



**OUR MILITARY
MEANS BUSINESS
FOR YOUR BUSINESS.**

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MATCHFORCE.ORG**



North Carolina Military Business Center

9 February 2009

NORTH CAROLINA MILITARY BUSINESS CENTER



Why Pursue this Market?

- Federal Government buys everything it's legal to sell!
- Government spent **\$442 billion** on goods and services in FY 2009.
- Firms operating in NC won (only) **\$4.5 billion**
- NC has 4th largest military presence of any state
- NC is 26th in contract funds returning to the state
- **Huge potential exists to grow this business!**



North Carolina Military Business Center

- Mission: To leverage military and other federal business opportunities for economic development and quality of life in NC
- Goals:
 - Increase military business for NC companies
 - Integrate military/families into workforce
 - Support defense-related recruitment



Business Development Team

- Create awareness of opportunities, recruit NC firms
- Identify current opportunities, notify NC firms
- Assist firms with solicitations, quotes, proposals
- Pre-position, develop sub-contract opportunities

CY2010	54 Contracts	\$18.9 - \$71.1 million
CY2005-2010	882 Contracts	\$2.184 - \$400.7 billion

As of: 9 Feb 2010



MatchForce

- Matches businesses to military opportunities
- Matches primes to NC sub-contractors
- Matches businesses to NC job seekers
- Businesses won >\$518 million, 2006-09 contracts
- Currently on MatchForce:

15,057 NC Businesses	31,542 Individuals
7,636 Contract Opportunities	27,704 Job Opportunities

As of: 9 Feb 2010

MatchForce.org Website

MatchForce



North Carolina Military Business Center
Connecting You to Contracts, Businesses, and Jobs



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April 01, 2009, 09:12 PM


Returning Users (Login)
Username:


Password:

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Quick Search
I am seeking:
 ▼



 [About MatchForce](#)

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**Cut Computer
& Network Costs
by 50%**

LIVE
support
Please leave
a message



Businesses

Create your business profile, access government contracts & purchasing opportunities, and find employees!

[▶ Enter Now](#)

Government

Post solicitations and purchase card requirements, and match local businesses - quickly and easily!

[▶ Enter Now](#)

Individuals

Create your personal profile, post your skills, or search area jobs just for you!

[▶ Enter Now](#)

▼ New to MatchForce?

MatchForce matches North Carolina businesses to government contracts, government purchasers to NC suppliers, and job seekers to NC jobs. Businesses, contracting officers, cardholders and job seekers can register, post, search and receive opportunities - and get results - TODAY!

▼ What's New:

NCMBC launched a new Defense Machining Program. NC machine shops should register in both MatchForce and the new machining portal, www.SourceNC.com! [\[More\]](#)

[Click here for the NCMBC 2007-2008 Summary Report](#)

▼ MatchForce Portfolio:

Current Contracts 7,860	Current Jobs 3,741
Businesses 13,106	Individuals 28,134

State of North Carolina Jobs Now Matching on MatchForce!

 **NCMBC Featured on North Carolina Now**

**Search All Major Search
Engines from One Application**

[Try it Now!](#)





MatchForce Business Benefits

- Easier access to government purchasing
- Source for partners, subs and suppliers
- Source for potential employees
- Support for business - to - business sales
- Support for individual - to - business sales
- Free advertising



Priority Initiatives 2008-2010

- Military construction (\$5-7 billion) program
- Military Sustainment: Aerospace Alliance, reverse engineering, defense machining
- **Subcontracting program: with major primes**
- **Emerging opportunities program (services)**
- Recruitment: defense prime contractors
- Workforce initiatives (StayNC, I Hire Military)
- **Leverage base growth opportunities**

NCMBC.us Website

NORTH CAROLINA MILITARY BUSINESS CENTER



NEW! Subcontracting

NCMBC News click here

Transitioning Military Personnel Data

▶ HOME :: ABOUT US :: LOCATIONS :: CONTACT US :: FEEDBACK :: DOWNLOADS

▶ RESOURCES FOR NC BUSINESSES :: NC CONTRACTS :: NC JOBS :: WORKFORCE :: NEWSLETTER :: IN THE NEWS

▶ GET STARTED :: INDUSTRIES :: COMMUNITY COLLEGES :: LINKS

The North Carolina Military Business Center (NCMBC) is a business development organization and a collaborative effort between North Carolina business and the North Carolina Community College System. Funded in 2004 by the North Carolina General Assembly and opened in 2005, the NCMBC operates under the supervision of Fayetteville Technical Community College and has offices at eleven Community Colleges across the state.

The **mission** of the Military Business Center is to leverage military and other federal business opportunities for economic development and quality of life in North Carolina. Organizational **goals** are:

- Contracts - To increase military and federal business for existing North Carolina companies
- Employment - To integrate transitioning military personnel and family members into the workforce
- Recruitment - To support recruitment and development of defense-related businesses in North

STRATEGIC PROGRAMS

[Federal Construction](#)

[Subcontracting](#)

[Service Contracts](#)

[Economic Development](#)

[Emerging Opportunities](#)

[Aerospace Alliance](#)

CALENDAR OF EVENTS

Mar 11, 2009-Rising Construction Opportunities in a Failing Economy
[read more](#)

Mar 12, 2009-Financing for Entrepreneurs and

Currently on MatchForce

Current Contracts	Current Jobs	Businesses	Individuals
8,161	3,737	12,993	27,961

MatchForce.org is a web-based tool provided by the State of North Carolina and the North Carolina Military Business Center to individuals and government purchasers worldwide and to companies in North Carolina. The tool matches: government purchasers to NC suppliers; individuals to job opportunities with NC companies; and NC companies to government business opportunities, potential business partners, and potential employee profiles. To visit MatchForce.org, [click here](#).

The American Recovery and Reinvestment Act

This Act was designed to stimulate the economy and may offer new business opportunities for your firm. [Click here](#) for the latest details including information about Recovery Fund projects in North Carolina.

R&O and Atherton Construction Subcontracting Fair Mar 25, 2009

The Subcontracting Fair will provide North Carolina Businesses in the construction trades the opportunity to meet R&O and Atherton Construction concerning their recent contract awards on Seymour Johnson

NEWS & AWARDS

Archaeological Consultants of the Carolinas, Inc from Clayton, NC wins \$119,930 award - [read more](#)

Hotel Logistics from High Point, NC wins \$81,761 award - [read more](#)

[View All News and Awards](#)



NC BASE LINKS

[Fort Bragg](#)

[Pope Air Force Base](#)

[Seymour Johnson Air Force Base](#)

[Camp Lejeune](#)

north carolina defense machining initiative

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are you a north carolina machine shop?

**grow your business with the
Department of Defense!**



Register now

Explore

Evaluate

Engage

Login

What you will find at SourceNC.com:

- Resources to help you register and better position your company to do business with DoD
- Prescreened RFQs and RFPs (Solicitations) that match your business strengths and goals
- Tools to help you collaborate with other manufacturers
- Assistance in creating and submitting your quote or proposal to DoD

[Register now.](#) Its free!

Sponsored by



Success Impact

- Federal economy is booming
 - Military construction, base growth, stimulus spending, federal procurement
 - NC businesses surging to federal market, NCMBC service
- Every \$100 million in defense contracts yields:
 - Up to 3,000 jobs created, retained (\$30,000/job)
 - \$7 million in corporate income tax
 - Additional sales, payroll and state and local taxes
- Companies have won a minimum of \$1.18 billion in contracts since 2005 with NCMBC support



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