

BAE Systems TRIAD Success Story Spotlight

March 17, 2014

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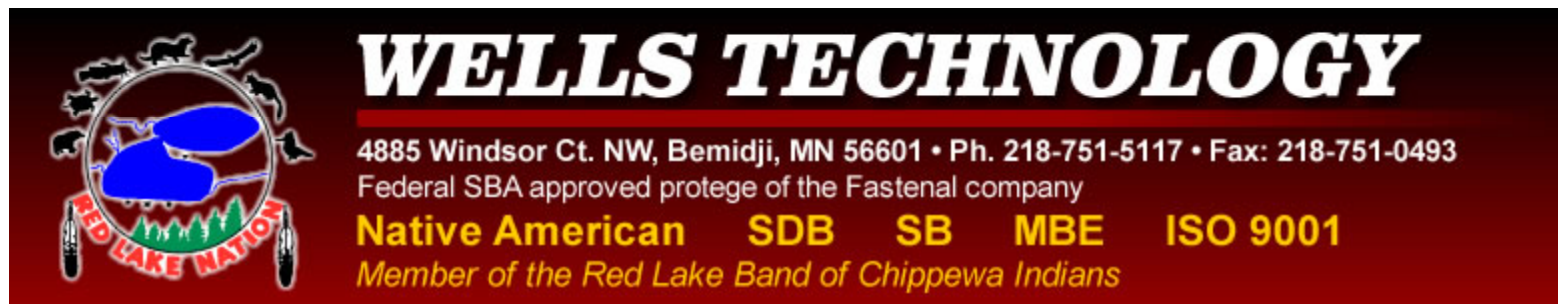


BAE Systems Overview

- BAE Systems, is a global defense, aerospace and security company. 88,200 talented people make up BAE Systems in Australia, India, the Kingdom of Saudi Arabia, the United Kingdom and the United States. Our key market strategy builds significant capability and footprint, often through mutually beneficial partnerships with investment in local businesses and sharing of skills and technologies, providing sustainable employment for local people.
- Electronic Systems Sector provides electronic warfare systems and electro-optical sensors, military and commercial digital engine and flight controls, next-generation military communications systems and data links, persistent surveillance capabilities, and hybrid electronic drive systems.

We Protect Those Who Protect Us®

Presenting WELLS TECHNOLOGY



WELLS TECHNOLOGY located in Bemidji, MN began in 1985 as a small consulting company solving industrial design and distribution problems. Wells is a Native American owned small business.

WELLS TECHNOLOGY is a manufacturer of precision machined products along with sales of OEM and MRO industrial and construction supplies and an authorized distribution channel for *Fastenal* company.

WELLS TECHNOLOGY founded and supports Wells Academy, a non-profit trade school to provide job skills for machinists and programmers, while mentoring apprentices who work on real-world customer projects.

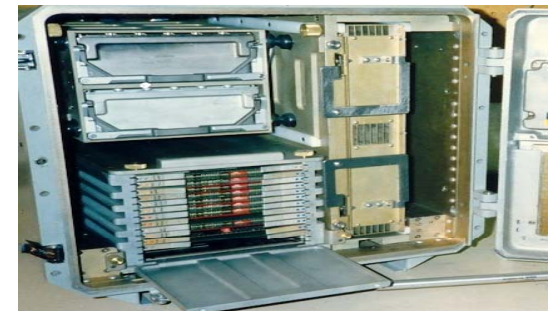
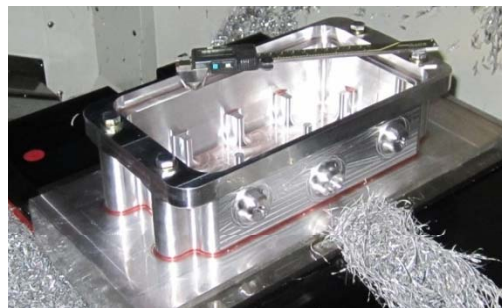
The Journey

- Search for a Mentor-Protégé agreement and a solution to a specific program problem in Austin, Texas facility
- Target opportunity for a small company to engage with BAE Systems.
- Located WELLS TECHNOLOGY by way of Pro-Net in 1995
- In 2005 WELLS created a unique solution to a unsolved problem and reverse engineered a critical component
- Word spread quickly and WELLS continued to provide solutions
- Department of Defense Mentor Protégé Program approved in 2007 resulting in ISO 9001 registration and process and system enhancements. This didn't come without it's many challenges.....
 - ✓ Resources
 - ✓ Time constraints
 - ✓ Commitment
 - ✓ Unforeseen events



Current State

- Successfully graduated the Department of Defense Mentor Protégé Program achieving all milestones and deliverables
- “Preferred Supplier” status earned in the mechanical commodity
- Expanded opportunities and growing relationships across BAE Systems
- WELLS doubled company revenue and employees
- WELLS now serves the defense industry from prototypes to production, CNC machining, programming and assembly in a 52,000 sq. ft. production facility



Success / Future

- Expanded bid opportunities across sites
- Received contract awards from other Prime Contractors
- Invited to the annual Supplier Symposium for select valued suppliers, increasing visibility and collaboration
- BAE Systems Electronic Systems nominated WELLS and they were awarded the ABE Venable Legacy Award presented in WA, D.C. by US Dept. of Commerce's MBDA for exemplary commitment
- ***BAE Systems is WELLS TECHNOLOGY #1 Client***
- Inducted into the MEDA's entrepreneurial Hall of Fame, receiving a congratulatory letter from Senator Al Franken for contribution to economic development in Minnesota

Visit WELLS @ www.wellstech.com



Thank you

