



What is supplierIQ®?

supplierIQ® is an intelligent multi-industry match-making platform for companies in the manufacturing arena. It's designed to help you connect with customers that need what you make, and find suppliers that make what you need.

Who can benefit from membership in supplierIQ?

Contract manufacturers, ranging from prototyping shops to assembly operations, use supplierIQ® to connect with Purchasing and Engineering personnel at companies that are looking for suppliers with specific manufacturing capabilities, geographical locations, socio-economic status, quality certifications and/or specific industry expertise.

Does supplierIQ® include members from my industry?

Following is the list of industries currently supported by supplierIQ®. Please contact us directly if you are a manufacturer and your industry is not listed.

Aerospace/Defense	Food/Beverage	Oil/Gas
Agricultural/Farm Equipment	Furniture	Recreational/Marine
Aviation	Heavy Equipment	Telecommunications
Consumer Goods	Industrial Goods	Transportation (Land)
Energy	Medical	Transportation (Sea)

See table below for product examples within each industry.

How do I define my specific manufacturing capabilities?

You start by choosing one of the following sectors, then provide other details to further define your areas of expertise. This is done through a combination of drop down menus and simple questions. Your profile can be quickly and easily updated at any time. You can also create up to five distinct profiles to reflect different manufacturing capabilities.

Assembly	Fulfillment/Distribution	Prototyping
Ceramics	Glass	Textile/Leather
Chemicals	Metal	Wood
Electrical	Paper	
Electronics	Plastic/Rubber	

See table below for a description of the capabilities included in each sector.

How do I find suppliers that meet my requirements?

You simply input your buying preferences and let supplierIQ® automatically provide a list of suppliers that match your criteria. Buying preferences can be quickly and easily updated at any time to support your current sourcing needs. You can also create up to five distinct buying profiles to support multiple projects or commodities.

What's the cost for a Standard supplierIQ® membership?

For \$300/year per company, you get 3 unique user log-ins. Additional user log-ins can be added at a reduced rate. Please contact us for details.

Are there any other costs beyond the \$300/year membership fee?

Each individual user gets 5GB of storage included with a company membership. This allows for attachment of documents to your profile and storage of messages between supplierIQ® members. In most cases, this will be sufficient. Additional fees may apply if the 5GB per user limit is exceeded.

Is my company eligible for a 30-day free trial?

If your company has not previously participated in a free trial you are eligible.

Once I sign up for a membership, who are the typical users of supplierIQ?

Each user is identified as either an "Admin", "Seller", or "Buyer". Most companies will have one user from each category.

Admin

The person that signs up for a supplierIQ® membership is automatically designated as an Admin. The Admin typically fills out an initial company profile, adds other users, and identifies them as either Buyer or Seller. Admin status can be transferred to other users at any time. The Admin can also perform the same functions as both Buyers and Sellers.

Seller

Typically a company Sales representative that's looking for potential customers. He/she provides information that tells customers what you make and what manufacturing capabilities you have. The Seller can update manufacturing capabilities but not buying preferences.

Buyer

Typically a Purchasing Agent or Engineer that's using supplierIQ® to find suppliers. The Buyer loads his/her buying preferences and updates those preferences as his/her buying needs change. The Buyer can update buying preferences but not company manufacturing capabilities.

supplierIQ® also allows you to organize users to optimize the benefit for your company. For example, if you are a large manufacturer that will only use supplierIQ to locate suppliers, you can designate all users as Buyers. Conversely, you can designate all users as Sellers if you want to use supplierIQ® solely as a sales tool.

Can I advertise my company on the supplierIQ® website?

No, supplierIQ® does not want its members to be distracted by advertisements.

I'm uncomfortable with including too much detail about my company. How do I stop my competitors from seeing my confidential information?

supplierIQ® has an answer for that. You can designate each section of your profile as either Public, Network, or Private. If Public, all members can see the information in that section. If Network, only your connections will see your information. If Private, that section will be invisible to all members.

Of course, supplierIQ® can still use all information in your profile to perform a match. This way, you get matched and ranked based on your capability while still maintaining your confidentiality.

Your video refers to Search Engine Optimization (SEO) as being obsolete. Does that mean I should cancel my website?

No, your website is still a good marketing tool but it has limitations. It's not great at matching a buyer's preferences with a supplier's capabilities, and it doesn't proactively work to find new customers. Your website is found based on constantly changing SEO criteria, established by major search companies that are primarily focused on product-specific keyword searches.

supplierIQ® recommends that you include your website URL in your profile so potential customers and suppliers can quickly review your website once a match is made.

I work for an Economic Development Organization (EDO). Can I benefit from joining supplierIQ®?

Yes, supplierIQ® can help support your attraction, retention and growth initiatives. In addition to helping local manufacturing companies connect and grow, you may be eligible to receive donations from supplierIQ®.

When companies in your state sign up for a new membership, they have the option to select from a list of participating EDO's. If your organization is selected, you will receive a \$30 donation from supplierIQ®.

If you are a 501(c)3 or 501(c)6 organization, with a mission to support economic development, please click on the "Donation Program" link, or contact us directly for details and eligibility requirements.

Let supplierIQ® help you!

There are certifications that I expect my suppliers to have, but I don't see them on the supplierIQ list. Can I manually add it the list?

No, but your feedback is very valuable to us. Please send us a list of those certifications that are important to your industry or company. Meanwhile, you can list the desired certificates in the Preferred Supplier Attributes area of your Capability Profiles.

