

Working for Uncle Sam

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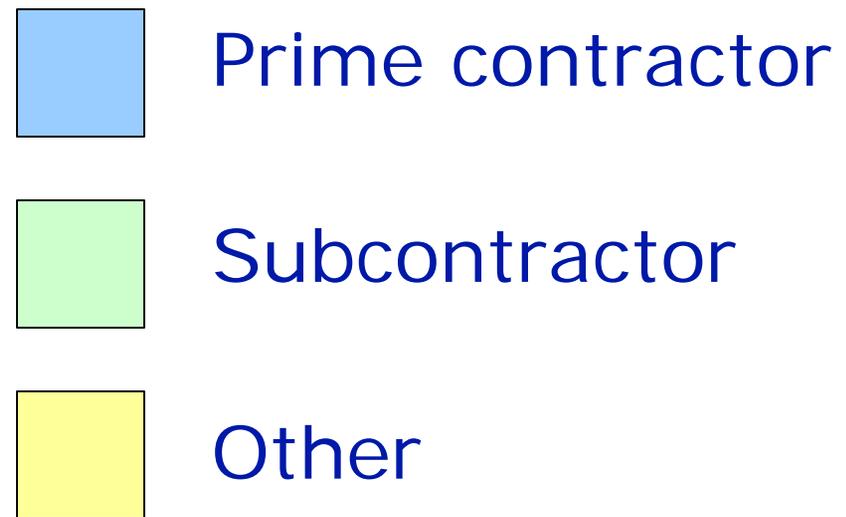
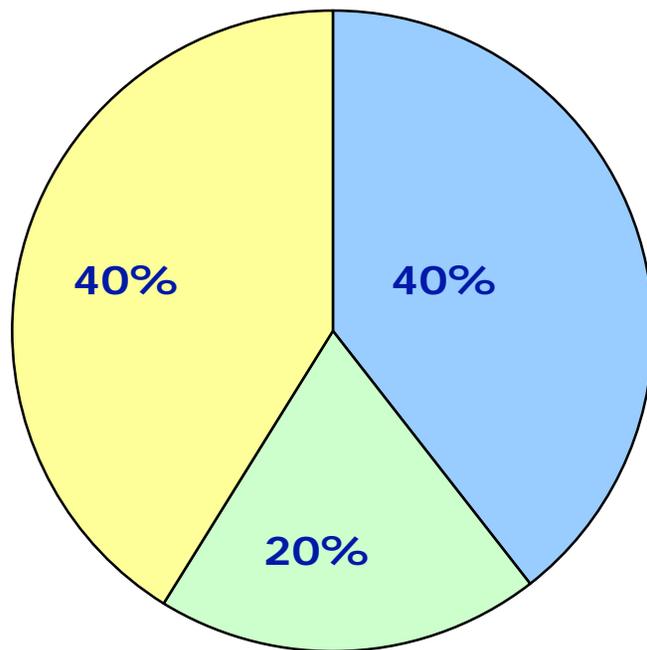
Meet the Company

- Founded in 1963
- Woman-owned small business
- Government subcontractor since 1965



Our 65,000 sq ft facility in Fort Worth, Texas

Meet the Company (cont.)



What Is It Like?

- The good
- The not so good

The Good

- Automated Best Value System (ABVS)
- Wide Area Work Flow (WAWF)

The Not So Good

- 3 examples

Example #1: Background

Defense Supply
Center

Puts out solicitations
listing certain parts

Air Force Base

Approves you to make
the parts

The Approval Process

● You

- Submit Technical Data Packet

● Supply Center

- Sends packet to Air Force Base
- Pays fee

● Air Force Base

- Reviews packet
- Approves you to make parts

The Approval Process (cont.)

● You

- Submit Technical Data Packet

● Supply Center

- Sends packet to Air Force Base
- Pays fee

● Air Force Base

- Reviews packet
- ~~Approves you to make parts~~

Solicitation is closed!

The Problems

- **You**
wasted time on packet
- **Supply Center**
wasted money on fees
- **Air Force Base**
wasted time reviewing packet
- **You**
parts **still** not approved

The 14-Month Fiasco

a.k.a. Let's get those parts approved!

- Fill out a form for all 110 parts?
- Approve without an open solicitation?
- Approve all of our parts at once?

The Solutions

- Agency who buys should also approve
- Allow companies to be approved on blocks of part numbers

Example #2: Background

Part Drawing (technical stuff)	Revision 5
Approved Vendors	
Williams-Pyro, Inc.	
Another company	Series # 16V0U60

The Government's Drawing



Part Drawing (technical stuff)	Revision 2
Approved Vendors	
Another company	
Another company	Series # 16V0U60

The Solution

- Newest version of drawing, anyone?

Example #3: Background

- Small Business Innovation Research

Government requests innovative ideas



You write a proposal about your innovative idea

- We've won 24 Phase I proposals

The Invoice Process

● You

- Submit monthly report about project
- Submit invoice with monthly report

● Program manager

- Reads monthly report
- Signs invoice
- Sends invoice to Payment office

● Payment office

- Pays you

The Invoice Process (cont.)

● You

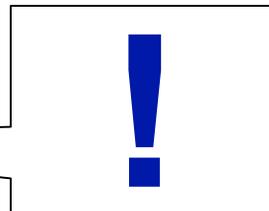
- Submit monthly report about project
- Submit invoice with monthly report

● Program manager

- Reads monthly report
- Signs invoice
- ~~Sends invoice to Payment office~~

● Payment office

- ~~Pays you~~



The Problems

- Outstanding invoices
- No immediate payment

The Solutions

- Streamlined invoice process
- Invoice signed immediately on receipt

Conclusions

- All is not rotten in the state of Denmark

but...

- Always room for improvement

Recommendations Review

- Agency who buys should also approve
- Allow companies to be approved on blocks of part numbers
- Get the newest versions of drawings
- Streamlined invoice process
- Invoice signed immediately on receipt

- The End

Any questions?



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