

The background of the slide is a deep blue space filled with numerous stars of varying brightness. On the right side, a large, reddish-brown planet, likely Mars, is partially visible, showing its textured surface and some darker regions. The overall scene is a cosmic landscape.

**NASA/MARSHALL SPACE
FLIGHT CENTER**

JOINT COUNSELING SESSION

***Signalink
Jeff Dowell***

9 NOV 2023

Background

COMPANY NAME:	Signalink, Inc.	ADDRESS:	1208 Slaughter Rd. Madison, AL 35758		
OWNER:	Steve/Alice Lessmann	CONTACT NAME:	Jeff Dowell		
EMAIL:	Jeff.Dowell@signalink.us	YEARS IN BUSINESS:	18		
CAGE CODE:	375L9	DUNS NUMBER:	192734445		
WEB SITE:	www.signalink.com	NAICS CODES:	541330	336212	333924
			541715	336411	336212
			541611	336414	541380
			541990	336419	541420
CERTIFICATIONS (e.g., ISO 9001, AS 9100, etc.): AS9100, ISO 9001, NIST 800-171					
2					

Business Size & Classifications

EMPLOYEES (range):	75-100
AVERAGE SALES (range):*	\$ 10-15M

CLASSIFICATIONS (select from list below):	Yes/No
SMALL BUSINESS	Yes
SMALL DISADVANTAGED BUSINESS	
NATIVE AMERICAN-OWNED	
ALASKAN NATIVE CORPORATION	
WOMEN OWNED	Yes
ECONOMICALLY DISADVANTAGED WOMEN OWNED	
VETERAN-OWNED	Yes
SERVICE DISABLED VETERAN OWNED	
HUBZONE CERTIFIED	
8(A) CERTIFIED	
8(A) EXPIRATION DATE (if applicable)	

*Based around NAICS 541330



Primary Capabilities



Capability

From Concept through Prototype, implement a Model-Based Design/Development approach to create 2D/3D Level III Technical Data Packages to support DoD Weapon System modifications and upgrades.

Importance

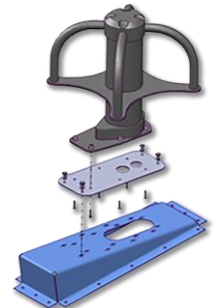
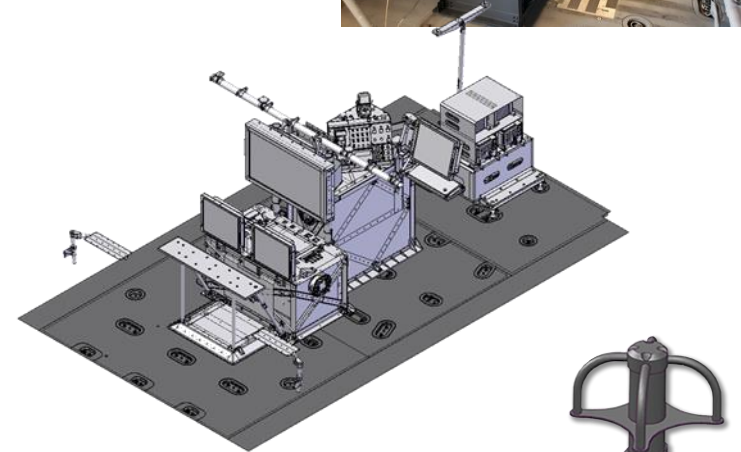
Design packages are fully supported to promote personnel and equipment safety, interoperability, and sustainment.

- Airworthiness Analysis (Safety, ELA, W&B, Stress, Thermal, HSI, etc.)
- Logistics Support Analysis (FMECA/FRACAS, RAM, LORA, MTA/MA)
- Technical Documentation (TM, MWO, Training)

Difference

Provide new/enhanced systems, technology insertions, and obsolescence upgrades to maintain technical overmatch in multi-domain battlespace operations.

DESIGN





Primary Capabilities

PROTOTYPING

Capability

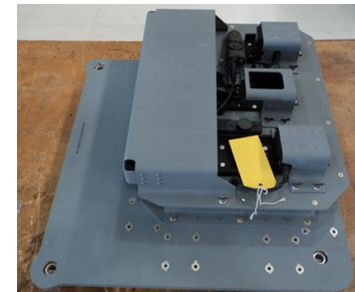
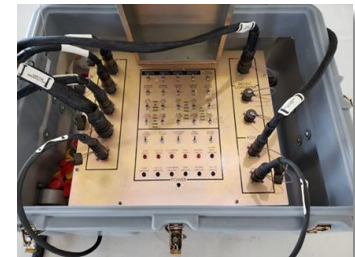
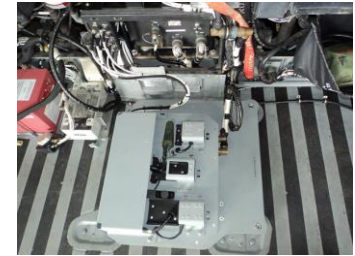
Use AS9100-approved processes to procure, fabricate, and assemble conceptual and prototype parts, components, systems, and/or systems-of-systems utilizing classical and advanced manufacturing techniques (3D scanning/printing).

