

CONNEX[™] marketplace

Connecting the Manufacturing Supply Chain

SUCCESS STORY



Parametric Solutions specializes in designing and building aerospace products. CONNEX Marketplace helped them connect to new opportunities with Northrop Grumman and shortened the contract process by 100%

THE PROBLEM

Developing a relationship and obtaining a contract with large Primes & OEMs is often very difficult for small to medium manufactures & suppliers. Many layers must be navigated before they find the right decision maker. Even then, they are usually routed back through the long procurement process which requires countless hours of filling out forms and paperwork. It often takes years for small suppliers to even be considered as a potential supplier to the "Bigs" and this discourages many small suppliers from even trying.

Recently, Parametric Solutions in Florida was looking to expand their customer base and obtain new contracts with large Primes/OEMs. The usual process consisted of slow and expensive approaches such as: attending trade shows, email solicitations, cold-calling, completing qualification forms, general internet searches and more. For Parametric, these activities were expensive, time-consuming and ineffective at trying to get in front of large Primes/OEMs for new contract opportunities.

THE SOLUTION

With the assistance of Space Florida, FloridaMakes and CONNEX Florida, Parametric registered with the CONNEX Marketplace platform. Within the platform, they were immediately notified about an RFI issued by Northrop Grumman who was looking for very specific design/build capabilities which Parametric was perfectly qualified for. They quickly responded, were interviewed and vetted by Northrop Grumman and received their first purchase order soon thereafter.

BENEFITS OF CONNEX MARKETPLACE

- Reduced Parametric's business development process by 100% (from 1-2 yrs to 6 months)
- Facilitated Northrop's interview process and allowed them to quickly see and validate supplier capabilities, equipment, certifications and more
- Raised Parametric's visibility with Primes/OEMs by 100 fold and significantly expanded their contract pipeline

"CONNEX provided us a platform to better market our services and find new contract opportunities. Large aerospace OEMs have discovered our EDM machining capabilities through CONNEX and it's led to many manufacturing opportunities with them. I would recommend CONNEX to all manufacturers and suppliers!"

-Mark Nys

Director, Business Development
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