Sector and Capability Descriptions

Sector	Capability	Description/Examples
Assembly	Manual Assembly	Basic hand tools used in the assembly process.
	Semi-Automated/Mechanical Assembly	Some automation and/or assembly fixtures.
	Automated	Automated equipment and/or assembly lines.
Ceramics	Forming	Molding, extrusion, slip casting, hydraulic casting.
	Machining	Turning, drilling, milling, cutting.
	Finishing	Grinding, polishing, coating.
Chemicals	Mixing	Mixing, separation, filtration, settling, extraction, distillation.
	Bottling	Flow filling of liquids.
	Filling	Tablet filling, auger/agitator filling of dry goods or viscous materials.
	Distribution	Warehousing, distribution.
Electrical	Wire Harness Fabrication	Wire cutting, termination, connector assembly, taping, crimping, soldering.
	Cable Fabrication	Fiber optic/datacom cables, round/ribbon/coaxial assemblies.
	Electro Mechanical Assembly	Control panel, box builds, electrical subassemblies.
Electronics	Surface Mount Device Soldering (SMDT)	Pick & place, solder components.
	Pin Through Hole Soldering (PTH)	Pick & place, wave or selective soldering.
	Ball Grid Arrays (BGA)	Surface mount packaging for integrated circuits.
	Component Manufacturing	Manufacturing of transistors, resistors, sensors, switches, terminals, displays, IC's.
	Subassembly	PCB assembly, electromechanical subassemblies.
Fulfillment/ Distribution	Packaging	Box manufacturing/printing, bag-in-box packaging, protective packaging.
	Kitting/Pick & Pack	Repacking.
	Sequencing	Break bulk shipments, ship in sequence.
	Warehousing	Temporary storage, distribution.
Glass	Forming	Blowing, float glass processes.
	Machining	Turning, drilling, milling, lapping, polishing, grinding.
	Cutting	Saw, score & break, waterjet, laser.
	Laminating/Interlaying	Strengthening processes, laminating, interlaying.
	Coating/Decorating	Anti-glare/anti-fog/reflective coatings, screen printing, tinting, sandblasting, acid etching.
	Tempering	Thermal tempering, chemical toughening.
	Raw Material	Glass manufacturing.

Metal	Fabricating	Cutting, bending, joining, welding.
	Machining	Turning, drilling, milling, broaching, cutting, laser/water jet, EDM.
	Finishing	Grinding, polishing, coating, painting, plating, tumbling, etching.
	Heat Treating	Annealing, case hardening, flame/induction hardening.
	Extruding	Hot/cold extrusion, direct/indirect/hydrostatic extrusion.
	Forming	Hydro forming, roll forming, stamping, coiling.
	Casting	Evaporative-pattern, centrifugal, continuous, investment, die casting.
	Forging	Roll, open-die, press, upset, induction, net-shape forging.
	Drawing	Wire, bar, tube, sheet metal drawing.
	Raw Material	Steel, aluminum production, lead smelting, recycling
Paper	Cutting	Sheeting, slitting, guillotining.
	Forming	Corrugating, folding.
	Bonding	Laminating, coating.
	Printing	Printing.
	Raw Material	Industrial papermaking.
Plastic/Rubber	Forming	Vac forming, thermoforming.
	Molding	Injection, compression, rotational, blow molding.
	Fabricating	Cutting, bending, joining, welding.
	Machining	Turning, drilling, milling, broaching, cutting, laser/water jet.
	Finishing	Coating, painting, plating, etching, pad printing.
	Raw Material	Resin manufacturing, pelletizing.
Prototyping	3D Printing	Additive manufacturing, 3D Printing, SLM, SLA, LOM.
	Casting/Forming	Thermoset resin casting, vacuum forming.
	Machining	Turning, drilling, milling, broaching, cutting, laser/water jet, EDM.
	Fabricating	Cutting, bending, joining, welding.
	Coating	Grinding, polishing, coating, painting, plating, tumbling, etching.
Textile/Leather	Cutting & Sewing	Leather, fabric, vinyl, cutting and sewing.
	Bonding	Flame lamination, adhesive bonding.
	Wrapping	Manual wrapping, fixtured wrapping.
	Embossing	Decorative elements, screen printing, embroidery.
	Raw Material	Spinning, weaving, knitting, finishing processes, leather tanning.

Wood	Fabricating	Cutting, bending, joining, steam bending, heat bending.
	Machining	Turning, drilling, milling, cutting, laser/water jet, router.
	Finishing	Sanding, coating, painting, staining.
	Raw Material	Logging, timber conversion, chemical preservatives, pressure processes.

Industry List and Product Examples

Industry	Product Examples
Aerospace/Defense	Military aircraft, vehicles, and weapons; space vehicles.
Agricultural/Farm Equipment	Tractors, harvesters, livestock processing, irrigation systems.
Aviation (General)	Civilian air transportation, commercial/private aircraft, hang glider, balloon, parachute, drones.
Consumer Goods	Computer, TV, lawn mower, musical instruments, appliances, phones, hunting/fishing equipment.
Energy	Power generation - electricity, solar, nuclear, wind, hydro.
Food, Beverage	Packaged food, bottled/canned drinks, pet food, food processing equipment.
Furniture	Residential, office and medical furniture.
Heavy Equipment	Earthmovers, bulldozers, road construction equipment.
Industrial Goods	Commercial appliances & HVAC, signs, monitoring systems, compressors, conveyors, printing equipment.
Medical	Health care devices, supplies, and technology; pharmaceuticals.
Oil, Gas, Coal	Mining, exploration and refining equipment, pipelines, oil/gas production equipment.
Recreational/Marine	Motor homes, ATV's, boats/yachts, camping trailers, power sports.
Telecommunications	Power transmission equipment, satellite communications, network hardware & security.
Transportation (Land)	Cars/trucks, commercial vehicles, buses, trains.
Transportation (Sea)	Ocean liners, freighters, cruise ships.