



# UTAH DEFENSE MANUFACTURING COMMUNITY

## Defense Manufacturing Support Program Success Story: Northrop Grumman Finds Qualified Small Business Suppliers

The Defense Manufacturing Support Program 2020 grant to Utah, known as the Utah Defense Manufacturing Community (UDMC), under Task 2.0 Supply Chain funded additional functionality to CONNEX, a cloud-based platform that connects all U.S. Manufacturers into a single, accurate, searchable scouting-database, which facilitates defense manufacturers to find suppliers.

Using this new functionality, Northrop Grumman identified and found the qualified suppliers and setup interviews through the platform, Northrop Grumman saved time, costs, and found better qualified suppliers.

The results were impressive:

- 26 matching suppliers quickly identified.
- 25 qualified suppliers interviewed (no time wasted on unqualified suppliers)
- 15 Suppliers identified as immediately qualified.
- 8 new suppliers identified (were previously unknown to NG).
- Able to quickly find “set-aside” suppliers that met Northrop Grumman’s small-diversity qualifications such as: hub-zone, veteran owned, minority owned, women owned, disadvantaged, etc.
- Significant time and money saved not having to read through capability statements and vet suppliers.
- 12 RFP’s issued and 1 purchase order made thus far.
- Supplier scouting process was significantly reduced, from months to weeks.

Public release of this success can be found here:

<https://connexmarketplace.com/case-study/northrop-grumman-significantly-reduced-supplier-scouting-time-using-connex-marketplace/>