



The Connector Project



SAN DIEGO STATE UNIVERSITY

Developing and Testing New Ways to Connect Government Buyers to Industry Suppliers

Purpose. The Connector project was developed to assist the Defense Logistics Agency and other agencies within the Department of Defense to locate new industry sources of products, technologies, services and on-demand manufacturing of small quantity parts to support the warfighter.

Team. A partnership was formed between the California East County Economic Development Council, the developers of the California database of businesses called the Connectory.com®, and the faculty of San Diego State University's Geography Department who have developed advanced econometric models to locate regional industry clusters.

Connectory.com®, Database

- Regional buyer/supplier network
- Searchable, dynamic database
- 6,500 detailed company profiles
 - Company information
 - Industry codes
 - Facilities/equipment
 - Products/technologies
 - Capabilities/expertise
- Industry & technology cluster information
 - Manufacturing
 - Industrial suppliers
 - Technology services
 - Technology/R&D
 - Construction & trades



Econometric Research

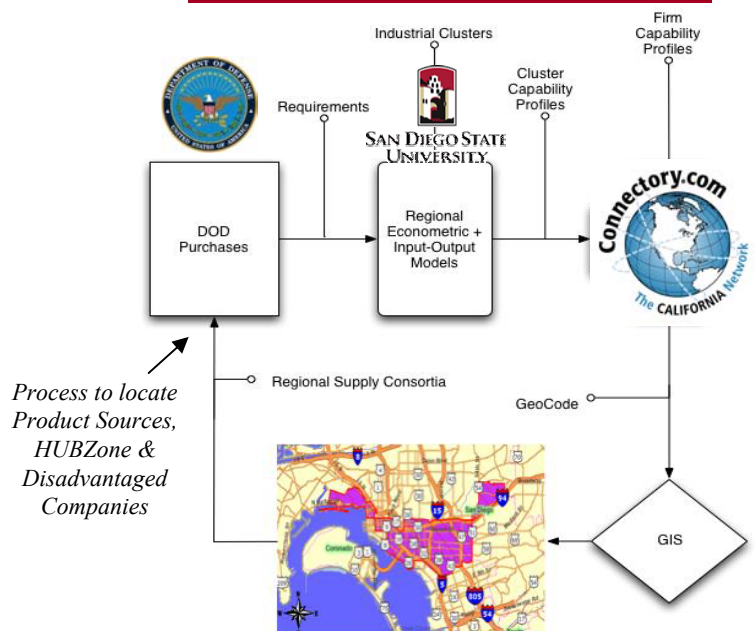
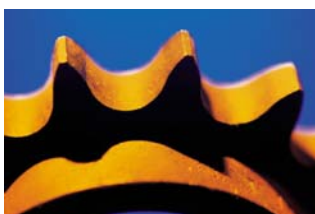
- Spatial econometric analysis tools
 - Identify/analyze technological potential of industrial clusters
 - Investigate/match regional capabilities to economic factors
 - Develop database of industrial clusters on a regional basis
- Open Source Web-Based GIS to:
 - Map industrial clusters
 - Enable spatial analysis
 - Locate/display companies in the Connectory.com® database:
 - Regionally disadvantaged
 - HUBZone
 - Validated set asides
 - Political jurisdictions
 - Cluster locations

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Process to locate Product Sources, HUBZone & Disadvantaged Companies