATE AFFILIATES	BLACKTHORN AND CONGRESS AVENUE VENTURE CAPITAL	US AIR FORCE AFWERX
PLATFORM DESIGN AND INPUT SOURCES	INDUSTRY FOCUS GROUPS	IMITATED CONNEX*	IMITATED CONNEX**
PLATFORM TYPE AND SCOPE	NATIONAL, STATE/REGION, AND SECTOR SPECIFIC	NATIONAL ONLY	SECTOR SPECIFIC
CUSTOMIZED STATE PLATFORMS BUILT TO PARTNER REQUIREMENTS***	YES		
INDUSTRIES SERVED	ALL	DEFENSE, AERO	ADVANCE AIR MOBILITY
SIZE OF COMPANY PLATFORM CAN SUPPORT	OEMS, PRIMES, TIERS 1-6	SMM ONLY	AAM ONLY (TIER 1-6)
PARTNER ORGS ALLOWED AS USERS FOR COLLABORATION & NETWORKING	YES		

1 Sustainment founders met with i5 Services CEO, Alan Davis, in 2020 to learn CONNEX design, features, and functionality

2 Agility Prime founders met with i5 Services CEO, Alan Davis, on 2020 to learn CONNEX design, features, and functionality

3 Web application development and hosting setup; state manufacturer populated database; workforce and R&D programs webpages; training and rollout

KEY FUNCTIONALITY	CONNEX MARKETPLACE	SUSTAINMENT	AGILITY PRIME
USER POSTED PROFILES, DATA	✓ USER SPECIFIC	✓ USER SPECIFIC	✓ GENERAL FROM SAM
SEARCH FILTERING	✓	✓	?
PRODUCT PROCUREMENT MATCHING	✓	DIBBS POSTING ONLY*	?
USER POSTED RFI/Q/PS	✓		
PARTNER MATCHMAKING EVENTS FACILITATED THROUGH PLATFORM	✓		
SURPLUS MATERIAL DONATIONS/REQUESTS	✓		
SUPPLY CHAIN VISUALIZATION	✓	MAP LOCATOR ONLY	
RISK ANALYSIS VISUALIZATION	✓		
US GOVT SUPPLIER BLACKLIST WARNING	✓		
FINANCIAL RISK VISUALIZATION	✓		
SINGLE SUPPLIER RISK VISUALIZATION	✓		
CYBER STATUS CERTIFICATION	✓		
SUPPLY CHAIN GAP ANALYSIS	✓		
FIND/MATCH ALTERNATE SUPPLIERS	✓ AUTOMATED	✓ MANUAL	✓
R&D OPPORTUNITIES	✓	GENERAL RESOURCE LINKS ONLY	✓
WORKFORCE PROGRAMS	✓ STAKEHOLDER SPECIFIC	GENERAL RESOURCE LINKS ONLY	✓
PARTNER POSTED PROGRAMS	✓ PROGRAM SPECIFIC		
NIST MEP SUPPLIER SCOUTING DOCUMENTATION & REPORTING	✓	✓	?
USER REPORTING (GENERATED BY & FOR USER)	✓		

\* Sustainment's development and implementation of AI technology functionalities can neither be confirmed nor validated