



Company Overview



AIW Business Model

AIW, Inc. is a professional procurement and staffing resource to Government Buyers, Government Prime Contractors and Corporate Diversity Supplier programs. AIW offers a unique multi-certified contracting vehicle to augment existing supply chain relationships and provide a fast-access, single-source for unique or infrequent procurement requirements.



Corporate Overview



- Founded 2000
- Headquartered in Orlando, FL
- Krista Gates, CEO (Founder)
- Native American-Owned Business
- Member of the Tonawanda Band of Seneca Tribe
- SBA 8(a) Certified
- Small Disadvantaged Business (SDB)
- Woman-Owned Business



Awards and Recognitions

- ❑ Florida Top 100 Small Business 2005
- ❑ Florida Top 100 Woman Owned Business 2005
- ❑ Florida Top Diversity Owned Business 2005
- ❑ Top 100 Native American Business 2005
- ❑ UIDA Native American Business of the Year 2004





Federal Customers (Partial List)



United States Department of Agriculture

U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES
National Institutes of Health



U.S. General Services Administration





Prime Contractors (partial)



communications





Product List (partial)

- Construction Machinery**
- Construction Materials**
- Transportation Logistics**
- Warehouse and Packaging Equipment**
- Electrical Equipment and Power Generation**
- Scientific Equipment and Instrumentation**
- Machine Parts and Tooling**
- Vehicle and Repair Parts**
- Tools and Test Equipment**
- Precision Fabrication (Sheet Metal Fab & Machining)**
- Computer Hardware and Software**
- Network Systems and Peripherals**
- Network Installation and Maintenance**
- Vehicles, Drivers, Temporary Lighting Equipment**
- Fire, Rescue, and Safety Equipment**
- Miscellaneous Supplies**



Supplier List (Partial)

- A.E. Petsche Co., Inc.
- Accu-Tech
- Airgas Safety
- America First Aid
- American Standard
- Anixter
- Arrow Packaging
- Atlantic Technologies
- B&H Photo
- Briggs & Stratton
- Broadcast Supply Worldwide
- Caterpillar
- CPN Electronics
- CDW
- CSC
- Carolina Safety Sport Int'l
- Century Fasteners Corp.
- Challenger Pallet and Supply, Inc.
- Chief Supply
- Cisco Systems
- Cleanroom Filters and Supply
- Compaq
- ConSpace Communications
- Cooper, Crouse-Hinds
- Cummins S.E., Power, Inc.
- Custom Cable Crafters
- Darr Lift
- Dell Computers
- Ecost
- EDAK
- Electronic Solutions
- Factory Supply
- Fire Suppression System
- Flexcontainer
- Fuel Tech, Inc.
- Gem Sensors
- Germane Systems
- Global Industrial Equipments
- GovConnection, Inc.
- Grainger
- Graybar Electric
- Great Lakes Filters
- H.O. Penn
- Hertz Rental
- Houston Wire & Cable
- Ingram Migram
- J.A. Riggs Tractor Co.
- Jensen Tools
- Kelly Tractors
- Liberty Mountain
- Life Safety
- MacMillan Oil Co.
- McMaster Carr
- Media Products
- Mouser Electronics
- Neff Rentals
- Newark Electronics
- North American Safety Products
- Northern Tools
- Northwest Pallet
- Orlando Hose & Fluidpower
- PC Wholesale
- Port Supply
- PowerFlite
- Prime Power
- Railway Specialties Corp.
- Rainbow Distributors
- Riedon
- Safety Products, Inc.
- Sea Box, Inc.
- Sherwin Williams
- Snap On Tools
- Specialty Cables
- Stanley Vidmar Storage Tech.
- Supply Cache
- Tessco
- The Lilly Company
- Times Microwave
- United Rentals
- U.S. Welding Corporation
- Utility Safeguard
- Wilson Ice
- XtraLease



Indian Incentive Program (Overview)

Indian Incentive Program The Indian Incentive Program provides for the payment of 5 percent of the amount subcontracted to an Indian organization or Indian-Owned economic enterprise, when authorized under the terms of the contract. Department of Defense (DoD) contracts with contractors, regardless of the size of the company, that contain the FAR clause 52.226-1, Utilization of Indian Organizations and Indian Owned Economic Enterprises, are eligible for incentive payments under the FY 99 program. These contracts require contractors to use their best efforts give Indian organizations and Indian-Owned economic enterprise the maximum practicable opportunity to participate in subcontracts awarded to the fullest extent consistent with efficient performance of the contracts). Contracting officers, subject to the terms and conditions of the contract, shall authorize an incentive payment of 5 percent of the amount paid to subcontractors which are Indian organizations or Indian-Owned economic enterprises. The FY 99 Appropriations Act makes \$8 Million of the amount appropriated for accounts in Title III available for incentive payments to Prime Contractors and to Small Businesses.

Eligible Recipients: Prime Contractors and Small Businesses for the Department of Defense (DoD) that use Indian-Owned Businesses or enterprises as subcontractors.

Process Prime Contractors (regardless of size) submit requests for incentive payments to DoD Contracting Officer. Cite the use of FAR Clause 52.226-1 in DoD contract number Copies of pertinent pages of the subcontract Copies of subcontractor's invoices Total payment of subcontract and calculation for 5% rebate Subcontractor's status as an Indian-Owned economic enterprise

DoD Contracting Officers: Review and verify documents received. Forward request and verification summary for incentive payment to DoD

SADBU Office Provide point of contact of supporting financial office with an address, telephone number, and e-mail address of the person who will receive the funding. Provide e-mail address and telephone number of DoD Contracting Officer.