



A.I.W., Inc.  
Procurement Service

January 2009



# **Outsourced Order Management & Procurement Services**

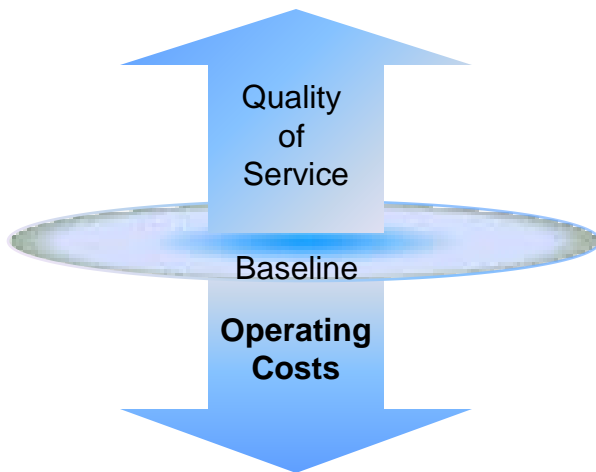
**“Expanding Our World Class Support”**

## **A.I.W., Inc.**



# AIW provides an outsourced order management service focused on quality and reducing order management costs

*Our Order management services include all aspects:*



- Initialization
- Processing
- Tracking
- Managing
- Follow-up
- Administrative services
- Validating
- Preparing to payables

**Our goals are to provide cost effective solutions as your small business supplier of choice...**



January 2009

We achieve this is by specializing in and managing the process on a event building block basis...

We look at the building blocks that create the life cycle of a order.

Requirement

Source Selection

Contract Process

Purchase Order

Fulfillment

Tracking

Compliance

Invoice

Payables

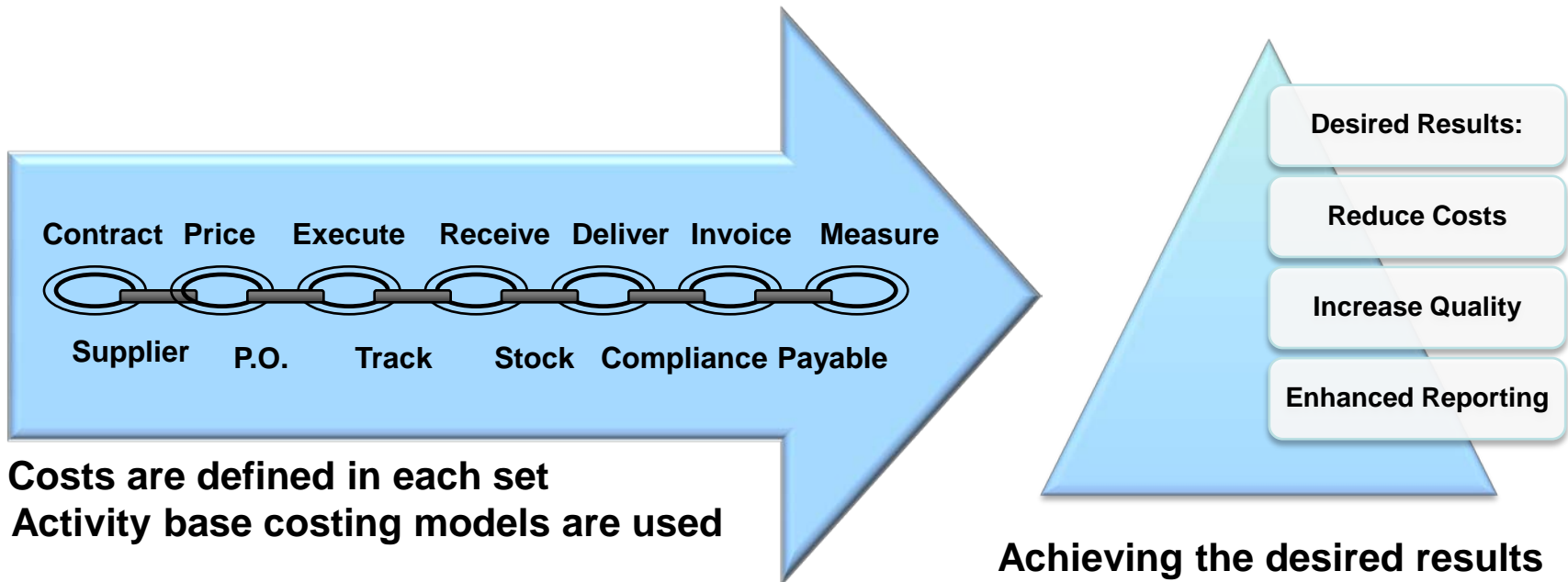
**Goal: finding the best solution(s) that achieves:**

- *Resource Time Savings*
- *Quality of Service*
- *Continuous Cost Improvements*
- *Compliance Reporting / Monitoring*



... thus value is created by implementing cost effective solutions with defined levels of service

**Elements of the chain are key steps in the process!**



We then execute the services our clients request.

