

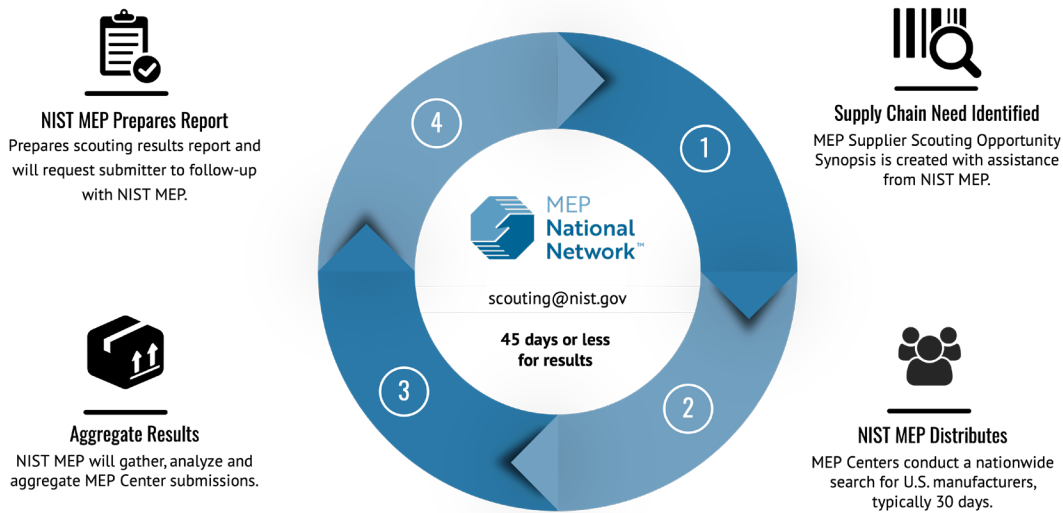
# MEP SUPPLIER SCOUTING

The goal of the MEP National Network (MEPNN) supplier scouting service is to connect U.S. companies and government agencies with domestic manufacturers that can supply needed products and capabilities. To initiate the process, organizations need to complete our supplier scouting opportunity synopsis form and submit it to [scouting@nist.gov](mailto:scouting@nist.gov).

The form is used to gather technical information (i.e. dimensions, size, performance specifications, requirements, etc.) about item(s) in need and business information such as the number of units, delivery and packaging requirements. This information will be used to develop a clear and concise description that will be shared with manufacturers across the country. You can [contact](#) the NIST MEP supplier scouting team to obtain a copy of the opportunity synopsis form. NIST MEP can help you complete the opportunity synopsis and answer any questions.

NIST MEP will share the completed synopsis form with MEP Centers in every state and Puerto Rico. MEP Centers will conduct a search for U.S. manufacturers with the capabilities, capacities and business interests to supply the item(s).

## MEP Supplier Scouting Process



MEP Centers submit matched manufacturers to the NIST MEP scouting team. The information collected includes company name, contact information, as well as product lines and relevant information. Submitted results are aggregated into a report and presented to the organization that requested the search.

The MEP supplier scouting report provides a summary of the results including the number of exact and partial matches and the states in which matches are located. The report also includes a list of matched manufacturers that MEP Centers submitted along with contact information of MEP Center staff who submitted results. The report concludes with recommendations and next steps.

## MEP Supplier Scouting Matches

A matched manufacturer can be an exact match (makes the exact item being sought) or a partial match. Partial matches fall into four categories. The manufacturer:

- Has produced the item in the past and could produce it again
- Currently possesses the capability and capacity to produce the item
- Currently produces a similar item
- Possesses relevant capability to allow production of the item with minimal retooling

### Follow-up is Key to the Program's Success

To understand and track the outcomes of supplier scouting, organizations should contact NIST MEP to provide a status update 30-days after the manufacturer matches are sent. This is a very important step that:

Allows the MEP program to measure the impacts of MEP supplier scouting



Lets MEP Centers know how their results are used




Updates U.S. manufacturing companies that have been identified as potential suppliers




## About MEP Supplier Scouting

For over a decade, MEPNN supplier scouting has been identifying and connecting U.S. manufacturers with government and commercial supply chain needs on a national scale. MEP supplier scouting facilitates interactions between top-of-supply chain companies and government agencies and U.S. small and medium-sized manufacturers (SMMs) to help identify new suppliers to domestically produce items.

### Contact Us:

 100 Bureau Drive  
Gaithersburg, MD

 (800) MEP-4MFG

 [scouting@nist.gov](mailto:scouting@nist.gov)

*For MEP supplier scouting needs that are limited to state-based identification of potential manufacturers within an individual state, versus on a national scale, please contact the [local MEP Center](#) for that state.*

*NIST MEP makes no claim that the report represents all capabilities in the U.S. to produce an item. The organization requesting this information will need to vet the identified manufacturers to determine whether they are a good fit to meet the supply need. In most cases, MEP Center staff has established business relationships with the identified manufacturers. Contacting the MEP Center staff who submit the matches is highly encouraged and can be beneficial in facilitating interactions.*