
**Historical Summary
of
North America
Telecommunications, Inc.**

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North America Telecommunications, Inc. (NATI) was incorporated in 1984 in the District of Columbia. Our Headquarter is located at 9015 Rhode Island Avenue, College Park, Maryland.

Since our inception, we successfully executed more than 45 major contracts for the Federal Government. The successes we experienced can be attributed to empowering our personnel, maintaining clear and concise lines of communication, dedicating corporate commitment and resources and applying repeatable operating procedures, which are based on clear objectives, and detailed specifications.

Since its inception, NATI has expanded to provide broad-based experience and capabilities in logistics support services, facility management operations and construction and renovation.

NATI's adherence to its core values of **Quality, Commitment and Value** has resulted in industry recognition and sound financial standing. NATI's awards and Performance Bond capacity reflect these core values:

- Awarded the 1999 SBA Administrator's Award for Excellence
- Runner up in 1998 and 1999 for SBA's *Regional Small Business Prime Contractor of the Year* –Washington Metropolitan Area. One of the most competitive regions in the nation.
- Over 100 Letters of Commendation – Company
- Over 200 Letters of Commendation – Individual
- D&B Financial Rating of 3A1 – Optimal Rating
- D&B Performance Evaluation Rating of 1.39 – Outstanding Rating
- Performance Bonding capacity of \$20 million

Founded	1984
Employees	Over 200
Services	<ul style="list-style-type: none"> ➤ Information Technology ➤ Logistic Support ➤ Facility Management ➤ Construction & Renovation
Awards & Commendations	<ul style="list-style-type: none"> ➤ 3A1 D&B Financial Rating -- Optimal ➤ 1.39 Past Performance Rating-- Outstanding ➤ 1999 SBA Administrator Award for Excellence ➤ 1998 & 1999 SBA Prime Contractor of the Year –Runner up ➤ Over 200 Letters of Commendation – Individual ➤ Over 100 Letter of Commendation -- Company
Major Current Customers Include	DOD, DOJ, DEA, SSA, USDA, US Dept of State, DC Gov't, NASA, FAA and GSA

NATI is ideally positioned – geographically, functionally, and technically -- to respond to the needs of Federal agencies in the National Capitol Region and around the world. We are currently staffed with more than 200 engineers, technicians, trades personnel, analysts, and administrative personnel to deliver the necessary skills, knowledge, and experience to our clients' requirements. Our recent government clients include: Social Security Administration, NASA, U.S. Department of Justice, U.S. Department of Agriculture, Federal Aviation Administration, Drug Enforcement Administration, Defense Supply Services – Washington, U.S. Department of Defense (U.S. Air Force, U.S. Navy, Naval Surface Warfare Center, U.S. Army, U.S. Marine Corps, U.S. Army Corps of Engineers), General Services Administration, U.S. Postal Service, and the Internal Revenue Service. Overseas project locations supporting the Department of State include Embassies in Ankara, Turkey, Seoul, Korea, Budapest, Hungary and Manila, Philippines. Among our local customers are the DC Public Schools, DC Public Works and the Washington Metropolitan Area Transit Authority (WMATA).

Telecommunications & Information Technology Division

NATI's information technology division is a growth extension from the company's telecommunications foundation. We extended this focus in 1990, by providing solutions to NATI's valued customers in the information technology arena. Our commitment to excellence has made our personnel a lynchpin to the operational status of the agencies we support. Our skilled and professional technicians maintain hardware, software, telecommunications and LAN/WAN equipment, to include cabling plants, throughout several governmental and private agencies. The following is a list of our core IT competencies:

Systems Maintenance Support Services. NATI has the capability to provide technical advisory, evaluation and operational implementation resources. Our spectrum of support services extends from local microcomputers and their applications to large scale integrated systems involving a variety of software languages and hardware platforms. Examples include the full range of automated workflow systems implementation and support; end-to-end LAN, WAN and other connectivity and data transmission and exchange support; monitoring, management, data collection and troubleshooting of stand alone systems, LAN/MAN/WAN software, connections and equipment using an array of tools and products; the management and operation of a raised floor server farm; technical expertise with a variety of communication and connectivity devices and server topologies; cryptographic equipment support; implementation and maintenance of various electronic mail packages and their local and nationwide support; local and national video teleconferencing; Internet and intranet operations; systems, software and user trends and performance analysis; data warehousing; mainframe assessments; maintenance of IT related operational equipment and software; individual and group IT related training; repair, leasing and maintenance of computer and peripheral assets and software; and performance of configuration management activities.

NATI has designed, installed and configured PBX systems for private and government agencies. NATI personnel are capable of life cycle support of Vodavie Star Plus Digital Telephone Systems, as well as the Northern Telecomm and Mitel Systems. In addition, our qualified personnel have provided cable plants and drops for thousands of stations, in hundreds of workspaces.

