

MANUFACTURING *in Lehman's Terms*

Manufacturing Procurement for the COVID-19 Response



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A lot has changed since my last newsletter. Seemingly overnight, our relatively routine operations have been turned on end. With the COVID-19 pandemic, many manufacturers in North Dakota are experiencing shutdowns, pandemic exposure scares, supply chain disruptions, softening demand, etc. However, as this situation runs its course and starts to pick back up, we will start to see some areas of opportunity as well. For those that were strapped with labor shortages, it may be an opportunity to bring on staff freed up from other industries. Some manufacturers are adapting where possible to produce goods such as hand sanitizer, ventilators, masks, face-shields, coveralls, etc. As this is new to many, I have been fielding many calls pertaining to the procurement of these goods. For this month's article, I wanted to reach out to the manufacturing community to provide a list of resources which may help you along your journey if you are planning to supply goods for the response effort. The following are some of the resources you may want to consider:

1. **North Dakota Procurement Technical Assistance Center (PTAC):** North Dakota is host to PTAC centers in Bismarck and Fargo. They offer confidential, no cost, one-on-one, service to help manufacturers navigate the government procurement process. <https://ndptac.org/>
2. **Federal Emergency Management Agency (FEMA):** FEMA is managing much of the federal COVID-19 related procurement. Here are a few FEMA resources which you may find helpful:
 - To **sell medical supplies** or equipment to the federal government, email specifics to covidsupplies@fema.dhs.gov.
 - Manufacturers wanting to **produce COVID-19 related products**– email nbeoc@max.gov.
 - For **non-medical** supplies, services or equipment, if you are interested in doing business with FEMA, visit the [Industry Liaison Program](https://www.fema.gov/industry-liaison-program). <https://www.fema.gov/industry-liaison-program>.
3. **U.S. Food & Drug Administration (FDA):** The FDA offers industry guidance on various items that are needed for the response efforts. This very helpful information includes sanitizers, facemasks, etc. <https://www.fda.gov/emergency-preparedness-and-response/coronavirus-disease-2019-covid-19/covid-19-related-guidance-documents-industry-fda-staff-and-other-stakeholders>

Right now, the internet is as important as ever in marketing your operation. To get your manufacturing capabilities listed online, consider contacting the following:

1. **Impact Dakota:** A part of a national network assisting manufacturers, Impact Dakota has access to the national MEP Supplier Scouting program which introduces manufacturers to those having difficult to source needs. They also have capabilities to help you get your new processes in place and optimize your existing processes. If you are planning to produce products for the COVID-19 response, please be sure to contact Impact Dakota for one-on-one assistance. <https://www.impactdakota.com/coronavirus/>

2. **Greater North Dakota Chamber (GNDC):** The GNDC has access to the national Manufacturers Marketplace where you can list your manufacturing capabilities. <https://www.ndchamber.com/manufacturing-marketplace>
3. **Thomas Network:** Also referred to by many as the Thomas Register has long been a 'go-to' resource for identifying manufacturing capabilities in the nation. <https://www.thomasnet.com/>

Lastly, if your operation has experienced negative impacts as a result of the COVID-19 pandemic, you may want to check out the North Dakota Department of Commerce's website. <https://ndresponse.gov/covid-19-resources/covid-19-business-and-employer-resources>. Although Commerce has been heavily involved with the COVID-19 response, they are also actively engaged with primary sector businesses planning expansion activity and I would still encourage you to reach out if you have questions on funding incentives, etc.

If your operation is experiencing COVID-19 impacts, planning to produce for the COVID-19 response effort, or even possibly expanding, please feel free to contact me and I can point you in the right direction. In these trying times, I wish the best for your business, and I hope you, your family, and your employees are staying safe and healthy!

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