Importance

Develop rapid prototypes and concepts to facilitate evaluation of new and emerging technologies to enhance Warfighter capabilities.

Difference

Rapid prototyping using an agile hardware development approach and conducting iterative proof of concept demonstrations and assessments reduces time from concept to fielding.





Primary Capabilities

INTEGRATION

Capability

Provide certified Aviation and Powerplant (A&P) mechanics and aircraft electricians to integrate components and systems on DoD Weapon Systems. Conduct kitting, fielding and training of integrated systems.

Importance

Support rapid deployments such as Project Convergence, Joint Warfighter Assessments, and Network Integration Exercises, as well as Prototype, Validation, and Verification events to prove out new systems and technologies.

Difference

Provide fully documented and verified functional systems to evaluate new and emerging concepts and capabilities.





Current and Recent Contracts/Performance (< 5 years)

- **Prime Contracts**

- RETDI Gen II (DLA: *Reverse Engineering*)
- EWAAC (USAF: *Digital Engineering*)
- TETRAS II (USAF: *Test & Evaluation*)

- **Key Subcontracts**

- Prototype Integration Facility (Army: *Prototype Design, Airworthiness Analysis and Integration*)
- Logistics Support Facility (Army: *Prototype Design, Airworthiness Analysis and Logistics Data*)
- Tech Data Management Division (Army: *Obsolescence and RAM Engineering*)
- CCDC AvMC S3I HWIL-AVN (Army: *UAS Design, Performance Evaluation, Test*)



NASA Value - Quad Chart

Capability: Facility

- 15,000 SF climate controlled highbay including design lab, manufacturing, and integration space
- 29' ceiling, 20' rolling highbay door
- Specialize in Harness / Cable Manufacturing, Racks, Enclosures and Mounting Assemblies
- Top Secret Facility Clearance

Benefit:

- Provides local location for prototyping activities, material storage, system assembly/kitting



Capability: UAS Systems

- Experienced engineering team in the design; airworthiness evaluation; performance evaluation; logistics documentation, training, and repair of small, medium and large UAS
- Provide engineering expertise through CCDC AvMC PIF and AvMC S3I JSIL CERT Center

Benefit:

- Choosing the right system for the application: AoA of UAS technologies
- Conducting engineering design, prototype and integration of new or modified UAS (payload, C2, interoperability, ISR, avionics, etc) and Ground Control Stations
- Conducting evaluations and developing documentation for airworthiness, operators, maintainers and trainers



NASA Value - Quad Chart

Capability: Reverse Engineering

- Conduct reverse engineering of mechanical, electrical and/or hydraulic systems to develop Level 3 TDPs using MBD/D approach
- In-house 3D scanning and 3D printing to develop and evaluate prototypes
- Experienced with material characterization, Computed Tomography, Casting X-Ray

Benefit:

- Reduces overpricing, customer lead times, backordered requisitions, customer costs, resolves manufacturing sourcing issues, and increases bid participation

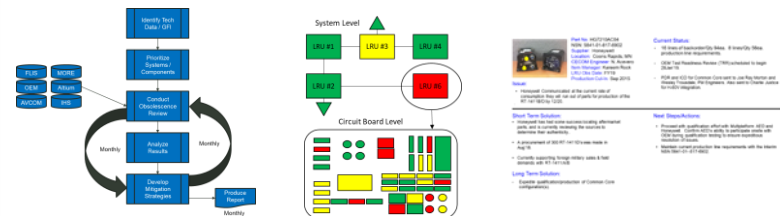


Capability: Obsolescence Management

- SPAR: Strategically Proactive, Aggressively Reactive
- Included in our normal design process: forecasting and identifying alternate materials / components / technologies, support qualification testing
- Recently completed an obsolescence assessment of all systems/components for the UH-60A Black Hawk aircraft

Benefit:

- Use proven DMSMS approach to identify likely candidates early before obsolescence issues impact programs and leverage design team expertise to identify alternatives with minimal impacts





Awards/Notable Accomplishments

Corporate Awards

- Small Business of the Year (Silver) 2022, Alabama Small Business of the Year Awards
- Philanthropic Business of the Year (Runner-Up) 2022, Madison Visionary Partners
- Best Place for Working Parents 2022
- SBA District Director's Award 2022, U.S. Small Business Administration
- Women Honoring Women Honoree 2022, WEDC Foundation
- Female Entrepreneur of the Year 2021, The Catalyst Center for Business and Entrepreneurship
- Excellence in Leadership & Service 2020, Madison City Chamber of Commerce
- Government Contracting Technology Business of the Year 2020, Huntsville Madison County Chamber of Commerce
- Best Professional Services 2019, Madison City Chamber of Commerce
- Best in Business 2019, Madison City Chamber of Commerce

Principle Point(s) of Contact

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Alice Lessmann	CEO	256-715-6744	Alice.Lessmann@signalink.us
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