

MENTOR	PROTEGE	CONTACT	SERVICE	OUTCOME	WHO AND WHEN
Lockheed Martin	Micah	Clyde Relick	Assisted the GMU-SBDC in helping to create a quick turnaround proposal for several tasks in support of Micah. Tasks included business planning and marketing support, internet service with homepage development and advertising brochures.	All tasks were executed within the time frame Lockheed Martin required. Lockheed commended GMU's high quality of work products which met with all its protégés expectations. Lockheed was also pleased with GMU's knowledge and expertise in the area of emerging business support.	Kevin Bowens, Wally Johnson, SBDC Staff - 1995-1997
VSE Corporation	Logi-Tech Engineering The Chesapeake Center	T. L. Prather, Jr.	Coordinated 15 tasks between 3 proteges totaling more than \$380,000. Sample tasks included marketing surveys, corporate brochures, business development videos, proposal coordination, electronic media training, contracting and proposal training.	All our efforts assisted immeasurably in improving the proteges business development programs while ensuring competitiveness in future business ventures. VSE commended our professional demeanor, attention to detail and prompt and courteous response, as we made them feel as though they were our only customer.	Kevin Bowens, Wally Johnson, PTAP Staff - 1995-1997
Motorola	Fuentez Systems Concepts, Inc. (FSC)	MaryAnn Bogner	Motorola commended GMU for providing FSC with a considerable amount of customized, technical support within a condensed schedule with outstanding engineering skills and "commitment to perform". Motorola GSTG provided expert training, software engineering tools and process assessment support to achieve Level 2 in the Software Engineering Institute (SEI) Capability Maturity Model. This process took 2 years of hard work and over \$200,000 of company resources.	Motorola and FSC recognized GMU's assistance as a significant factor in winning awards for 2 of FSC's largest contracts. FSC won a 5-year \$63 million software engineering contract from the US Coast Guard because it was SEI Level 2 and it presented that advantage in a well-structured, professionally documented proposal near the completion of its MPP agreement. Motorola agreed that the focused documentation and training provided by GMU will be a continuing benefit to FSC in the future. Nunn-Perry Award (FY98)	Kevin Bowens, Wally Johnson, Dr. Ruth Buys, Dr. Peggy Brouse, Amy Erwin 1995 - 1997
American Management Systems, Inc.	Digital Systems Research, Inc. (DSR)	Paul Basse	Provided various business consulting support to DSR such as developing business, marketing and market penetration plans, conducting product and market assessments and facilitated implementation of the Career Progression Program.	The mentor saw the GMU experience as very positive and successful as it provided resources and products that AMS could not provide directly. AMS recommended other mentors explore using PTAPs, SBDCs, MIs and HBCUs as assisting partners or team mates to provide additional expertise and capabilities to proteges.	Kevin Bowens, Wally Johnson 1994 - 1996
Foster Wheeler Environmental	Nobis Engineering, KEVRIC Company, Desmear Systems Inc., Zambrana Engineering	Kay Oxford	Performed 37 tasks totaling more than \$147,000 for 4 proteges. Some tasks were in-depth Geographical Information Systems (GIS) skill development, business development videos, accounting systems support, marketing practices and technical training classes.	Asbestos-related training for Nobis and KEVRIC now allows them to successfully participate in a market sector they were previously unqualified to enter. The marketing support has helped Desmear focus their mix of services and reveals potential business opportunities for them in the Northwest. Zambrana's GIS	Kevin Bowens, Wally Johnson, PTAP Staff - 1995-2000

