

**T**he **CENTER FOR AEROSPACE SUPPLIER QUALITY** program has assisted many Oklahoma companies obtain more aerospace business from the Department of Defense and its prime contractors. With CASQ's assistance, some of those companies have become prime contractors themselves. Read below a few testimonials from some of CASQ's satisfied clients:

*"I can state firsthand that without the help of CASQ, my company would not have been able to win a contract from Boeing, and competently compete for other contracts with the Department of Defense and prime contractors like Boeing, Northrop Grumman and Lockheed Martin."*

**- Jim Rice, President  
Pro-Fab, Inc., Oklahoma City**



*"CASQ has been extremely helpful in assisting Valco Mfg Co. to get contracts from Lockheed Martin and the federal government. Bringing in representatives from the prime contractors has been a good way to meet face to face with them and have the opportunity to tell them about our companies and what we can do for them."*

**- Roger Valdez, President  
Valco Manufacturing, Oklahoma City**



*"CASQ is extremely important to small and medium-sized aerospace companies like mine. I cannot afford to hire procurement experts like larger aerospace companies. I would not be able to effectively compete for contracts from the Department of Defense (Tinker Air Force Base, and other bases in Oklahoma and around the country) and prime contractors without the assistance and help of the CASQ program."*

**- Kenneth Statton, President and CEO  
M&M Manufacturing, Tulsa**

**To find out how CASQ can help your company, please call the Oklahoma Aeronautics Commission at 405-604-6900, or e-mail [oac@oac.ok.gov](mailto:oac@oac.ok.gov).**

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# Center for Aerospace Supplier Quality

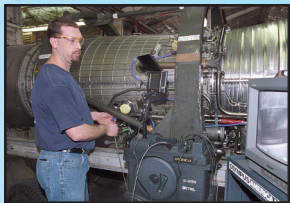


***"Your State Resource for  
Department of Defense Government-  
Contracting Assistance."***

## What is CASQ?

The Center for Aerospace Supplier Quality is a partnership between the Oklahoma Aeronautics Commission and the Oklahoma Department of Career and Technology Education (CareerTech) to provide expert guidance to Oklahoma companies selling aerospace-related supplies and services to U.S. defense agencies. CareerTech's Oklahoma Bid Assistance Network (OBAN) provides technical assistance in government contracting to all companies, but also identifies companies interested in targeting aerospace and defense, connecting them with industry experts through the CASQ program to guide them into a focused pursuit of new business.

### Creating More Jobs



More aerospace contracts mean more aerospace jobs! CASQ assists Oklahoma companies in obtaining new and more aerospace business from the Department of Defense

which, in turn, produces more jobs in Oklahoma. The program's main objectives are to assist Oklahoma business in their efforts to become successful DoD aerospace suppliers and increase Oklahoma's supplier base for the state's military installations and OEMs or prime contractors. CASQ accomplishes this by assisting clients with their business strategies, capture efforts, proposal activities (RFP & RFQ) and program execution. It's about establishing and building new relationships within the state's aerospace and defense industry and being able to successfully screen and match company capabilities to government requirements.



## Why was CASQ created?



State lawmakers created CASQ during the 2006 legislative session as a result of a recommendation by the Governor's 2004 Aerospace Task Force, which was chaired by then Lt. Governor Mary Fallin. The task force's findings showed that Oklahoma and its aerospace businesses were doing a poor job of capturing DoD and prime contractor contracts. Fairly reliable estimates

at the time put the Tinker outsource figure at approximately \$5 billion annually. Of that amount, Oklahoma businesses were seeing roughly \$500 million annually in contracts, or about 10 percent of the total contracts awarded by DoD and its prime contractors.

### Knowledge is the Key

State and industry officials agreed that the key ingredient needed to increase Oklahoma's share of that \$5 billion pool was *knowledge*, knowledge of the very complicated procurement systems that have afforded companies the opportunity to successfully compete for contract awards year after year. Hence, CASQ was created as a solution to this on-going issue. The program achieves this by:

- ➔ Increasing contracts between OK aerospace businesses and the DoD, and prime contractors.
- ➔ Providing more manufacturing and repair sources for OK military installations and the aerospace industry.
- ➔ Creating and maintaining more high-wage, high-skill jobs.
- ➔ Reducing costs and increasing competitiveness for Oklahoma military installations and the aerospace industry.

## How does CASQ work?

The CASQ program brings together OAC's industry focus on aerospace, CareerTech's expertise in training and business development, and the market knowledge of a national consulting firm, Logistics Specialties, Inc., to deliver the highest level of assistance to Oklahoma's aerospace suppliers. CASQ provides these basic services at no charge to Oklahoma companies.



Through the use of subject matter experts, CASQ assists companies in analyzing their strengths and weaknesses, determining their salient capabilities, and then building technically correct proposals, thus greatly increasing their chances on a contract award.

CASQ guides companies to focus on obtainable targets, provides guidance on expansion of capabilities to enter new markets and builds partnerships that open doors to new opportunities and mentoring programs, all directed towards the aerospace maintenance, repair, and overhaul operations and processes needed to qualify/certify as a defense industrial base vendor.

Not only does the CASQ program assist Oklahoma's aerospace companies in their efforts to become more effective bidders for federal and prime contracts, it also engages DoD and its prime contractors to utilize Oklahoma's extensive supplier base to ensure their own success.

### CASQ is Producing Results!

330  
Contract Awards  
for 28  
Companies

150 Companies  
Counseled

\$36.7M in  
Contract Awards