



## FREQUENTLY ASKED QUESTIONS

### WHAT IS CONNEX KENTUCKY?

CONNEX Kentucky is an online platform that connects all Kentucky manufacturers into a single, accurate, searchable supply-chain solution. CONNEX Kentucky is provided through a unique partnership between the Kentucky Association of Manufacturers and the Kentucky Cabinet for Economic Development.

### WHY SHOULD I JOIN CONNEX KENTUCKY?

- Access to a Detailed Directory of Kentucky Manufacturers and Suppliers: This in-depth directory helps you find qualified domestic suppliers with specific products, services, and manufacturing capabilities you need. You can also use it to find new customers whose needs fit your capabilities.
- Network, Interact, and 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 and Promotion: Large buyers look for manufacturers like you every day. Creating and maintaining your manufacturing profile allows others to easily find you based on your capabilities.

### HOW CAN CONNEX HELP ME FIND NEW BUSINESS OPPORTUNITIES?

CONNEX makes it easy to find new contract opportunities. Within the platform, you can view RFPs, RFQs, RFIs, and other needs posted by buyers. Also, based on your profile, you can be notified of all new opportunities you are uniquely qualified for and have a good chance of being considered. These are often opportunities you wouldn't have otherwise known about, but CONNEX is able to find them based on your capabilities, equipment, certifications, and more.

### HOW IS CONNEX DIFFERENT FROM OTHER SIMILAR PLATFORMS?

Many unique features of CONNEX make it different from other platforms:

- Low Cost: CONNEX Kentucky is FREE to register for all Kentucky manufacturers to use within the state.
- More than Just a Parts Broker: While many other platforms offer parts-on-demand (without revealing the supplier), CONNEX focuses on building long-term relationships between suppliers and buyers.
- Partnerships: CONNEX was built in partnership with over 100 manufacturing organizations nationwide, including the National Association of Manufacturers (NAM). Because of this, local organizations in Kentucky 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, you can visualize 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 KENTUCKY SUPPLIERS?

Yes. You can use CONNEX™ Kentucky to search thousands of Kentucky manufacturers and quickly find the right supplier for your needs.

## WHAT DOES IT COST TO ACCESS CONNEX KENTUCKY?

CONNEX™ Kentucky state platform is open and free to register for all Kentucky manufacturers within any sector. CONNEX™ Kentucky is free to use for any manufacturers that sign up until September 6. Suppliers who are awarded a new contract through the platform agree to pay a 1% “Success Fee” on the first contract awarded between them and a buyer. However, this fee will be waived for all contracts awarded before September 6.

## 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 AND OPTIMIZE MY PROFILE?

Yes, with your permission, KAM 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 and upload your capability statements.
- Post and respond to exchange center opportunities.
- Onboard internal users and set user permissions.
- And more.

## WHO CAN USE CONNEX?

Right now, the platform is only open to approved 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.

## 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™ Kentucky.

## HOW DO I UPGRADE MY FREE SUBSCRIPTION TO ACCESS THE ENTIRE NATIONAL DATABASE?

CONNEX Kentucky is a free state-only version of the national CONNEX Marketplace platform. Although free, users only see and interact with other Kentucky manufacturers and suppliers. CONNEX Kentucky users cannot see profiles or posted opportunities in any other state.

Manufacturers that register before May 5 can use the promo code KYFF to receive free lifetime access to the national CONNEX™ platform subscription. After May 5, the national CONNEX™ platform subscription is \$500 a year.

To upgrade your account, you must create a CONNEX Kentucky account (see below). Afterward, go to your account and click “My Subscriptions.” Select to upgrade your account to CONNEX Marketplace and enter your payment information or promo code. Membership can be canceled at any time.

## HOW DO I REQUEST A CONNEX™ KENTUCKY ACCOUNT?

- Visit [kam.us.com/home/connexkentucky/](https://kam.us.com/home/connexkentucky/)
- Click the “Sign up today.” button and fill out the necessary information.
- Watch for a validation email and click on the link.
- Log in and complete the wizard to create your company profile.

## WHO DO I CONTACT WITH QUESTIONS?

If you have questions or need more information, please contact us at: (502) 352-2485 or [s.goodwin@kam.us.com](mailto:s.goodwin@kam.us.com)