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**For Immediate Release**

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**CMTC Selected to Receive Grant Funds to Pilot a**

**B2B Network for Manufacturers**

**TORRANCE, CA** – The National Institute of Standards and Technology (NIST) has awarded $250,000 to CMTC to pilot an online California business-to-business (B2B) network project over a two-year period. The network will help match buyers and sellers of technologies, products and services specifically for small and medium-sized manufacturers (SMMs).

[CMTC](http://www.cmtc.com/) will be partnering with [MANEX](http://www.manexconsulting.com/), [GBL Systems Corporation](http://gblsys.com/) and [Industrial Interface, Inc.](http://ii-corp.com/)  These core partners will form the California Business-to-Business Network (CB2BN). While the initial focus will be California, the goal of the pilot is to determine if it is scalable to provide a highly automated nationwide matchmaking system that connects a broad range of opportunities to manufacturers.

“CMTC’s collaboration with these core partners will allow us to provide an efficient, easy-to-use system that directs global business opportunities to California’s small and medium-sized manufacturers. This will assist them in business growth and job creation,” stated [Jim Watson, President and CEO of CMTC.](http://www.cmtc.com/cmtc-leadership-team/)

The key element that makes CB2BN unique is the capability to systematically “push out” relevant opportunities, including aggregated opportunities, to only those manufacturers capable of meeting buyers or scouting criteria.

The goal of the network is to provide a simple, low cost method for California SMMs to become aware of and capture business opportunities because they are capable of providing a competitive quote or becoming a supplier. The effort will culminate with a B2B platform that validates the framework and functionality of CB2BN to seamlessly drive the end-to-end opportunity matching process, while additionally validating the sustainable business model.

**ABOUT CMTC**

A private, nonprofit corporation established in 1992, CMTC is the Southern California affiliate of NIST MEP, under the Federal Hollings Manufacturing Extension Partnership (MEP) program, a network of more than 60 centers across the country that provides assistance to small, medium and large manufacturers. CMTC serves Fresno to San Diego/Imperial County. CMTC and MANEX represent the MEP system in California and work in close collaboration on all manufacturing issues and opportunities within the State of California. For more information, visit [www.cmtc.com](http://www.cmtc.com) or follow us [on LinkedIn](http://www.linkedin.com/company/cmtc), [Facebook](http://www.facebook.com/CMTCSolutions) or [Twitter](http://twitter.com/CMTCSolutions). Subscribe to our manufacturing network blog at <http://www.cmtc.com/blog>

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