

BAE Systems, Electronic Systems TRIAD

Success Story Spotlight

September 26, 2013



BAE Systems Overview

- BAE Systems, is a global defense, aerospace and security company with approximately 93,500 employees worldwide. The company delivers a full range of products and services for air, land and naval forces, as well as advanced electronics, security, information technology solutions and support services.
- Electronic Systems Sector provides electronic warfare systems and electro-optical sensors, military and commercial digital engine and flight controls, next-generation military communications systems and data links, persistent surveillance capabilities, and hybrid electronic drive systems.

We Protect Those Who Protect Us®

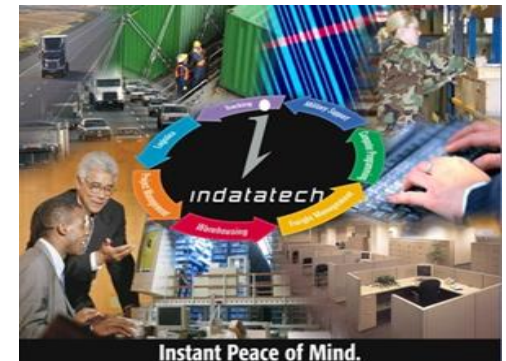
Indatatech



- Founded in 2000
- Full service provider of Supply Chain Logistics Management, Integrated Global Procurement, Technology Support Services and Customer Staff Augmentation Services.
- CVE Verified Service Disabled Veteran Owned business and Small Disadvantaged Business. Primary NAICS: 541614 Cage Code: 3FN70.
- Number of employees: 29
- Location: San Antonio, Texas
- Collaborating in an integrated partnership providing MRO supplies.
- Corporate wide agreement being executed
- Employees on site in multiple site locations

Beginning State

- Search for a Service Disabled Veteran Owned Small Business.
- Target opportunity for a company to provide solutions to a logistics problem with government subcontracting experience.
- Met at the National Veterans Conference in 2009.
- Shared a problem and Indatatech quickly jumped at the opportunity providing immediate solutions.
- Created a unique MRO supply solution streamlining the process and alleviating a bottleneck.
- Developed a 3rd PL Solution that has expanded in many other areas.



Current State

- Advanced from Maintenance, Repair, Operations (MRO) support to managing corporate agreement and providing engineering and staffing services on site.
- Increased revenue by 50% with BAE Systems in a year spanning over multiple ES sites and numerous subcontracts.
- On target to increase by another 20% by year end
- Increased Staffing Services to BAE Systems, by 200%
- DoD Mentor Protégé application in process
- Recently recognized by the San Antonio Minority Business Development Agency (MBDA).

Future State

- Under assessment for expansion in “Direct” Procurements
 - Preferred Supplier status on new business solicitations
 - Department of Defense Protégé Candidate
 - Selected to be the Small Business Solution to corporate wide contract
 - Increasing utilization of staffing services
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- BAE Systems, ES gained a valued Supply Chain Partner creating solutions and willing to go the extra mile

Benefits/Successes

- Exceeding Veteran Small business goal resulted in BAE Systems, receiving recognition by the National Veterans Small Business Coalition.
- Indatatech increased revenue and headcount leading to a relocation into larger facility and additional employees.
- Indatatech recognized at 2013 San Antonio Minority Business Development Agency as “distinguished supplier diversity” winner.
- ***BAE Systems is now Indatatech’s #1 Client***
- Participated in annual Supplier Symposium for select valued supplier partnerships, increasing visibility and growing relationships across the BAE Systems enterprise.

www.indatatech.com

Thank you

