



Small Business Success Story ▶

Applied Quality Communications, Inc.

A Service-Disabled Veteran-Owned Small Business

Applied Quality Communications (AQC) of Oxon Hill, Maryland, has been doing work for the Federal Bureau of Investigation (FBI) since 1990. The company's contracts were obtained through a variety of procurement methods, including full and open competition, 8(a) competitive, 8(a) sole source, and the U.S. General Services Administration (GSA) Information Technology Schedule 70. Although AQC has now graduated from the 8(a) program, it continues to serve the FBI as a Service-Disabled Veteran-Owned Small Business.

AQC's primary areas of business expertise include systems integration, systems engineering, communications engineering, hardware/software procurement, technology assessment, product assurance and testing, training, facilities support, program/project management, and distance learning. It provides telecommunications and computer-related services for all industry segments—government and commercial, domestic and international.

Founded in 1990 by George Essex, a Vietnam combat veteran, and Alma Cravins-Essex, AQC has built a long-term relationship with the FBI, providing engineering design and telecommunications system integration. As George Essex remarked, "DOJ's mission is to enforce the law and defend the United States. Our enthusiasm comes from knowing that we contribute to the mission."

In addition to the work being done at the DOJ, AQC has numerous contracts with other Federal Departments and Agencies, including quality assurance testing on information technology vehicles for the U.S. Army and providing biometric and secure access systems to the Treasury Department. AQC has recently expanded into

Knowledge Systems and Distributed Learning through the Defense Contracts Management Agency (DCMA). AQC also deploys, hosts, and enhances a Learning Management System (LMS) that has trained 11,000 DCMA employees worldwide. To ensure that AQC will continue to provide valuable, high-quality services to its customers, the company has embarked on attaining ISO 9001:2000 certification.

Please join us in congratulating AQC on its accomplishments. You may visit their website at www.aqci.com.

DOJ's Small Business Goals and Accomplishments ▶

The DOJ OSDBU negotiates goals with SBA and monitors accomplishments for the participation of small businesses in Justice Department acquisitions. To assist the Department in achieving its goals, the OSDBU reviews procurements, maintains resource information, and provides technical advice and assistance to the contracting staffs as needed. DOJ's small business goals and accomplishments follow.

Figure 1:

FY 2006/2007 Prime and Subcontracting Goals

Figure 2:

FY 2005 Prime Contracting Goals and Accomplishments

Figure 3:

FY 2003 Subcontracting Goals and Accomplishments

(Figures located on page 5)