

National Association of Manufacturers

July 16, 2020

The Defense Department's Joint Acquisition Task Force recently released [information](#) about the [Commercial Solution Opening](#), a new way for manufacturers to submit proposals to address government needs in the fight against COVID-19. This can help interested companies quickly secure a cost-sharing agreement to expand domestic production capacity for critical medical supplies.

The CSO's focus areas include [masks, fiber and materials](#), [screening and diagnostics](#), [gloves and gowns](#) and [pharmaceuticals](#). \$150 million is available for domestic industrial expansion cost-sharing support through the CSO. Proposals will be evaluated on a rolling basis, but if you are interested, you must submit your proposal before Aug. 3, 2020.

### **FedMall Small Business Corridor and Webinar**

The Defense Logistics Agency has created a small business marketplace within FedMall that allows Defense Department small business contractors to browse and shop for nonmedical personal protective equipment and similar material. The DLA is actively looking for suppliers to offer for sale nonmedical PPE that is not already sold through a DLA contract. If you are interested in selling PPE in this marketplace, you can find more information [here](#). DLA will also host a webinar on Wednesday, July 22, at 3:00 p.m. EDT on how to buy and sell PPE through FedMall. For more information and to access the webinar, click [here](#).

### **MLC Webinar Recap and Upcoming Events**

The Manufacturing Leadership Council continues to hold weekly virtual meetings throughout July, featuring insights into how manufacturers have adjusted to the COVID-19 pandemic and found new ways to meet novel challenges. You can read a recap of the July 7 meeting [here](#), which featured anecdotes about how 3M, GM and Protolabs leveraged their manufacturing capabilities and redirected their product distribution through entirely new channels. As I noted on Tuesday, you can register for the next virtual meeting on Tuesday, July 21, at 11:00 a.m. EDT [here](#).

### **Fighting Counterfeits in a Pandemic**

Counterfeit products have long harmed consumers, threatened innovation and undermined manufacturing competitiveness. But COVID-19 has provided opportunities for counterfeiters to prey on consumers' increased anxiety and use of e-commerce. Next Thursday, July 23, at 9:00 a.m. EDT, the NAM will host a discussion on the issue with lawmakers, the administration and manufacturing leaders in conjunction with the release of a report on manufacturers' solutions to fight counterfeiting. Click [here](#) to register.

Please keep visiting the regularly updated [nam.org/coronavirus](#) site for the latest information, including operational guidance, our policy plans and resources and an [updated breakdown of state and local orders](#).

If your company is looking for ways to contribute to COVID-19 relief efforts, you can connect with NAM partner [Good360](#). They help companies do good by distributing highly needed product donations to people facing challenging life circumstances—all through their global network of vetted nonprofit partners. Please reference the NAM as your source of referral so we can track the many positive contributions of our members.

Best,

Jay

President and CEO  
National Association of Manufacturers