

Success Story



SupplyPoint® Locates Parts for Manufacturer, New Vendor for DSCC

Requirement:

Techni-Products, a small Massachusetts manufacturer that has been trying to increase their quote opportunities, contacted MassMEP for assistance. The Commonwealth manufacturer had been losing commercial contracts to overseas competition.

Solution:

MassMEP program managers located several defense industry related parts that fit into Techni-Products' core company and coached them through the quote submission process. With assistance from SupplyPoint® and MassMEP, Techni-Products was able to produce and submit a quote for the first time. The company also resolved a problem for DSCC by replacing an incumbent manufacturer who is no longer producing the needed part. SupplyPoint® and MassMEP provided technical expertise to help the company obtain export control certification, researched the technical data package, and assisted in the completion of quote submission documents. The result was an award on the first attempt for the Techni-Products team.

“We have the technical expertise to make any defense industry related part, but that expertise is not enough. Small manufacturers need help with the specialized government unique requirements such as export control, obtaining technical data and submitting quotes. The MassMEP provided this help on demand,” said Margery Morehardt, President and CEO of Techni-Products.

SupplyPoint® is a web-enabled proprietary database designed to help small and medium sized enterprises (SMEs) expand their business by assisting them in the quote submission process. The program works by matching your company's profile with the quote requirements. Currently, more than 6,500 SMEs are registered in SupplyPoint®.

SupplyPoint® is ready to assist the small manufacturer to access the power of The Center for Supply Chain Integration and Risk Management.