



### **A Modern Tale of Patience, Persistence and Performance**

Ask any successful business person what it takes to succeed and they will tell you patience, persistence and performance are all essential components. Paul Parks from Omnitech knows this fact very well, and as a small business owner, used these qualities to secure a contract with Lockheed Martin.

Parks first met representatives from Lockheed Martin in 2006 at the Virginia Economic Bridge Linked Workforce Showcase. With their refreshing mix of professional marketing material and genuine southwestern Virginia attitude, Omnitech quickly made a good impression. “In today’s competitive marketplace, you have to distinguish yourself from your competitors.” says Parks.

From the manufacturing of complicated one-of-a kind parts and prototypes to high volume production work, Omnitech has proved itself as a leader in engineering, manufacturing, and innovative automation solutions. Omnitech views machining and fabrication as an art, working hard to optimize their customer’s concepts, parts and products. They have developed a niche in handling high-risk projects with high-value materials, such as titanium, Haynes Alloy, Inconel and Invar to name a few.

Parks continued working with Robyn Snyder, Supplier Diversity Program Manager at MS2 Undersea Systems Manassas to help market his company to internal Lockheed Martin management. He worked hard to provide new updates to his company’s capabilities such as ISO 9001, new welding certifications and new equipment that enabled them to do additional types of manufacturing. Parks persevered because he believed Lockheed Martin must have a requirement somewhere that could make use of his services.

Finally, in 2007 Omnitech received a Request for Proposal (RFQ) for work to be performed at the Undersea Systems Syracuse location. The Syracuse site was looking for a company who could manufacture large vertical aperture outboard electronics for a submarine mast. Omnitech even agreed to take on a challenge that no other manufacturing company would touch -- the manufacturing of a large aperture bow array. Robert Kenney, the program manager saw the quality difference right away. “The

manufactured box was totally seamless of welding lines,” he said “It looked like a piece of art.”

Omnitech proved they could perform better, cheaper, and faster. All their requirements were delivered to Lockheed Martin at 100%, no flaws, ahead of delivery schedule and at a lower cost. Parks knew once Lockheed Martin saw Omnitech’s ability, they would be impressed. “We are committed to working closely with Lockheed Martin every step of the way, which enables us to address all challenges with the utmost creativity,” he says. “When you work with Omnitech expect immediate productivity and unconditional adherence to all deadlines.”

So what do patience, persistence and performance have to do with all of this? First, be patient because it takes time to find the right fit within a large organization like Lockheed Martin. Second, be persistent in following-up, utilizing the small business champions within the large primes. And last, once you receive the opportunity, you must perform to stay in the game.

*\*Omnitech is an approved Lockheed Martin manufacturing company and can be utilized across the corporation. For more information, visit their website:*  
[www.omnitechusa.com](http://www.omnitechusa.com)