## Process

- Determine & address existing costs
- Quick Response (QR)
- Levels of service required (LOS)
- Tracking and monitoring
- Quality of process improvements
- Integrated demand planning
- Levering existing business with suppliers
- Value Added services
- Continuous improvement

## Goals

- Improve cost savings
- 24 hr processing of purchase orders
- Achieve 98% or better LOS as defined
- Post event measurements
- Achieve demand with lowest inventory levels
- Volume discounts and relationships
- Allow client to choose services required
- Integrate solutions for all clients

**Joint Performance Measurement**



# AIW provides “World Class Service” supporting Order & Supply Chain management requirements

- Negotiate, Award, and Administer Contracts & Agreements
- Purchasing Materials, Capital Equipment, Storage of Goods, and Services
- Consolidate Purchasing and Delivery for Final Delivery
- Materials and Inventory Management
- Procurement Administrative Support Matching Invoice to PO scan forward to payables
- Strategic Sourcing Programs
- Quality Measurements



# We are effective in Negotiating, Awarding, and Administering Large & Small Contracts/Agreements

- Experienced staff of professionals to negotiate deals on our clients behalf
- Leverage our arrangements with other clients to obtain price and quality levels of products and services
- Ensure achievement of compliance requirements for the specific industry
- Execute only approved qualified suppliers and sources that have been approved by our client
- Review and re-negotiate contracts as the terms change and monitor results to our clients satisfaction
- Leverage existing vendors for quality and price considerations
- Provide a portfolio listing of qualified sources to consider

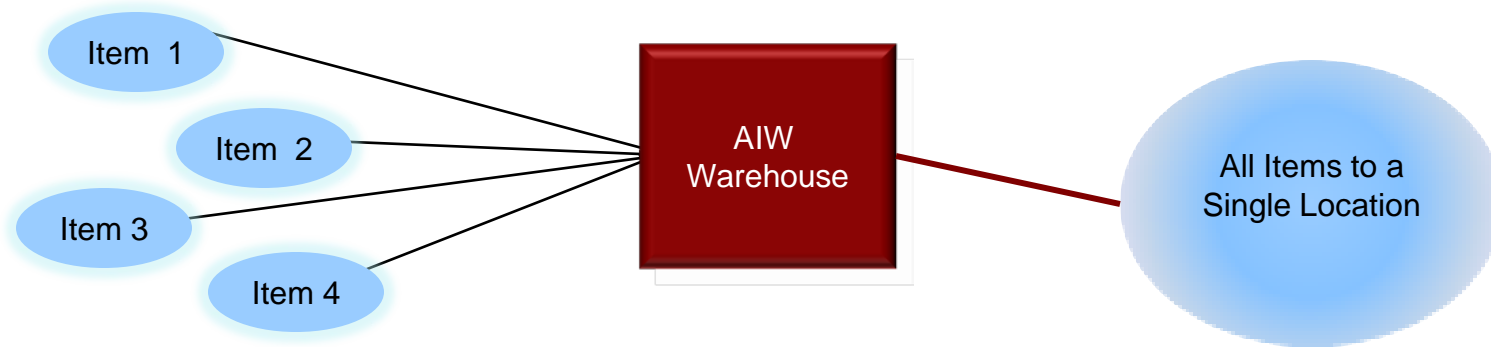


# AIW provides purchasing services for support materials, capital equipment, finished goods, and other services

- Receive the request from our client in the most effective manor
  - *Email*
  - *Fax*
  - *Mail*
  - *Whatever means is most effective*
- Begin processing within 24 hours of receipt and confirm status to our clients
  - *Pricing, availability, lead time provided with quotes*
- Provide visibility and confirmation of order including ETA
  - *Email*
  - *Real Time*
- Orders are executed according to client specification
  - *Specific suppliers*
  - *Compliance achieved*



# When required we consolidate purchases for delivery to final user site



- AIW has the proper facilities and systems to consolidate orders for final delivery to the end-users site
- In the event orders need to be consolidated for shipment to a defined site to meet certain requirements
- AIW then provides the tracking numbers for the consolidated shipment to the desired location and follow up to ensure it arrives
- AIW validates items to ETA to ensure deliveries are timely

