Founded in 1994, NovaTech is located in Lynchburg, VA (3 to 4 hours from Washington, DC, Charlotte, NC and Norfolk, VA)

35 Employees, 27,500 ft² Facility

Sales of $8M, Small Business Classification, S-Corporation

Quality Assurance Program Compliant with ASME NQA-1 and 10CFR50 App. B

Registered with US Dept. of State (ITAR) and US/Canada Joint Certification Office
Munitions Components

- NovaTech supplies LAP facilities, national labs, prime contractors and sub-prime contractors.
- Shaped charge liners, small to large, various materials and alloys.
- Warhead critical components (no energetics).
- Production management (including subcontracted suppliers).
- Design, manufacture and deployment of production tooling and inspection systems.
More frequent contract stoppages (technical clarifications, paperwork and documentation changes, etc.).

Many stops are unnecessary and increase contract duration (equates to additional uncompensated cost).

Frequent reorganizations (customer and Government) = reeducation on product and process details.

New personnel impose new, different, or unreasonable requirements.

Squeezed for price but absorbing increased requirements (requirements have become moving targets).

With uncertain quantities and schedules, long-term planning is difficult (no different than for large companies).
NovaTech Strategy in Current Environment

- Hired 2 full-time employees in past 2 years for new business development only (more difficult to find work for all of us, including small businesses).
- Cross-training to serve new customers, as well as existing customers whose markets are changing.
- Increased caution when spending for program / product improvements, especially for unknown future.
- Push back when we can to requests/requirements that are out of contract scope.
- More time training key subcontractors / suppliers on additional requirements that are being flowed down.
How Can the Government Help?

- Reduce barriers to entry for small business.
- Decrease “QA by committee” actions. Identify and empower decision makers.
- Correct / Update / Improve technical data packages while resources are available and procurement activity is low.
- Reduce mass flow-down of all requirements. Decide which requirements matter, impose them, and then enforce them.
- Give MRB authority back to contractors.
- Paper should support the product, not vice-versa.
- We applaud the better practices the Government has implemented, and recognize we all must continuously improve and improvise in our current environment.