				training provides them with a competitive edge over some of their large business competition.	
LITTON/PRC, INC.	EM & I	Gerald Cleeton	Trained 185 employees from 8 protégé firms in Accounting/Financial Management, Successful Project Management, Activity Based Costing, Winning and Managing Profitable Government Contracts. Customized on-site training courses (Deltek and Peachtree) were conducted for individual proteges.	Training enhanced EM&I's technical competency and management infrastructure.	Wally Johnson, Harry McAndrew, Carlos Pareja, Susan Braverman, Yetunde Awojoodu, Siriporn Utsawapreechawong, GMU OCPE - 1994-1997
UII	HUBCO	Dr. Jon Ferrante	Independent Needs Assessment, Accounting Systems Support-Detail Briefing, Corporate ID & Marketing Package	Road map for successful development for the next 2 years. Developed promotional material and procured computer hardware and software.	Wally Johnson, Harry McAndrew, Yetunde Awojoodu, Jennifer McDermott - 1999
TRW	Knowledge Connections, Inc.	Marion Bonhomme	Performed all activities to assist KCI in preparing and submitting its 8(a) and 1010C applications. Performed extensive Feasibility Studies of the Public Payphone Market before writing a Business Plan to assist KCI in obtaining financing for the project. Other tasks include Quality Tax Review, Financial and Accounting Support, GSA Schedule Support, Financial Review and Technical Assistance.	KCI's 8(a) application was approved in 60 days and 1010C approved in a record time of 5 days. KCI was also awarded a 8(a) contract 2 weeks after its 1010C approval. Financial and Accounting support provided enabled KCI's system to become DCAA compliant.	Wally Johnson, Harry McAndrew, Jack Fanning, Kwashie Aryeetey, Yetunde Awojoodu, Siriporn Utsawapreechawong 1997-2000
TRW	ARTEL	Sheb Crow, Dominique Roche, Abbas Yazdani	Provided extensive ISO 9001 Certification Support and coordinated all activities between DISA, TRW and ARTEL over an 18 month period.	ARTEL achieved ISO 9001 Certification within 18 months, making it the only 8(a) SDB in the DISA MPP to be ISO 9001 certified. TRW acknowledged that this improves ARTEL's competitiveness in many markets, increases its attractiveness to TRW Program Managers as a potential Teaming Partner and also as a reliable supplier of high quality IT products and services to DoD. ARTEL was just awarded a major contract, beating established industry giants although it had the highest priced proposal. Artel is being awarded \$2.2 billion for the DSTS-G contracts.	Wally Johnson, Harry McAndrew, Carlos Pareja, Susan Braverman, Yetunde Awojoodu, Siriporn Utsawapreechawong 1998 - 1999
TRW	HCI	John Krasula	Business Strategy, GSA Schedule Support, Accounting Support	HCI recently graduated from the DISA MPP and was selected as a Fast 50 company in the Washington area. HCI's stellar revenue growth - \$7M in 1995 to \$40M in 1999 - was attributed to its forward thinking and aggressive	Wally Johnson, John Wetjen, Rich Stacey 1998 - 1999

				business strategy and its participation in the MPP. GMU assisted in strengthening HCI's infrastructure foundation which was used to accelerate growth.	
TRW	Mitchell Systems	Donna-Ramos Johnson	Provided Software Project Planning (SPP) Support and CBT Training. Developed Strategic and Marketing Plans, Website, Logo and Presentation Portfolio.	Enhanced marketing and business development capability. Mitchell also entered into a partnership with Washington D.C.	Wally Johnson, Harry McAndrew, Carlos Pareja, Susan Braverman, Yetunde Awojoodu, Siriporn Utsawapreechawong 1998 - 1999
AT&T / NCI	Arrowhead Space and Telecommunications, Inc.	Carolyn Oates	Provide Technical Training and Financial System Analysis and Support. Provide Contract Management and Program Management Support.	Arrowhead has been awarded \$2.2 billion for the DSTS-G contracts. (One of three SDB's firms.) Revenue 2004 \$92M	Wally Johnson, Harry McAndrew, Yetunde Awojoodu, Jennifer McDermott, Chutima Chotipatoomwan 1999 - 2001
Northrop Grumman Corporation/Westinghouse	The Enser Corporation	Jim Boyd Robert Evans	Performed Business Needs Assessment, and numerous other tasks. Developed Strategic Business Plan and Marketing Plan. Provided support totaling more than \$200,000.	Assisted the Enser Corporation in moving from a Chapter 11 firm to a significant provider to DoD for rechargeable and thermal batteries. Recipient of the Nunn-Perry Award 1999-2000.	Kevin Bowen, Amy Erwin, Wally Johnson, Mike Kehoe and Tech, Inc.
ARTI	Triumph	John Branch	Marketing and Business Development Support	Triumph was a NUNN-PERRY Award (MPP) winner 1999-2000.	Wally Johnson, Yetunde Awojoodu, Siriporn Utsawapreechawong 1998 - 2000
HJ FORD	HMR TECH	RICH RICHARDSON	ISO 9001:2000 Certification Support. Task objectives include Management Planning, Quality Management System Development and System Assessment and Registration. ISO 9001:2000 Registration Support. Task objectives include Registration Processing, Pre-Assessment Certification, Document Review Planning Fee, Initial Assessment, and Annual Management.	One of the first 8(a) firms certified ISO 9001:2000 in the DC area. Certification achieved in 8.5 months. NUNN-PERRY Award Winner 2001-2002.	Wally Johnson, Richard Gillis Romane Tangchalermkul 2000-2002
SAIC	NOESIS	Lee Ann Standish	Develop a Career Progression Program: Provide the basis for compensating and rewarding people based on their levels of responsibility and performance, define development tracks for each employee, and provide compensation manual.	NUN-PERRY Award 2001-2002 Pentagon Renovation Program. Small Business Conference Panelist	Wally Johnson Erol Yildirim,
Raytheon Missile Systems	The Enser Corporation	Roy Jackson	Marketing Plan	Nunn-Perry Award 1999-2000 (FY 00) Nunn Perry Award 2002-2003 (FY03)	Wally Johnson
SAIC	CTI	Lee Ann Standish	Technical Training Support	Recipient of the Nunn-Perry Award 2002-2003 (FY03)	Wally Johnson, Aditya Vikram Prasad,
Shaw Environmental & Infrastructure, Inc. (IT Group)	EM Federal Corporation	Gary Sevoy, Ron Highsmith	Installation and follow on support for the Deltek Financial Management systems	Recipient of the Nunn-Perry Award 2002-2003 (FY03)	Wally Johnson, Yetunde Awojoodu, Chutima Chotipatoomwan
SAIC	HAI (Houston Associates)		Provided training in CISCO	Recipient of the Nunn-	Wally Johnson,

