INDUSTRY CHALLENGES AND PROSPECTS

PRESENTATION OUTLINE

• Why Form WESTECH International, Inc. and What is WESTECH?
• Initial Growth
• Sustaining Growth
• Other Comments/Suggestions
WHY FORM WESTECH INTERNATIONAL, INC.?

PERSONAL MOTIVATIONS

• Strong Desire to Grow Something
• Risk Taking (Every Day is an Adventure)

ENTREPRENEUR SPIRIT INSPIRED BY FAMILY OF ENTREPRENEURS

• Father Immigrated to U.S.
• Many Other Family Members Own Their Businesses
Customer Service Leader: Provides Technical Support Services to Federal Government Organizations

- IT; Test & Evaluation; Engineering; Technical; and Administrative Support
- 8(a), Woman-Owned, and HUBZone Certified by SBA
- FAR/DFAR compliant Financial and Contracts Administrative Systems
- DCAA-Approved Accounting System
- Top Secret Facility Clearance
- Department of Labor Compliant

### STAFFING (Full-Time Employees)

<table>
<thead>
<tr>
<th>Skills/Disciplines</th>
<th>2002</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drafting</td>
<td>10</td>
</tr>
<tr>
<td>Information Technology</td>
<td>43</td>
</tr>
<tr>
<td>Engineering/Technicians</td>
<td>32</td>
</tr>
<tr>
<td>Technical/Professional Support</td>
<td>20</td>
</tr>
<tr>
<td>Administrative Support</td>
<td>25</td>
</tr>
<tr>
<td>TOTAL</td>
<td>130</td>
</tr>
</tbody>
</table>

![Graph showing actual and projected financials from 1995 to 2002](image-url)
WHAT WORKS TO GET BUSINESS STARTED?

HAVE A PLAN

ESSENTIAL INGREDIENTS
- Capitalize on Your Assets
- Focus on a Niche Area
- Build Relationships
- Be Persistent

ADDITIONAL INGREDIENTS
- Willing to Commit Totally and Absolutely
- Willing to Accept Financial Risk
- Willing to Do Hard Time

VALUES
- Honesty
- Integrity
- High Ethics

JUST DO IT!

Seek Help
• SBA Certification(s) is DEFINITE ADVANTAGE
• Find Customer Who Has Money and Needs Your Expertise
• Do Exemplary Work for Your Customer
KEEP GROWING
OTHER COMMENTS

- Seek Win-Win Situations
- Evaluate Each Opportunity Singularly
- Avoid Distractions
- Client Communications
- Networking
PROSPECTS IN GOVERNMENT CONTRACTING ARE EXCELLENT!