

What is CONNEX Delaware?

CONNEX[™] Delaware is an online SaaS platform that connects all Delaware manufacturers and suppliers into a single searchable solution. It allows manufacturers, suppliers and buyers to quickly post and respond to needs, visualize supply chain risk, search for qualified manufacturers, and discover new business opportunities.

Who Created CONNEX Delaware?

CONNEX Delaware is part of the national supply chain platform called CONNEX Marketplace (www.ConnexMarketplace.com), which was developed by i5 Services, a U.S. manufacturing solutions company. CONNEX Delaware is licensed by DEMEP, which is providing free platform access for all Delaware manufacturers.

How Does CONNEX Benefit Large Manufacturers/OEMs/Primes?

As a large manufacturer, the benefits of using CONNEX are:

- Quickly find the perfect qualified U.S. supplier
- Manufacturing-only data (no service providers)
- Post RFPs/RFQs/RFIs & send to matching suppliers
- View all U.S. supplier data in one location
- Filter suppliers by: location, certifications, SBA-designations, materials, equipment, processes & more
- Blacklisted supplier alerts
- Supply chain risk visualization
- Communicate with potential suppliers directly in platform

How Does CONNEX Benefit Small-Medium Manufacturers & Suppliers?

As a supplier, the benefits of using CONNEX are:

- Find ideal contracts with less effort!
- Receive RFPs/RFQs/RFIs directly from buyers (no brokerage or bid-board listings)
- Find alternate sourcing for parts & materials
- Discover new contract opportunities within new industries
- Showcase all of your capabilities, certifications, SBA-designations, equipment and more in one location for buyers to see
- Connect and respond directly with OEM/Prime buyers within the platform
- Your data is never sold or shared!
- Advertise and promote yourself by creating and maintaining your manufacturing profile, which allows buyers to easily find you based on your manufacturing capabilities.

How is CONNEX Different From Other Similar Platforms?

There are many unique features of CONNEX that make it different from other platforms:

- **Low Cost:** CONNEX Delaware is FREE for all Delaware manufacturers to use within the state! In addition, it's only \$500/yr per company location to access the entire U.S. database (with unlimited user licenses per location) Other platforms are typically \$5K+ per yr.
- **More than Just Another Bid-Board:** Rather than just re-posting government bid listings, CONNEX focuses on building long-term relationships between suppliers & buyers. With a few clicks, a direct relationship is formed.
- **Partnerships:** CONNEX was built in partnership with over 140 manufacturing organizations across the country which means it is truly the national supply chain solution.

Can CONNEX Help Me See My Supply Chain and Identify Risks?

Yes! With CONNEX, it's never been easier to visually see your entire supply chain. You can view your supply chain in various ways, identify supply chain risks and see suggested alternate suppliers to mitigate that risk. This information remains confidential to your organization.

Can CONNEX Help Me Find Delaware suppliers?

Yes! You can use CONNEX™ Delaware to search hundreds of Delaware manufacturers and quickly find the perfect supplier for your needs. You can also easily expand your search nationally and search for suppliers across the U.S. (see "How Can I Upgrade?")

What Does it Cost to Access CONNEX Delaware?

Through the sponsorship of DEMEP and funding provided through the CHIPS and Sciences Act, the platform is FREE for all Delaware manufacturers and suppliers! If you want to upgrade to the full national subscription, it's only \$500/yr per company location to access the entire U.S. database (with unlimited user licenses per location)

How Secure is My Data?

Data security is always a top priority. Your data is encrypted both at rest and in transit. No one outside of your organization can see your confidential information without your express permission. In addition, the platform is constantly being updated to meet the latest cybersecurity standards.

Can Someone Help Me Setup & Optimize My Profile?

Yes, with your permission the Delaware MEP can help and support you to ensure that you get the most out of the platform by helping you:

- Build, optimize and maintain your profile.
- Create & upload your capability statements.
- Post and respond to exchange center opportunities.
- Onboard internal users and set user permissions.
- And more!

To receive this assistance, reach out to us and we'll explain how you can grant us access to your profile. After helping you, that access can be removed from your profile, as needed.

Who Can Use CONNEX?

The platform is open to all U.S. manufacturers and suppliers who make, assemble, fabricate, produce, machine or perform any type of manufacturing across any industry. The platform is not open to service providers, distributors or similar entities.

How Will CONNEX Help me Strengthen my Supply Chain?

You can find alternative suppliers, view your supply chain, highlight single supplier and financial risks within your supply chain, see companies on government watchlists, and more. You can also find suppliers by searching the hundreds of Delaware manufacturers and using filters to find companies with products and services that match your specific needs. For national supply chain connectivity, manufacturers can upgrade to CONNEX™ Marketplace through CONNEX™ Delaware.

How Do I Upgrade my Free Subscription to Access the Entire National Database?

CONNEX Delaware is a free state-only version of the national "CONNEX Marketplace" platform. Although it's free, users are limited to only seeing and interacting with other Delaware manufacturers and suppliers. CONNEX Delaware users cannot see profiles or posted opportunities in any other state.

Upgrading to the full national access of CONNEX Marketplace is easy and inexpensive. It's only \$500/yr per company location with unlimited user licenses per location! Upgrading to national access allows users to view, search, interact and respond to manufacturing opportunities across the entire U.S. rather than just Delaware.

To upgrade your account, you must first create a CONNEX Delaware account (see below). After that, go to your account and click on "My Subscriptions". Select to upgrade your account to CONNEX Marketplace and enter your payment information or promo code. Membership can be cancelled at any time.

How do I sign up for a CONNEX™ Delaware account?

- Visit demep.org/connex and click the Login or Signup button.
- On the login page, click the "Create an Account" link and fill out the necessary information.
- Watch for a validation email and click on the link.
- After clicking the link, log back in and finish creating your account. We will then review your application, verify that you are a manufacturer and approve it.

Who Do I Contact With Questions?

If you have questions or need more information, please contact us at: 302.283.3131 or connex@demep.org. For technical support regarding the application, please contact the help desk at: support@connexmarketplace.com