



# Supplier Frequently Asked Questions

## **How do I become a supplier to C4ISR Cables?**

There is no guaranteed way to become a supplier to C4ISR Cables. The best place to start: Review the C4ISR Cables website and make sure your products match our needs. Each determines its own requirements for procurement and selects its own sources of supply.

## **What does C4ISR Cables look for in a supplier?**

C4ISR Cables looks for suppliers with expertise in specific areas rather than generalists, as well as proven experience, a history of delivering on their contracts, and a strong financial position.

## **How does C4ISR Cables select and manage suppliers?**

We do our due diligence. Our rigorous process includes desktop research, supplier questionnaires and may include site visits assessing and ensuring that supplier standards are consistent with our expectations.

## **What is the significance of being a franchised or authorized distributor?**

C4ISR Cables seeks to guarantee that all purchased components are exactly as specified. Therefore, we choose to use Original Equipment Manufacturers (OEMs) and franchised or authorized distributors whenever possible.

## **How can I identify opportunities within C4ISR Cables?**

Most opportunities will be by invitation to participate in a competitive bid. However, C4ISR Cables relies heavily on approved suppliers listed on our customers drawings. Windows of opportunity might be on an annual basis or as far out as five years.

**How can I be selected for inclusion in a competition leading to a corporate agreement?**

C4ISR Cables uses corporate agreements when commodity goods or services are required for long term contracts with our customers. To be selected for participation in a competition for these agreements, you must reach out to our supply chain management.

**A new government contract was just awarded to C4ISR Cables. How can I learn about opportunities associated with that contract?**

C4ISR CABLES anticipates subcontracting requirements as part of the contract bid process. Therefore, new contract awards will pass work onto companies that supported the bid process.

**How Do I make a request to become a supplier and bid on new opportunities?**

C4ISR CABLES anticipates quoting new requirements as part of the contract bid process. Therefore, new suppliers should send in their Quality certifications, Brochure of products, and contact information to send bid requests to at [info@C4ISRCables.com](mailto:info@C4ISRCables.com) Subject line "New Supplier Request"