

## What is CADSQ?

The Center for Aerospace & Defense Supplier Quality is a partnership between the Oklahoma Aeronautics Commission, CareerTech's Oklahoma Bid Assistance Network (OBAN) and the Oklahoma Manufacturing Alliance to provide expert guidance to Oklahoma companies selling aerospace- and defense-related supplies and services to U.S. defense agencies or their prime contractors/OEMs, as well as commercial aviation enterprises. OBAN provides technical assistance in government contracting to all companies, but also identifies companies interested in targeting aerospace and defense, connecting them with industry experts through the CADSQ program to guide them into a focused pursuit of new business.



### Creating More Jobs



More aerospace contracts mean more aerospace jobs! CADSQ assists Oklahoma companies in obtaining new and more aerospace business from the Department

of Defense which, in turn, produces more jobs in Oklahoma. The program's main objectives are to assist Oklahoma business in their efforts to become successful DoD aerospace suppliers and increase Oklahoma's supplier base for the U.S. military installations and OEMs or prime contractors. CADSQ accomplishes this by assisting clients with their business strategies, capture efforts, proposal activities (RFP & RFQ) and program execution. It's about establishing and building new relationships within the state's aerospace and defense industry and being able to successfully screen and match company capabilities to government requirements.

## Why Was CADSQ Created?



State lawmakers created the program in 2006 when it was known as CASQ ("Defense" was added to the program name in 2013) as a result of a recommendation by the Governor's 2004 Aerospace Task Force, which was chaired by then Lt. Governor Mary Fallin. The task force's findings showed that Oklahoma and its aerospace businesses were doing a poor job of capturing

DoD and prime contractor contracts. Fairly reliable estimates at the time put the Tinker outsource figure at approximately \$5 billion annually. Of that amount, Oklahoma businesses were seeing roughly \$500 million annually in contracts, or about 10 percent of the total contracts awarded by DoD and its prime contractors.

### Knowledge is the Key

State and industry officials agreed that the key ingredient needed to increase Oklahoma's share of that \$5 billion pool was *knowledge*, knowledge of the very complicated procurement systems that have afforded companies the opportunity to successfully compete for contract awards year after year. Hence, CADSQ was created as a solution to this on-going issue. The program achieves this by:

- ➔ Increasing contracts between Oklahoma aerospace businesses and the DoD, and prime contractors, as well as commercial aviation enterprises.
- ➔ Providing more manufacturing and repair sources for military installations and the aerospace industry.
- ➔ Creating and maintaining more high-wage, high-skill jobs.
- ➔ Reducing costs and increasing competitiveness for Oklahoma military installations and the aerospace industry.

## How Does CADSQ Work?

The CADSQ program brings together OAC's industry focus on aerospace, CareerTech's (OBAN) expertise in training and business development, Oklahoma Manufacturing Alliance's technical assistance and business advice, and the market knowledge of a national consulting firm, Logistics Specialties, Inc., to deliver the highest level of assistance to Oklahoma's aerospace suppliers. CADSQ provides these basic services at no charge to Oklahoma companies.



Through the use of subject matter experts, CADSQ assists companies in analyzing their strengths and weaknesses, determining their salient capabilities, and then building technically correct proposals, thus greatly increasing their chances on a contract award.

CADSQ guides companies to focus on obtainable targets, provides guidance on expansion of capabilities to enter new markets and builds partnerships that open doors to new opportunities and mentoring programs, all directed towards the aerospace maintenance, repair, and overhaul operations and processes needed to qualify/certify as a defense industrial base vendor.

Not only does the CADSQ program assist Oklahoma's aerospace companies in their efforts to become more effective bidders for federal and prime contracts, it also engages DoD and its prime contractors to utilize Oklahoma's extensive supplier base to ensure their own success.

### CADSQ is Producing Results!

354  
Contract Awards  
for 30  
Companies

150 Companies  
Counseled

\$40.9 Million in  
Contract Awards