

Peerless Post

Volume 1 Number 1



January — March 2007

Number 1, Page 1

"Delivering information solutions with specialized technology resources"

Each new year brings opportunity for change. Indeed 2007 is no exception, and one of Peerless Technologies corporate goals is to craft a newsletter to better share information within the corporation. In the professional services business many members of our staff do fascinating things, overcome significant obstacles, and work with interesting technologies. Some have wonderful family or professional milestones that occur. Our goal with this newsletter is to create a place where we can share some of these happenings. And so I hope that you'll welcome the opportunity not only to read what's happening here at Peerless, but to become part of it in the editions of the Peerless Post that will follow.

- Michael C. Bridges

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Change The World



THE BUSINESS CYCLE WE'RE IN

Soon I will mark 27 years as a practicing engineer in this business that combines technology with national defense. So far, I've worked through five presidential administrations, the transition from the rotary phone, to the push button phone, to the cell phone. I've seen the end of the cold war, the Persian gulf war, and the start of the war on terrorism (unfortunately yes...its just the start). Some of you have been around a little longer, and some of you are just starting out. With the benefit of some past business cycles under my belt, and the opportunity given me by this publication, I thought I would offer my perspective on this business cycle were in.

The first thing to keep in mind is that it is a cycle. Administrations change and so do budget priorities. Priorities shift from research, to production, to consolidation, to security as a priority but with better sharing of data. Priorities must shift as our national threats evolve. Some plans work better than others, but all require constant watch and new direction. When that happens, changes to federal spending priorities soon follow.

In my career, national defense has evolved from détente to winning the cold war, to protecting democracy and liberty against asymmetric threats bound by ideals, but not borders. Always protecting America's national interests, but more than that; protecting our beliefs liberty, democracy, and freedom worldwide. And it will continue to evolve just as we must evolve with it.

I once heard the great motivational speaker Zig Zigler say "Three things I know. There is a God. I'm not him. Neither are you." Some people are not content with that. When that's the case, evil will seek to spread. And so it does. Living in the greatest country ever created, we have a responsibility to stop evil and promote freedom and liberty where ever and when ever we're able to do so. Since evil does not appear to be headed onto the endangered species list anytime soon, our national defense will always be a critical priority.

In the second half of my career I hope to always remember that "the more things change, the more they stay the same." Our jobs ARE important. They are not just a paycheck. They contribute to our GNP... Gross National Protection. May evil never ever win. You can change the world.

- Michael C. Bridges, *president, Peerless Technologies Corp.*

Lessons from THE OFFICE...



"Studies show that more information is passed through water cooler gossip than through official memos, which puts me at a disadvantage because" [picks up water bottle] "I bring my own water to work."

—Dwight Schrute

Announcements!

Michael Burns was certified SPHR (Senior Professional in Human Resources) in December 2006. Great job Michael!

Welcome to our new employees for January 2007! Barbara Rogers and Jane White will be reporting to John Bowen in Financial Management and Todd Henry will be leading the team at CSC!

Isaac Hogue's son, Joseph, turned 2 on 08 February 07. Congrats!

EMPLOYEE SPOTLIGHT



ISAAC HOGUE

- Born in Anaheim CA and lived in Riverside CA until July of 1989

- Has a brother and sister
- Has lived in the Dayton area for 17 years
- Was a percussionist in the Wayne High School marching band. Played both the snare drum and the bells... (no not those bells... think xylophone only smaller and metal)
- Was involved with the Dayton Fire Department and planned to become a firefighter.
- Attended University of Tennessee at Chattanooga
- Wright State graduate
- Met wife, Teena, in Calculus II computer lab at WSU
- Has a son named Joseph
- Hobbies include furniture building, home remodeling, and biking (over the last two years the home remodeling has kept me too busy to do the other two ☺)
- Grandfather was a Bombardier during World War II and survived behind Nazi lines for 42 days after his B-24 was shot down over Italy.

Peerless Employee on Medical Missions Trip to DR

As you know Peerless Technologies Corporation has a sister company, Peerless HUBZone, and we are constantly in search of Historically Underutilized Business Zones. In fact the current corporate headquarters on National road is actually located in a HUBZone.

In March of this year Peerless is supporting an effort in a different type of HUBZone. On March 23 Peerless will be supporting Michael Burns trip to the Dominican Republic to serve with a SCORE International medical missions trip to Juan Dolio, DR.

SCORE International is a ministry specializing in short term mission trips such as construction crews, dental/medical missions, and home school groups. By Evangelizing with the community, Encouraging missionaries, and Equipping participants, SCORE International hopes to produce vocational missionaries and create greater partnerships between local churches in the USA and foreign missionaries.

Michael will be joining a dental/medical missions team that will reach out to a number of villages outside their home base of Juan Dolio. The team will provide dental, medical and vision care to individuals who would otherwise have none. "We will be trying to meet their immediate medical needs while showing them God's love in a very practical way," says Michael. While he claims that getting benefit enrollment forms completed is like "pulling teeth," this is not sufficient experience to actually perform medical services. Michael will be providing support and assistance services to the medical staff and the mission team in general.