Among others, NATI maintains the cabling plant for SSA's Central Mainframe Computer. This system supports the SSA's local and wide area networks, which consists of over 60,000 workstations throughout 1,300 branch offices nation wide. NATI executes planned installations as well as emergency relocations, terminations and removals of cable within the SSA's system. NATI directly support the Washington Metropolitan areas (to include Baltimore City and County), and SSA's thirty-seven (37) buildings and twenty-two thousand (22,000) users. The relevant cables are as follows: RG62 Coax, PVC and Teflon RG59 Coax, PVC and Teflon RG58 Coax, PVC and Teflon RG6 and RG 11, PVC and Teflon RS232 - 4 to 25 Conductors, Channel Adapter (Bus/Tag) Cables of all lengths, Token Ring Cables and Connectors, Fiber Optic and Connectors, and Twisted Pair (1 - 24 pairs).

Additionally, NATI personnel provide technical services for installation, relocation and maintenance of encryption equipment, Fixed Plant Adapter, cabinet and associated cabling to and from the encryption cabinet. NATI personnel also unfailingly provide up-link to mainframes after the communications lines have been taken off-line or interrupted by system failure.

Systems Management and Support. NATI associates have experience in task areas providing analysis, design, programming and operational implementation resources support for the planning, development, and implementation of strategies, architectures, and program plans at all organizational levels. Examples of the types of tasks include: supporting systems and software life cycle phases activities; programming and analytical support; technical and financial information management systems support; systems research and design; continuity of operations planning; conducting technical reviews and assessments; providing a full range of administrative support and services; developing and conducting training; and serving in liaison roles.

NATI has procured and installed a state of the art computerized maintenance management system (MAXIMO) that is being used to manage all facets of facility operations at the US Department of Agriculture Complex. The installation of this package required upgrades to the current computers, installing a dedicated server for the system, indexing over ten thousand pieces of equipment, data entry for each piece of equipment, developing comprehensive preventive maintenance schedules, establishing management criteria for construction projects, and assimilation for all pertinent data into useable management reports. These reports are used to monitor and actively manage the facility operations.

NATI staff also collects, analyzes and reconciles data from information technology and telecommunications system records. Functionally, this requires processing consolidated invoices for payment, inventory, and development of filing systems and office automation. NATI is instrumental to the systematic and efficient processing of hundreds of thousands of pages of documents each year for our clients.

System Engineering and Design. NATI associates are experienced in providing technical and management advice, studies, analysis, design and operational implementation resources support for information technology systems and software engineering, including architectures, data management strategies, statements of work, requirements analyses, alternatives analyses, feasibility studies, cost/benefit analyses, operational plans strategies development and implementation. Examples of such support include network planning and engineering support; software measurement program support and validation support; software development and developmental support; software engineering technical expertise; life cycle acquisition management support; software capability maturity support; software architecture, renovation and liaison support; software engineering tools identification and training support; software quality and assurance issues and strategies support; commercial off-the-shelf (COTS) non developmental item (NDI) and reuse issues support; systems performance measurement and operational capability demonstration support; management recommendations development and review support; web enabled, object and other emerging technologies support; Internet systems architecture and webmaster support.

Continuity of Operations Plan. NATI provides critical continuity of operations support by planning, executing, revising and evaluating operational tests of existing and future plans. This is accomplished by developing emergency backup and recovery capability of critical installations and applications within our customer base.

Document Conversion and Imaging. NATI personnel have provided complex high-speed paper conversion projects for clients. Utilizing Kodak leading edge scanners and our technical expertise in designing workflow processes, our personnel managed a conversion solution involving over 20 million pages in records, requiring understanding of scanning processes, integration of latest hardware and software development, management and the latest storage mediums. The scanned information consumes more than a terra byte of storage space, and is designed to integrate with a specialized Oracle based records management system.

Facility Management Operations & Logistics Support Services Division

Our staff of professionals has provided facility management services for over 5.5 million square feet of research, production, and control facilities. Some facilities have included

large clean rooms, super computer banks, and space communication facilities and equipment.

NATI professionals also provide touring engineer operations 24 hours per day, 365 days per year. We provide operations and maintenance services for the HVAC and electrical equipment serving the many critical facilities of our customer. Our Electrical service includes the maintenance and operation of emergency backup generators, Uninterruptible Power Supplies (UPS), and building electrical distribution systems. Our work force uses predictive technologies such as thermograph, ultrasound, vibration analysis, and lubricant analysis to ensure high reliability for critical equipment. Our staff is experience in operating and maintaining both pneumatic and Direct Digital HVAC control systems. They work on large (greater than 50,000 CFM) central, chilled water and steam supplied HVAC units and stand-alone computer room units. The NATI staff maintains over 600 major pieces of HVAC equipment and thousands of smaller units.

NATI staff is experienced at operations and maintenance of extensive fire alarm and fire protection systems. We currently oversee the conversion from an old cardkey, pass 4100, computer monitoring system to a new addressable Cerberus Pyrotronics MXL system that monitor over 15,000 detectors in 33 Major buildings.

