

STRENGTHENING OUR REGION'S ECONOMY, NATIONAL SECURITY & EMERGENCY PREPAREDNESS

OREGON HOUSE COMMITTEE ON VETERANS
AFFAIRS & EMERGENCY PREPAREDNESS

APRIL 4, 2017





DAVE HUNT
PRESIDENT & CEO
PACIFIC NORTHWEST DEFENSE COALITION

The Pacific Northwest Defense Coalition is the association of over 250 Northwest defense and security businesses.

PNDC focuses on strengthening our members' business growth, our region's economy, and our nation's security through training, one-on-one counseling, business-to-business networking, and advocacy.

PNDC MEMBERS



SHINE MICRO

Esterline



Glencair



TechLink



SIGMADESIGN

Bauer Cases

IND



Pacific Northwest NATIONAL LABORATORY



ZEPHER



SAM MEDICAL PRODUCTS

Tektronix Component Solutions

FLIR BENCHMADE



HIT



ERICKSON



Plus 215 other
NW businesses

Networking

Training

Advocating

Counseling

Connecting





NETWORKING

- Monthly Receptions @ Member Businesses
- VIP Summer Bash
- Annual Dinner
- Shooting Range Day
- Year End Celebration
- & MORE!





TRAINING

- Regular Procurement Webinars & Seminars
- Quarterly ITAR & EAR Trainings
- Defense & Homeland Security Symposia
- SBIR/STTR
- FARS & DFARS
- Cybersecurity & Data Security
- & MORE!





ADVOCACY

PNDC convenes regular Congressional Roundtables to bring members face-to-face with U.S. Representatives & Senators to ensure that Congress and federal agencies address the unique needs of Northwest defense and security





COUNSELING



Our full-time Procurement Counselor assists companies with navigating FARS/DFARS, certifications, and registrations including DUNS, System for Award Management, Dynamic Small Business Search, and Federal Business Opportunities.

Plus, we offer a FREE bid match service for our Washington and Oregon Members!





CONNECTING

NWB2B is an online sourcing platform that connects manufacturers with suppliers of products and services in the Pacific Northwest. This easy-to-use tool streamlines supplier discovery, and is a fast, efficient way to build buyer-supplier relationships with local companies.



Superior Connections for NW Buyers and Suppliers

“Other tools in this category are very specific to certain industries and extremely expensive. Here, search criteria can be as specific as you wish or as broad as you wish, making it very user friendly.”

– Lori Luchak, Miles Fiberglass and Composites

Join for FREE at nwb2b.com!



FUTURE OPPORTUNITIES

- Accessing federal Defense and Homeland Security (Coast Guard, CPB, FEMA, ICE, etc.) funds
- Increasing foreign defense and emergency prep \$\$
- Change federal (state?) acquisition regs. to ensure long-term quality/durability and not just lowest price
- Keep supply chain work here in the Northwest
- Unmanned Systems: air, land, and underwater
- Small Business Innovation Research (SBIR) grants

PNDC STAFF

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