

FAITH ENTERPRISES INC.

A Service Disabled Veteran-Owned Small Business

Security...Reliability...Trust...Faith Enterprises

SECURITY

When the Air Force asked Sandia to deliver complex security upgrades to a facility on Kirtland Air Force Base, work began immediately to identify how best to get the job done. Engineers at Sandia teamed with Sandia Contracting Representative Michael Somuk to sub-contract a portion of the work. Because of the sensitive nature of the project, security and previous experience with government contracts were placed as high priorities in the Request for Quotation (RFQ).

The contract was awarded to Faith Enterprises, a Service Disabled Veteran-Owned Small Business (SDVOSB) with a long list of military customers.

"One of the biggest challenges in this contract was responding to the expanding scope of work and shifting timelines of our Air Force customer," says Michael Somuk. As an Air Force veteran himself, Mr. Somuk is familiar with the skills and values required to achieve success in the military. "Faith Enterprises was flexible and responsive when faced with these challenges. They ultimately entered the lowest bid and were technically the most qualified for the job."

RELIABILITY

Faith Enterprises, Inc. is a high tech contracting company specializing in security for government facilities. CEO Jim VanDeGrift, a service disabled Air Force veteran, and company President Steve

Trutna have over 25 years of experience working together to provide contracting work on a range of projects, many for the United States military.

"We are one of the oldest resident contractors working at the Missile Defense Integration and Operations Center (MDIOC) at Schriever Air Force Base in Colorado Springs. Our work there dates to 1992," comments Mr. VanDeGrift, who launched Faith Enterprises in 1988.

Other projects include previous work for Sandia at F.E. Warren Air Force Base in Wyoming and Peterson Air Force Base in Colorado Springs, home of the 21st Space Wing, Air Force Space Command, United States Space Command, and North American Aerospace Defense Command (NORAD). Faith's recent work for Sandia at NORAD has earned the company a nomination by Sandian James Burt for the 2010 Small Business Administration's Small Business Subcontractor of the Year Award.

TRUST

"One of the key elements in a successful customer relationship is trust," says Sandia's Michael Somuk. "Sandia has developed a great deal of trust in Faith Enterprises. That's a strategic benefit to Sandia, because the Air Force trusts us to deliver a superior product. Faith has proven to Sandia that they have the technical qualifications to get the job done and the right attitude for success. Often, the difference between mission success and mission failure is the ability to resolve unforeseen challenges. Faith is a solution-oriented company."

Faith Enterprises employee Jeff Sabo (right) working at the Jackrabbit Pumping Station near Parachute, Colorado.



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– Michael Somuk,
Sandia
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Representative

STRATEGIC SUCCESS

When Mr. Somuk began planning the RFQ, he consulted with Sandia’s technical staff to ensure it included the correct technical requirements. He also consulted with Marie Myszkier, one of Sandia’s Small Business Advocates, to help develop his sourcing strategy.

Ms. Myszkier is the Small Business Utilization Department’s liaison to Mr. Somuk’s buying group. She attends their monthly department meetings and highlights information on Sandia’s socioeconomic goals and sourcing options, while raising awareness of the benefits of small business set-asides. “Designating a portion of our contracts as set-asides for different types of small businesses offers Sandia huge benefits. We can often cut down on the cycle time of placing a contract, which helps Sandia technical staff meet their technical goals more quickly. Equally important, these set-asides help Sandia meet its annual goals to work with small, disadvantaged, HUBZone, woman-owned, veteran-owned, and service disabled veteran-owned small businesses. Establishing this contract as an SDVOSB set-aside was a good fit for Sandia,” states Ms. Myszkier.

“We’re looking forward to continuing our work with Sandia,” comments Jim VanDeGrift. “We have a good mutual relationship. Sandia really values its contractors and takes the time to acknowledge good work. We have developed a good sense of what it takes to work on a military base. The military customer is looking for someone who will quickly and efficiently resolve problems as they arise. I think we do that.”

Success Contributors

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President

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Faith Enterprises employs 65 skilled workers, with offices in Colorado Springs and Littleton, Colorado. “This is a great opportunity for us to enter the New Mexico marketplace,” says Steve Trutna.

The contract also provides Sandia with an important strategic benefit. Michael Somuk concludes, “We know we can trust Faith to get the job done correctly. They are very responsive and are always asking ‘What else can I do?’ This is extremely important to us, particularly when our customer is the United States Air Force. We’re confident that the contract was awarded to the right company.”

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