

Success Story Spotlight

TRIAD

September 26th 2013

SB Profile

- Name of SB : Arnold-Hanafin Corporation
- Graduate of the 8a program, SDB, SDVOSB, Certified MBE
- Capabilities: Engineering Outsourcing / Low Cost Design Center
- Number of employee : Boca: 15 (309 contractors) Panama City 1 (8 contractors)
- Location: Engineering Outsource & Temp Labor / Boca Low Cost Design Center / Panama City
- Relationship: 10 year history with UTC

Beginning State

- Mentor Protégé Agreement support Arnold-Hanafin in opening up a Low Cost Design Center in Panama City, allowing Arnold-Hanafin to expand their capabilities, enter a new market to compete with off shore competition.
- Entry to a new market Hamilton Sundstrand supported Arnold-Hanafin in the identification of the Panama City facility , selection of the site in Panama City supported future growth potential in the Mine Warfare and Navy Dive community programs.
- Arnold-Hanafin implemented the required documentation and process controls necessary to produce the quality products and services to support the Governments urgent needs requirements. Arnold-Hanafin's participation in the UTC Supplier Gold process prepared the Panama City Operations team for the rigorous Quality Standards required to deliver products and services on a military contracts of high magnitude.
- Arnold-Hanafin received the UTC Supplier Gold status in June 2012 which helped the team to secure new and follow on contracts with Atlas North America in delivering Sea Fox Neutralization Systems to more U.S. Navy clients in 2013.
- Through the process of the Mentor-Protégé agreement with Hamilton Sundstrand, Arnold-Hanafin's Panama City Operations has been able to initiate, develop, modify, and implement a quality system to support future Government contracts.
- Steps taken to onboard/broaden work share:
 - **Meetings/Mentor Protégé Conference**
 - **Letters of Recommendation to Key contacts in the Panama City / Northwest Florida Aerospace Corridor**
 - **Follow up calls with key contacts garnered support and recognition**
 - **Supplier Quality Systems via the UTC Supplier Gold Program**

Current State

- **Progress made to date**
- Expansion into creating the Panama City Operations facility that directly supports Government support contracting laid the foundation to propose and win a Navy Sea Port E prime contract in June 2011.
- Arnold-Hanafin expanded its participation in Government contracting by becoming a sub-contractor to Lockheed Martin and Atlas North America on the Surface Mine Neutralization System Sea Fox (SMNS-SF) contract issued by Program Executive Office for Littoral Combats Ships PMS495 office at the Washington Navy Yard.
- Arnold-Hanafin supported the creation of the logistics and training packages for the SMNS-SF contract.
- The Arnold-Hanafin team also supported the engineering analysis to support modification of the U.S. Navy AVENGER class Mine Countermeasure Ships.
- This modification included replacing the aging AN/SLQ-48 Mine Neutralization System with the AN/ASQ-232 Sea Fox Mine Neutralization System to be in service with the fleet in 2012. The Commander U.S. Fifth Fleet defined an urgent need for a reliable mine neutralization capability to be forward deployed with the Mine Countermeasure force. By September 2012, the team delivered the Sea Fox System and prepared for training of the AVENGER class ship crews in Bahrain.

Future State

- Define opportunities
 - Follow on Mentor Protégé agreement with Pratt & Whitney in process for 2014
- Benefits/Success:
 - Prime: As a UTC Gold Supplier 100% on time, 100% Quality , 100% Delivery in both Engineering Outsource and Low Cost Design Center deliverables
 - Contractor: Opportunity to remain competitive in a highly competitive market where low cost is essential and where when possible off shore is a consideration