

Frequently Asked Questions

What is CONNEX™ Virginia?

CONNEX Virginia is an online SaaS platform that connects all Virginia manufacturers and suppliers into a single searchable database. 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 Virginia?

CONNEX Virginia is part of the national supply chain platform called **CONNEX Marketplace**, which was developed by **i5 Services**, a U.S. manufacturing software company. CONNEX Virginia is licensed by **GENEDGE Alliance** (the official Virginia MEP organization), which is providing free platform access for all Virginia manufacturers.

Why should I join CONNEX Virginia? What's in it for me?

If you're a Virginia manufacturer, there are many reasons why you should join and participate in CONNEX Virginia. Here are a few of the main reasons:

- **Access to a Detailed Directory of all U.S. Manufacturers and Suppliers:** This in-depth directory helps you find qualified domestic suppliers with the specific products, services and manufacturing capabilities you need. You can also use it to find new customers whose needs fit your capabilities.
- **Network, Interact & Connect:** The powerful interactive networking tools in CONNEX let you find and be found across the local and national supply chain. You can:
 - Connect with buyers, primes, OEMs and other qualified manufacturers who have what you need, or who need what you have.
 - Participate in OEM purchasing events, matchmaking sessions and industry forums designed to help grow your domestic supplier base.
 - Post and respond to RFPs, RFQs and RFIs.
 - Publish needs or surplus notifications.
- **Advertising & Promotion:** Every day, large buyers are looking for manufacturers just like you. Creating and maintaining your manufacturing profile allows others to easily find you based on your manufacturing capabilities.

How can CONNEX help me find new business opportunities?

CONNEX makes it super easy to find new contract opportunities. Within the platform, you can view RFPs, RFQs, RFIs and other needs posted from buyers. In addition, based on your profile, you can be notified of all new opportunities that you are uniquely qualified for and have a good chance of being considered for. Many times, these are opportunities that you wouldn't have otherwise known about however CONNEX finds them for you based on your capabilities, equipment, certifications and more.

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 Virginia is **FREE** for all Virginia manufacturers to use within the state! In addition, it's only \$500/year per company location to access the entire U.S. database - *with unlimited user licenses per location!*
- **More than just a parts broker:** While many other platforms simply offer parts-on-demand (without revealing the supplier), CONNEX focuses on building long-term relationships between suppliers & buyers.
- **Partnerships:** CONNEX was built in partnership with over 100 manufacturing organizations across the country, including the National Association of Manufacturers (NAM). Because of this, local organizations in Virginia and throughout the U.S. can help you find the perfect supplier or respond to new opportunities.

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 Virginia suppliers?

Yes! You can use CONNEX Virginia to search thousands of Virginia 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 lower on page2 for - "How do I upgrade...?")*

Frequently Asked Questions (cont.)

What does it cost to access CONNEX Virginia?

Through the sponsorship of **GENEDGE Alliance**, the platform is **FREE** for all Virginia manufacturers and suppliers! After that, it's only \$500/year 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 an assigned representative of the **GENEDGE Alliance** organization 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 **GENEDGE Alliance** 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?

Right now, the platform is only open to large and small manufacturers who participate as buyers or suppliers in the manufacturing supply chain. The platform is **not open** to distributors or service providers at this time. GENEDGE Alliance processes all requests for new accounts to maintain that only large and small manufacturers are part of this database.

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 thousands of state 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 Virginia.

How do I upgrade my free subscription to access the entire national database?

"CONNEX Virginia" 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 Virginia manufacturers and suppliers. CONNEX Virginia 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/year 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 Virginia.

To upgrade your account, you must first create a CONNEX Virginia 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 request a CONNEX Virginia account?

- Visit <https://genedge.org/connex-virginia>
- Click the "**Request an Account**" blue button at top of the web page and fill out the necessary information thereafter.
- Watch for a validation email and click on the link.
- Login and complete the wizard to create your company profile.

After that, GENEDGE Alliance will approve your account on our end and you can begin using the system. It's that simple!

Who do I contact with any questions regarding CONNEX Virginia? Connect with your **GENEDGE Regional Growth Manager** today to learn more about CONNEX Virginia at <https://genedge.org/connect-with-us> or email at connexva@genedge.org