

# connex

FLORIDA



SPACE FLORIDA



## FLORIDA'S SUPPLY CHAIN SOLUTION



### INDUSTRIES

Search for Advanced Materials and Manufacturing product and services providers



### WORKFORCE\*

Search for training programs and classes related to Advanced Materials and Manufacturing



### RESEARCH & DEVELOPMENT\*

Search for researchers and ongoing research in the field of Advanced Materials and Manufacturing

# REGISTER TODAY!

Visit [Florida.MfgConnex.com](http://Florida.MfgConnex.com) to request access.

For more information, contact us at [connex@FloridaMakes.com](mailto:connex@FloridaMakes.com)

- Connect with manufacturers
- Post RFPs/RFQs/RFIs
- Exchange surplus materials & equipment
- Identify workforce and R&D offerings
- Search processes, equipment, certifications, NAICS, SIC, products, materials, etc.
- And more!

*\*Please note these sections of the platform are still under development.*

*Connex Florida is made possible through a partnership between the Associated Industries of Florida, Space Florida, and FloridaMakes.*



Connex Florida is a statewide manufacturing supply chain, workforce and R&D connection solution offered free of charge to manufacturers, educational institutions, and those performing manufacturing R&D in Florida. This online database serves to streamline critical connections between Florida manufacturers and businesses in need of their products.

Here are a few reasons why you should have your company listed in the database:

## SUPPLY CHAIN OPTIMIZATION

Connex Florida allows manufacturers to **strengthen supply chains**. Find alternate suppliers, view your supply chain visually, highlight risks within your supply chain looking at single supplier risk, financial risk, government blacklists, and other vulnerabilities, as well as finding Florida suppliers by searching the thousands of Florida manufacturers and filtering the results to match your needs.

## BUSINESS RECOVERY AND RESILIENCE

Access to Connex Florida will allow you to **respond quickly** when a disaster strikes by giving you immediate access to new suppliers or supply chain partners. Plus, the platform is designed to be **interoperable with the Manufacturers Marketplace** that was developed by AIF and the National Association of Manufacturers (NAM), as well as the COVID-19 Response Tool that was recently announced by Vice President Mike Pence, NAM and the Business Roundtable.

## DEVELOP NEW PARTNERSHIPS

If you are looking to **grow your business**, including looking for new capabilities, services, or if you are trying to develop new products and need new partners, Connex Florida allows you to search for relevant companies that will meet your needs.

## BUSINESS DEVELOPMENT TOOL

Connex Florida has the capability to highlight all of your assets and relevant certifications, capabilities, and other relevant industry information to **help other manufacturers find you** to integrate into their supply chain. The platform allows you to view RFPs, RFQs, RFIs, requests for surplus materials or equipment, and other needs posted by other members of the database.

For a list of FAQs visit: [FloridaMakes.com/SupplyChain](https://FloridaMakes.com/SupplyChain)



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### **1. What is Connex Florida?**

It is the state of Florida manufacturing supply chain, workforce, and R&D connection solution. Public, member, and confidential data is accessed through secure, role-based access. The Connex Florida platform is made available to manufacturers in Florida by FloridaMakes, through the statewide network of regional manufacturers associations, and the Associated Industries of Florida. The data entered is individually validated and maintained on a regular basis.

### **2. How do I gain access to the Connex Florida tool?**

If you are a manufacturer, educational institution, or if you are performing manufacturing R&D in Florida, contact the Connex team ([Connex@floridamakes.com](mailto:Connex@floridamakes.com)) at FloridaMakes to request access to the platform. Then, go to [Florida.MfgConnex.com](http://Florida.MfgConnex.com) and login with the credentials provided.

### **3. What is the cost for access to Connex Florida?**

Connex Florida is free of charge for manufacturers, educational institutions, and those performing manufacturing R&D in Florida.

### **4. In response to COVID-19, how do we make our supply chain more resilient and responsive?**

The current COVID-19 crisis has exposed some weaknesses and limitations in our supply chains. Florida has the supply chain connection solution needed to strengthen our supply chain and to respond more quickly to this or any other crisis we face. A solution is Connex Florida ([Florida.MfgConnex.com](http://Florida.MfgConnex.com)) and it is available to all Florida manufacturers, educational institutions, and manufacturing R&D in the state.

### **5. How can I use Connex Florida to help me with supply chain needs?**

You can find alternate suppliers, view your supply chain visually, highlight risks within your supply chain looking at single supplier risk, financial risk, government blacklists, and other vulnerabilities, as well as finding Florida suppliers by searching the thousands of Florida manufacturers and filtering the results to match your needs.

### **6. Does Connex Florida allow me to post business needs or find business opportunities in the state?**

Yes! You can post RFPs, RFQs, RFIs, surplus materials or equipment, and any other type you may need. In addition to the post on the Connex Florida site, you can notify different groups of members within the platform, including all members, small businesses, educational institutions, or a custom list, as well as signing up for notifications for later posts from other users.



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## **7. I struggle to gain visibility into my supply chain, what do I do?**

Never has it been easier to see your supply chain! Go to [Florida.MfgConnex.com](http://Florida.MfgConnex.com). You can view your supply chain in different ways and filter it to a view that is most helpful to you and remains confidential to your organization.

## **8. Where can I find alternate suppliers and accurately identify risks in my supply chain?**

At [Florida.MfgConnex.com](http://Florida.MfgConnex.com), you can search and find alternate suppliers or navigate to the supply chain visualization where you can visualize your supply chain and have alternate suppliers suggested for you. The platform allows you to see single supplier risk, assess relationship or financial risk, or even identify anyone in the supply chain who might appear on a government blacklist. There are many ways to see and understand risks in your supply chain.

## **9. Is there somewhere I can go to post needs or to find business opportunities for my manufacturing company?**

Go to [Florida.MfgConnex.com](http://Florida.MfgConnex.com). You can post RFPs, RFQs, RFIs, surplus materials or equipment, and any other type of need you might have. In addition to having your post on the site, you can also choose to notify all members of Florida Connex, just small businesses, educational institutions, or customize a list. You can also view and search others posts on the site and choose to be notified when there are new postings.

## **10. How do I find Florida suppliers?**

Go to [Florida.MfgConnex.com](http://Florida.MfgConnex.com) to search thousands of Florida manufacturers and filter to just the right ones to meet your needs. If for any reason you are unable to find just the right supplier in Florida, don't worry, in Connex Florida there is just one button to push that expands your search to the national database, the Manufacturers Marketplace hosted by the National Association of Manufacturers, that will return suppliers who meet your search criteria across the country to ensure you find just the right supplier.

## **11. Who do I contact with any questions regarding Connex Florida, FloridaMakes, or the Associated Industries of Florida?**

Send an email to [Connex@FloridaMakes.com](mailto:Connex@FloridaMakes.com), and we will be happy to respond to your questions or comments, or direct your message to the appropriate respondent. You may also call FloridaMakes at 407.450.7206.

## **COMING SOON! Workforce and R&D Resources**

The Workforce and R&D sections of the platform are still under development. When they become active you will be able to filter options available in the state by training type, degree, specific skill (e.g., soft skills, life skills, etc.) and scores of other criteria to find the resources you need to meet your workforce and R&D challenges.