SMALL BUSINESS PROFILE – TEVET LLC

TEVET = Test Equipment Veteran

• Grow business while maintaining small business status
• Be the premier technology solutions provider to the Federal Government and their prime contractors by delivering with excellence through a world class team, innovation, service and systems
• FY12: $3M spend in 4 of 6 diversity categories: SB / VOSB / SDVOSB / HUBZ
• FY12 revenue: $65M
• FY13 revenue forecast: $82M
• Replaced previous T&M provider due to poor business management

“TEVET offers a significant value. It’s called excellent customer service. From the front end to the delivery of ordered products, this excellence allows me to better service my internal customer.”
- Cory Wilcox, Buyer
BEGINNING STATE

- **TEVET replaced previous T&M provider due to poor business management**
  - Expedited onboarding due to urgent needs
  - Initial focus on impending spend, now looking to broaden capabilities

- **SDVOSB / HUBZ fills critical SB categories**

- **TEVET recognized critical business needs**
  - Desire to improve processes
  - Development of strategic plan
  - Focus on organizational development
  - Enhanced management team
• Progress made to date
  – Mentor-Protégé Agreement approved November 2012
    • LEAN Value Stream Map (reduced order process MCT by 42.2%)
    • Employee engagement survey and interviews
    • Real Colors workshop (Towers Watson)
    • Worked with TEVET team to develop vision and mission
    • Worked with TEVET team to identify wildly important goals
    • Employee incentive plan
    • Defined performance metrics
  – Subcontracts from RC to TEVET doubled FY12 to FY13
  – Increased internal teams utilizing TEVET
  – TEVET named #777 on the 2013 Inc. 5000’s Fastest Growing Companies
## FUTURE STATE

<table>
<thead>
<tr>
<th>Goal</th>
<th>Benefit</th>
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<tbody>
<tr>
<td>Develop Sales Strategy</td>
<td>Long term business growth</td>
</tr>
<tr>
<td>Develop &amp; Implement Talent Mgmt Strategy &amp; Tools</td>
<td>World class team to better serve customers</td>
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<tr>
<td>Create &amp; Document Lean Processes</td>
<td>Increase efficiencies, reduce costs</td>
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<tr>
<td>Create &amp; Integrate System Improvements</td>
<td>Increase efficiencies; added value to customers</td>
</tr>
<tr>
<td>Create &amp; Implement Employee Training Plan</td>
<td>World class team to better serve customers</td>
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<tr>
<td>Develop &amp; Leverage Management Tools</td>
<td>Increase efficiencies, reduce costs</td>
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<tr>
<td>Develop &amp; Implement Account Mgmt</td>
<td>Long term business growth</td>
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<tr>
<td>Be the Preeminent Supplier of Test Equipment</td>
<td>Win, win, win for customers, vendors and long term business growth</td>
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BENEFITS

• Rockwell Collins
  – Stable, efficient supplier with reduced costs and improved performance
  – Small business credits in key categories

• TEVET
  – Value add to customers
  – Long term business growth
  – Highly skilled, world class workforce
  – Increase efficiencies, reduce costs
  – Consistent exceeding of customer expectations
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