This will be Michael's second trip to the Dominican Republic in four months. He hopes that his Spanish will come in handy and while he claims to speak perfect Spanish "for a three year old," it could very well be with three year olds that he uses his Spanish most on this trip. Michael is not unfamiliar with missions work as he has served in Mexico and other local outreaches with the Vineyard Christian Fellowship.



We look forward to hearing the many stories of Michael's experience on the mission field of the Dominican Republic.

Michael would like to say, "I'm very grateful to Peerless for the financial and moral support that I have been provided for this trip. I take these trips very seriously – It is such a blessing to know that you have the support of those around you."

- Carly Hall

Contact Michael.Burns@epeerless.com



SBIR Contract Awarded to Peerless!

Peerless has been awarded a new Phase I Small Business Innovation Research contract with the Department of Homeland Security! The purpose of this SBIR effort is to develop a standards based, wizard-driven process for installing chemical or biological sensors in public structures. The wizard will be powered with a knowledge base of sensor information, common commercial building HVAC structures, and environmental information.

The system will be built on generalizations in public structure design/layout to reduce time to deploy. The proposed approach consists of building air flow models for the most common HVAC component configurations for each of the following structure types: skyscrapers, commercial office buildings, arenas, convention centers, and closed-roof stadiums. The team's HVAC Engineer and Subject Matter Experts will document these models and the team will use them to build the prototype system design.



The planned technical approach begins with addressing how sensor networks are currently defined for Biological and Chemical sensors. The

team will then construct models for key areas where expertise is typically needed in bio-chem sensor networks on and around buildings, and conduct simulations against these models to capture environmental information. The team will then build a software based set of wizards to encapsulate the "expert" information for allowing a turn-the-crank system. Finally, the team will develop system metrics and a system test plan to validate its designs.

Contact Isaac.Hogue@epeerless.com

Peerless to Implement Electronic Time Collection in 2007

Peerless currently maintains a cost accounting system using Deltek's GCS Premier accounting software. Deltek is a robust accounting package that is fully compliant with the Defense Contract Audit Agency (DCAA) guidelines. An available module in the Deltek system is Time Collection, a web based application that replaces paper timesheets, allowing employees to enter their time electronically. Deltek Time Collection reduces payroll and billing processing costs, improves managerial decision making, reduces employee administrative time, and helps organizations comply with government regulations.

Peerless has included the costs projected to set up the electronic time collection application (including user licenses, Deltek consulting, and an additional server) in the 2007 budget. The Finance and IT departments will implement and deploy this application across the corporation by fall 2007.

Contact Andrea.Kunk@epeerless.com

Check Out These Dates!

13 February

Chris McCray's and Hamer Campbell's Birthday

15 February

David Bridges' Birthday

19 February

President's Day—Peerless Holiday

9 March

Employee luncheon at Peerless

13 March

2007 NCAA Basketball Opening Round Game

7:00 p.m. start time

University of Dayton Arena

13 March

Isaac Hogue's Birthday

15 March

Lew Clouse's Birthday

17 March

Peerless' Birthday (since 2000)

28 March

Andrea Kunk's Birthday

"Faith is the voice in the back of your head that tells you to listen to the voice in the back of your head." -Dennis Miller

