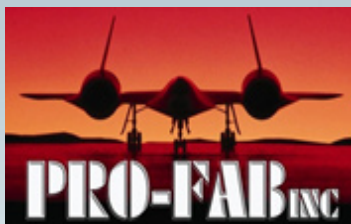


The **CENTER FOR AEROSPACE & DEFENSE SUPPLIER QUALITY** program has assisted many Oklahoma companies obtain more aerospace business from the Department of Defense and its prime contractors, and commercial aviation enterprises. With CADSQ's assistance, some of those companies have become prime contractors themselves. Read below a few testimonials from some of CADSQ's satisfied clients:



I can state firsthand that without the help of CADSQ, 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**



"CADSQ 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**



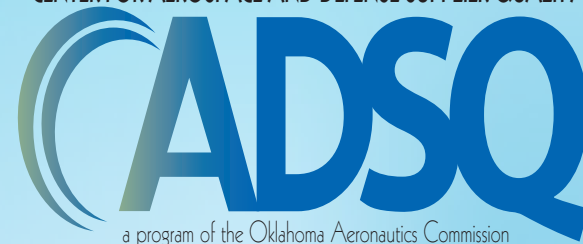
"CADSQ is extremely important to small and medium-sized aerospace companies like mine. I cannot afford to hire procurement experts like larger aerospace companies. I would not be able to effectively compete for contracts from the Department of Defense (Tinker Air Force Base, and other bases in Oklahoma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

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

To find out how CADSQ can help your company, please call the Oklahoma Aeronautics Commission at 405-604-6900, or visit the CADSQ website at <http://cadsq.ok.gov>.

This publication is issued by the Oklahoma Aeronautics Commission as authorized by Title 3, Section 84 (C) of the Oklahoma Statutes. Copies have been deposited with the Publications Clearinghouse of the Oklahoma Department of Libraries and are also available through the agency website.

CENTER FOR AEROSPACE AND DEFENSE SUPPLIER QUALITY



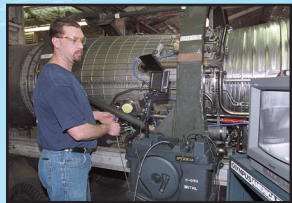
***"Oklahoma's Resource for
Department of Defense
and Prime Contracting
Assistance."***

What is CADSQ?

The Center for Aerospace & Defense Supplier Quality is a partnership between the Oklahoma Aeronautics Commission, CareerTech's Oklahoma Bid Assistance Network (OBAN) and the Oklahoma Manufacturing Alliance to provide expert guidance to Oklahoma companies selling aerospace- and defense-related supplies and services to U.S. defense agencies or their prime contractors/OEMs, as well as commercial aviation enterprises. 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 CADSQ program to guide them into a focused pursuit of new business.



Creating More Jobs



More aerospace contracts mean more aerospace jobs! CADSQ 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 U.S. military installations and OEMs or prime contractors. CADSQ 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 CADSQ Created?



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, CADSQ was created as a solution to this on-going issue. The program achieves this by:

- ➔ Increasing contracts between Oklahoma aerospace businesses and the DoD, and prime contractors, as well as commercial aviation enterprises.
- ➔ Providing more manufacturing and repair sources for 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 CADSQ Work?

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



Through the use of subject matter experts, CADSQ 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.

CADSQ 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 CADSQ 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.

CADSQ is Producing Results!

354
Contract Awards
for 30
Companies

150 Companies
Counseled

\$40.9 Million in
Contract Awards