NATI balances the technical aspects of facility management with the practical realities. NATI oversees the operations and maintenance of building plumbing, chilled water, domestic water, high-pressure steam, and compressed air distribution systems. We have expertise that also maintains over 70 elevators, material lifts, and handicapped lifts.

Meanwhile, we enhance the client's operations by supporting and integrating Computerized Maintenance Management System (CMMS) providing work reception, preventive maintenance scheduling, and real property equipment inventory and data.

Logistic Support Services Division

In 1996, NATI began providing integrated **logistic support services** to several important Federal agencies. With its fleet of 48 tractor-trailers, 5-ton trucks, and vans, NATI provides its services within a 150-mile radius of Washington, DC.

Supply Operations. NATI assists government personnel in all aspects of supply warehousing. Primary warehousing responsibilities include: receipt of materiel; filling supply requisitions; palletizing and packing supplies for delivery; maintaining customer tracking system; performing quality control checks on receipt and delivery of materiel; and providing warehouse inventory assistance.

Disposal Operations. NATI provides warehousing and pick-up and delivery services to government customers who have excess/surplus and unserviceable government

equipment and furniture. Primary responsibilities include receipt for all materiel warehoused; process requisitions for materiel pick-up; maintain warehouse accountability and storage system (includes ADP equipment), and makes distribution of all excess and unserviceable materiel to the appropriate Disposal/Reclamation facilities. Additionally, NATI provides customer service for direct issue of surplus/excess property maintained in the warehouse. Included in these responsibilities is the requirement for identification, control and disposal of certain categories of hazardous material.

Loading Dock Operations. NATI provides management and labor support, with appropriate materiel handling equipment licenses, to manage various loading dock operations for several government customers. This requires NATI personnel to: (1) load/unload trucks; (2) deliver and pickup various supplies, equipment, and furniture items; and (3) provide storage and material handling services.

Moving Services. NATI provides moving services within the National Capitol Region for its government clients. Within the last three (3) years, NATI conducted **3,285** separate office moves. NATI was also recently awarded the Office Moving Services Contract from the Department of Justice for all DOJ buildings in the NCR. NATI personnel move office furniture and Automated Data Processing (ADP) equipment for office relocations or for maintenance purposes, e.g., painting and renovation. Utilizing our fleet of 5-ton trucks and tractor-trailers, NATI has disassembled, packed, delivered and assembled offices furniture for Agencies such as the Nuclear Treaty Program Office, General Service Administration, NAVAIR and Office of the Under Secretary of Defense. NATI personnel are completely versed in disassembly and assembly of modular office furniture and transportation of ADP equipment, which involves trained personnel and a high degree of planning.

Although NATI has been providing logistics support services since 1996, our personnel have received numerous personal awards for their efficiency and reliability. Their hard work and professionalism is augmented by information technology solutions. NATI augments these logistics support services with custom approaches to developing automation and accounting tools that transcend our services beyond our competitors.

Construction and Renovation Division

In 1989, NATI began a construction and renovation division to augment the facility management efforts. NATI's Construction Division functions as a general contractor, which is organized, staffed and directed to safely provide quality construction products, on time, and within budget to our owner-customers. NATI has accomplished this objective through an organization designed to succeed in three core zones: administration (to include business development); domestic construction management; and overseas construction management. These efforts are spear headed by

professionals that include leadership driven Project Managers, Quality Control Managers and Superintendents. NATI provides its valued employees with the authority to design, manage and complete assigned projects from their inception to completion. NATI also provides its valued customers with a peace of mind that the project will be completed on time and within specifications by providing the capability to offer a \$20 million performance bond.

NATI's business approach is focused on delivering innovative, effective, organizational direction to insure coordinated, repeatable management results without limiting the individual initiative of skilled managers. NATI utilizes state of the art management support tools and a hands-on approach to the execution of activities in the field. NATI utilizes strong understanding of the industry to position itself on projects where it can best meet our corporate goal of providing customer satisfaction. The NATI construction division seeks to build long term relationships by partnering with quality suppliers and subcontractors who are best equipped to complement our safety, quality, schedule, and cost objectives.

NATI Construction Division is currently executing eight different domestic projects for five Federal agencies and the U. S. Postal Service. We currently hold prime contracts on indefinite quantity construction contracts with the General Services Administration and the Postal Service. Recent past performance includes work for the State Department in Ankara, Turkey, Seoul, Korea, and Manila, Philippines. NATI has also provided extensive renovation projects for the Department of Defense to include Andrews AFB, Bolling AFB, USMC, and USN.

Contact Information

North America Telecommunications, Inc. (NATI) would welcome the opportunity to assist your organization to meet management, development and application needs and objectives. For additional information please visit our web site at www.natigroup.com or email us at Info@natigroup.com.