Performance-Based Services Acquisition: A Brief Explanation



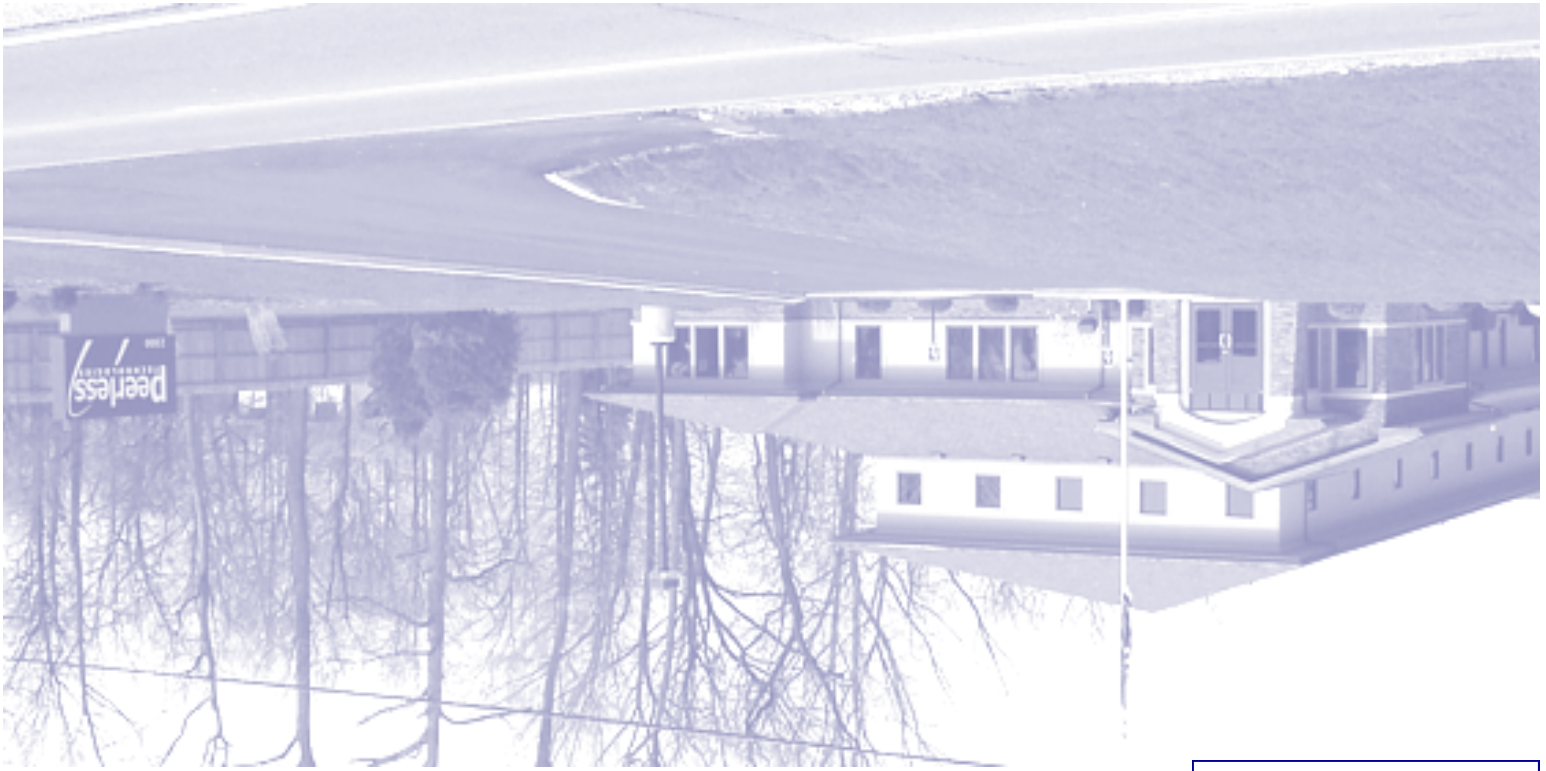
What is a "Performance-Based Services Acquisition"? Performance-Based Services Acquisition (PBSA, formerly called "Performance-Based Contracting") comes about when all aspects of the acquisition are structured around the purpose of the work to be performed, rather than the manner in which it is to be done. The government does this by stating its performance objectives and incentives for achieving them in a Performance Work Statement (PWS) in hopes to elicit the best performance by contractors. For example, if the government were seeking landscaping services, the PWS may state, "The contractor shall ensure that the grass be no taller than 3.5 inches and no shorter than 2 inches during the months of April through October in order to receive the 7% performance incentive...", in lieu of, "The contractor shall mow the grass once a week during the months of April through October." As you can see, the government is much more likely to achieve its objectives by describing the end-state and letting the contractor decide the best way to get there.

Unlike landscaping, in our business it can be more challenging for the government to specify objectives in measurable terms because future needs are often not fully known. As industry partners to our government counterparts it becomes clear that we must support our clients to ensure that the goals and objectives that were originally set and the ones that were not will ultimately be realized.

References:

Office of Federal Procurement Policy, Policy Letter on Service Contracting, 56FR 15110, April 15, 1991

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Thanks to the Contributors !

- Michael C. Bridges
"Change the World"
- Carly J. Hall
"Peerless Employee on Medical
Missions Trip to DR"
- Andrea Kunk
"Peerless to Implement Electronic
Time Collection in 2007"
- Isaac Hogue
"SBIR Contract Awarded to Peerless"
- Shannon Hunter
"Performance-Based Services
Acquisition: A Brief Explanation"

Thank you to those who put forth administrative efforts in the publishing of this newsletter! If you would like to contribute to next quarter's newsletter, please submit a 100-500 words article to carly.hall@peerless.com.

Take
a
Closer
Look
at
This...



Best Places to Work in Dayton

The Dayton Business Journal holds the annual Best Places to Work program. Their mission: To find businesses within the Dayton area that have created an environment where employees love to work.

As we all know, the nominated companies were given the opportunity to take a survey. In order to be considered, the nominee had to get a certain percentage of their employees to complete the survey. It asks questions pertaining to how satisfied you are with the company.

Once they receive the surveys, they take the top 15 scorers and award them with the Dayton Business Journal's Best Places to Work in 2006. This year, the employees of Peerless voted Peerless into that honored group.

Thank you to everyone who completed a survey. Congratulations Peerless on being one of the Best Places to Work in Dayton!