# We provide effective services & solutions to manage your day to day materials and inventory requirements

- AIW has the skills to manage inventory and material on and off site for future fulfillment and a solid positive performance track record
- Warehousing management and stocking at our Orlando site



## In addition we provide project services

- AIW can provide a full service offering or a specific project
  - *Outsource the procurement functions*
  - *Outsource a specific project*
  - *Outsource s specific task*
- Arrange for transportation comparisons allowing the client to select most cost effective alternative
- Guarantee LOS as a defined price and level of service



# Our post-order administrative support services include matching invoices to PO for payables processing ...

- AIW receives the customer PO electronically or by Fax:
  - Process the PO
  - Validate order was received
  - Receive and process the vendor bill
  - Match the vendor bill to the PO
  - Scan and approve PO and bill for payment
  - Forward documents to your payables department to process
- Negotiated fees charged several ways:
  - On a per event based by line item
  - By Percentage of the cost on each order
- We provide volume discounting to remain competitive



... and we provide additional services which include strategic sourcing programs

- Our strategic sourcing programs enables our clients reassurance to use new sources or to implement alternative parts and providers AIW finds suppliers for commodities our clients require and we:
  - Validate and certify them as quality and reliable sources
  - Ensure their performance capabilities
  - Monitor their performance and quality to make mid course corrections
  - Ensure compliance to requirements as defined by our clients
- Looking for global solutions and opportunities to continue to bring values to our clients



# We offer Traffic/Logistic programs to enhance cost effective delivery options

- Review existing traffic and logistic programs/ process to provide” best in class” solutions
- Negotiate with outsourced firms on rates, programs and options
- Negotiate terms with transportation firms to remain competitive
- Leverage other existing accounts to provide best in class rates and services
- LTL services as well as full loads to desired end point and emergency delivery options and costs globally



# AIW focuses on quality measurements programs to continually improve results

- Processes are monitored and data is available to determine
  - Cost of each processed order
  - Quality of the delivery service to ETA
  - ETA to required PO request
  - Invoice processing and execution
  - Stack ranking with our other clients for continue improvement



**We delivery quality services at the best prices  
We handle each account with kid gloves**



# Why AIW should be your “VENDOR OF CHOICE”

- We were founded in 2000 as a Sub Chapter “S” corporation
  - Headquarters are located in Orlando Florida
  - American Indian woman owned
  - 8(a), SDB, HUBZONE certified
- We are currently providing these services to local, state and federal government agencies
- We have achieved recognition for our quality customer service
- We are staffed with highly skilled professionalsdedicated to supply chain management
- We have an established vendor base

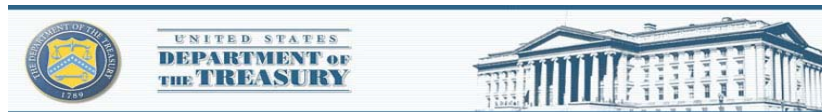


# AIW Federal Customers (Partial)



United States Department of Agriculture

U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES  
National Institutes of Health



U.S. General Services Administration



US Army Corps  
of Engineers®



# AIW Prime Contractor Customers (Partial)



communications



# AIW Products and Services List (Partial)

- Classroom Construction and Renovation
- Construction Machinery
- Construction Materials
- Demolition
- Transportation Logistics
- Warehouse and Packaging Equipment
- Electrical Equipment and Power Generation
- Scientific Equipment and Instrumentation
- Machine Parts and Tooling
- Vehicle and Repair Parts
- Tools and Test Equipment
- Computer Hardware and Software
- Network Systems and Peripherals
- Network Installation and Maintenance
- Fire, Rescue, and Safety Equipment
- Miscellaneous Supplies



# AIW Financial Relationships

AIW has purchased over \$24 Million Dollars worth of equipment and services without capital funding. AIW began with one credit card and no bank credit.

We now have:

- \$ 2 Million dollar credit line from Presidential Financial
- \$100K bank credit line with SunTrust Bank.
- \$275K spending ability with American Express.



# AIW Vendor Relationships

- AIW has a vendor base of over 1000 companies. We have several types of relationships with these companies. Our goal is establish the type that provides us with the best pricing and highest quality of products and services.
- Our relationships are:
  - First tier from the manufacturer as a distributor and/or dealer
  - Second tier from a major supplier
  - Third tier based on type of equipment
  - Prime Contractor
  - Subcontractor

