

DEFENSE MARKET ADVANTAGE®



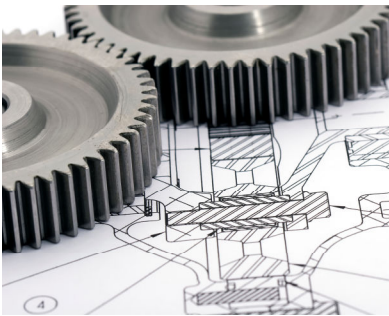
Sales Opportunities for Military Parts

Defense Market Advantage®, a service of CMTC, provides services and tools for manufacturers interested in broadening their sales by supplying parts and assemblies to the Department of Defense (DoD).

In order to sell to the DoD, companies must match their manufacturing capabilities to DoD procurement requests. It is necessary to understand the design requirements, material and performance specifications to bid for business in the DoD procurement system. The Defense Market Advantage® service fills these gaps.

CMTC's Defense Market Advantage® service matches capabilities to procurement requests and provides:

- Winnable solicitations
- Technical data packages
- Price history data
- Technical assistance
- DOD procurement expertise



"The Defense parts business looks particularly attractive ... CMTC has helped us enter this business"

President – California Manufacturer

Proprietary Tools and Techniques for making Opportunities Practical

CMTC's Defense Market Advantage® has developed proprietary, automated tools to rapidly identify DoD procurement opportunities appropriate to a manufacturer's unique capability.

Manufacturing companies benefit from dramatic reductions in necessary expertise, time and effort to review unfiltered solicitations posted by the DoD. The CMTC client manufacturers concentrate their resources on providing more timely and accurate bids, resulting in enhanced competitiveness.

CMTC develops a deep understanding of client capabilities in order to classify DoD business opportunities. With this data, our proprietary software settings and filters are enabled to target the high probability bid opportunities.

- Proprietary systems scan the stream of Defense Logistics Agency (DLA) solicitations daily, and identify those that best fit a manufacturing capabilities profile
- Proprietary software obtains and packages procurement information, technical data, and part procurement history
- Proprietary systems display information in an easy-to-use web-based interface
- Progress is continually analyzed to refine the search parameters for future procurements

DoD Procurement Expertise

Defense Market Advantage® assists manufacturers in competing for DoD awards by providing expertise in the DoD procurement and delivery process. CMTC assists with the preparation of Source Approval Requests (SARs), communication with DoD buyers, technical liaison, packaging requirements, and contracting guidance.



About CMTC

A private, non-profit corporation, CMTC was established in 1992 and is affiliated with the National Institute of Standards and Technology's (NIST) Hollings Manufacturing Extension Partnership (MEP).

As an MEP center with vast connections to the local manufacturing community, CMTC's relationship with a client company may also include assistance with the location of sub-vendors to provide services or operations further enhancing the competitive position.

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