			abd Microsoft certification training, ISO 9001 Project Implementation.	Perry Award 2003-2004 (FY04)	Aditya Prasad, Anh Nguyen, and Richard Gillis
Northrop Grumman Mission Systems	CHM (Computer & Hi-Tech Management, Inc.)	William Walden	NGMS helped CHM during the transition from a Small Business under 89a0 program to a well-positioned competitor in the "Full and Open" business arena.	Receipient of the Nunn-Perry Award for 2003-2004 (FY04)	Wally Johnson, Aditya Prasad, Anh Nguyen, Aryamala Prasad, and Debbie Hunt
Booz Allen Hamilton	Artech	Arthur Lucia	Booz Allen, supported by George Mason University, helped Artech achieve SEI CMM Level II certification	Receipient of Nunn-Perry Award for 2004-2005 (FY05)	Wally Johnson, Aditya Prasad, Anh Nguyen, Aryamala Prasad, and Debbie Hunt
Lockheed Martin	M&M Technical Services	William Munslow	Lockheed Martin and M&M Technical Services team were involved in technology transfer, business infrastructure development, strategic positioning, and quality improvements such as Deltek GCS Premier, Government Contracting Accounting Support, Fast Track to ColdFusion, Additional Deltek Users, Web/Networking Development, Monster Dot Com Subscription, GSA Schedule.	Receipient of Nunn-Perry Award for 2005-2006 (FY 06)	Wally Johnson, Aryamala Prasad and Chuong Diep
Radiance	REIC	Rosemary Atchley	ISO 9001:2000 Training and Registration support, Program/Contract Management Operations and Process Management	Provided training and tasks necessary to aid in the growth of the protégé - REIC	Wally Johnson, Lisa Nguyen, MPP Student Staff
Northrop Grumman Mission Systems	CSSS.NET	Carl A. Basili	Web Based Training Virtual Campus & Introduction to ArcGIS Server, Business Needs Assessment, ESRI Arc View Analyst Tool Training	Recipient of the Nunn-Perry Award 2008-2009 (FY09)	Wally Johnson, Lisa Nguyen, MPP Student Staff, PTAP Staff
IBM Corporation	AEEC, LLC (American Consultants)	Gary Ambrose	Project Management and Technical Training in: Websphere, Service-Oriented Architecture, Database and Web-based application development.	Recipient of the Nunn-Perry Award 2008-2009 (FY09)	Wally Johnson, MPP student Staff
Lockheed Martin Maritime Systems and Sensors	Geodetics, Inc.	Dr. William Munslow	Provided expertise in the use of prametic sold modeling for individual pieces and subassemblies.	Recipient of the Nunn-Perry Award 2008-2009 (FY09)	Wally Johnson, Lisa Nguyen, PTAP Staff
Applied Research Associates, Incorporated	Stratom, Incorporated	Tom Monaco	Development of a standard mechanical and electrical interface between the robotic arm and manipulators on unmanned ground vehicle (UGV)	Recipient of the Nunn-Perry Award 2008-2009 (FY09)	Wallay Johnson, MPP Student Staff

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