

The background of the slide is a deep blue space filled with numerous stars and a faint nebula. On the right side, a large, reddish-brown planet, likely Mars, is partially visible, showing its surface features. The text is overlaid on this background.

**NASA/MARSHALL SPACE
FLIGHT CENTER**

JOINT COUNSELING SESSION

***T&W Operations
Rick Head***

May 10, 2024

Background

COMPANY NAME:	T&W Operations	ADDRESS:	307 Wynn Drive NW Suite C Huntsville, AL 35805
OWNER:	Laura Head	CONTACT NAME:	Heleena Campbell Gonzales
EMAIL:	hcampbell@tnwops.com	YEARS IN BUSINESS:	20
CAGE CODE:	6CNU8	DUNS NUMBER:	967787487
WEB SITE:	www.tnwops.com	NAICS CODES:	334419, 541614, 518210, 541330,541511, 541519, 541611, 423690, 611420
CERTIFICATIONS (e.g., ISO 9001, AS 9100, etc.): ISO-9001, GSA Advantage, SECRET Clearance, Project Management, Zebra RTLS & ISV			

Business Size & Classifications

EMPLOYEES (range):	0-50
AVERAGE SALES (range):*	\$ 1-8M

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

*Based around NAICS 541XXX



Primary Capabilities

- Supply Chain Management
- Program and Project Management Support
- Engineering Development and Analysis
- Software Development
- Integration of RFID RTLS Solutions including:
 - a) Automated Logistics Solutions & Integration utilizing RFID Implementation with 3D Asset Visibility.
 - b) Patented RFID Hardware and Software Systems.
 - c) 100% Accuracy & Visibility.
 - d) Complete solution including Hardware, Software, Training, Maintenance and Sustainment.
 - e) Linkage to existing WMS / ERP systems in most cases.



Current and Recent Contracts/Performance (< 5 years)

- T&W Operations was contracted to Implement our patented RFID Tower Inventory System into multiple government facilities in support of inventory management and logistics of critical military assets for General Atomics.
- The initial efforts required T&W to provide the Tower Inventory System, TIS™ software and RFID handheld kits including RFID capable printers.
- T&W's Tower Inventory System provides 100% accuracy in inventory, reducing wall to wall inventory hours from over 2,080 hours to 8 hours. TIS™ Software provided a database for inventoried items containing the item's location, part number and other unique identifiers, along with an API linking the data to the customer's WMS. Additionally, all items were visible on a 3D map of the facility generated by T&W Operations' TIS Software. In the end, ROI in less than 12 months, which is typical for our solutions.
- Additional General Atomics facilities have been integrated as well as facilities on Redstone Arsenal for Invariant and the Army Logistics Center.



NASA Value - Quad Chart



Problem(s):

- All entities have issues with inventory management, whether in warehouses, yards or within production facilities. T&W Operations' Patented Inventory Management solutions provide 100% accuracy of assets as well as visibility into their specific locations. This will provide stronger mission readiness at a reduced cost in manpower and material.

Company Solution:

- T&W Operations' solution has been implemented at multiple DOD Support Company facilities. We have provided a method for 100% Accuracy and Visibility of assets.
- Case 1 - reduced time required to complete inventory from 2080 hours to 8 hours.
- Case 2 – reduced required time for complete inventory from 240 HOURS to 15 MINUTES
- This can be done either autonomously or with a handheld only solution depending on the size of area and number of assets.

Value:

- Knowing not only what you have in inventory, but where it is gives you rapid response to fulfillment.
- We provide 100 % Inventory Accuracy
- We provide Visual Locations of Assets – 3D
- We provide VERY Rapid ROI – Typically < 12 months
- We provide a Complete solution including Hardware, Software, Middleware, Training, Maintenance and Sustainment.
- We provide connectivity to existing WMS or ERP systems in most cases.

Status of Solution:

- T&W Operations provides proven solutions to new customers but can also provide custom software analytics and reporting as needed.
- Hardware and software solutions are TRL 9
- T&W Operations has been supporting RFID / RTLS Inventory Solutions for multiple DOD Support Companies for more than 5 years with documented successful case studies.
- T&W Operations continues to evaluate new RFID and RTLS technology solutions providing our customers with improved performance and reduced costs.



Awards/Notable Accomplishments

WHAT OUR CUSTOMERS SAY!!

T&W operations has continuously provided an exceptional level of support and is a highly rated supplier for **General Atomics-ASI**.

Serco - T&W did an excellent job of gaining a technical understating of the project needs. The professional attitude displayed by T&W personnel was instrumental in the successful completion of the project. T&W did an excellent job of managing the project under the difficult circumstances surrounding the COVID lock downs. The team was very responsive in providing instruction, answer questions as needed, and leaving the existing staff fully prepared to continue and maintain operations at the end of the period of performance.....

Invariant - Working with T&W Operations has turned my nightmares into restful sleep knowing that I have 100% accountability of my assets. Annual inventory used to take multiple personnel and weeks on end counting and recounting of equipment to make sure we weren't missing anything. With T&W's Tower Inventory System (TIS) and RFID technology, I can account for thousands of items in a matter of minutes saving time and man hours. Most importantly, T&W's unparalleled customer service and expertise in the inventory management field helps us support our customer and Armed Forces better everyday.

Principle Point(s) of Contact

NAME	TITLE	PHONE	EMAIL
Laura Head	Owner / CEO	256-535-0857	lhead@tnwops.com
Heleena Campbell Gonzales	Marketing / Business Development	256-535-0857	hcampbell@tnwops.com
Rick Head	President	256-535-0857	rhead@tnwops.com