

Lewis & Fowler Newsletter

May 2008



Sales Update

We are on-target for our sales goals in 2008. We have additional projects in Phoenix and in Denver. We added some new clients. Please remember referrals and introductions are an important part of our sales process and activity. Everyone on our team is a Lewis & Fowler **ambassador and sales person**.

Operations Update

JAMIS Implementation

We are implementing JAMIS first for our Aerospace & Defense teams in June, to be followed by our Commercial teams. JAMIS is a financial and labor/expense management solution that has unique job cost and billing orientation making it significantly easier to build, manage and audit projects; it is DCMA compliant.

Taleo Implementation

We are implementing Taleo, an Applicant Tracking System for our consulting opportunities and for our candidates. We have almost 1,000 resumes loaded into the system already, and it enables us to do key word searches and report generation. Once Taleo is integrated into our web site, people will be able to apply to on-line for the various opportunities, and we'll be able to capture their information when they apply. We are excited to have this great tool completely implemented.

Marketing Events Update

We continue to be active with our marketing events. Please check out our web site under Events to see the events. Below are some highlights.

PMI College of Scheduling Conference

Glen Alleman was a **presenter** at the PMI College of Scheduling Conference in Chicago, IL May 5th – May 7th. It was an excellent opportunity to network and for people to get to know Lewis & Fowler.

PMI Colorado Springs Chapter – Guest Speaker

Glen Alleman was a **guest speaker** at the PMI Chapter in Colorado Springs, CO on May 8th. His topic was **Five Easy Pieces of Risk Management**. Glen used the 1970's movie, "Five Easy Pieces" as a backdrop to the presentation. The Five Pieces are: 1) Hope is not a strategy; 2) All point estimates are wrong; 3) without integrating Cost, Schedule, and Technical Performance you're driving in the rearview mirror; 4) Without a model for risk management, you're driving in the dark with the headlights turned off; and 5) Risk Communication is everything. Glen's presentation was well received, and he enjoyed meeting the members of the PMI Colorado Springs chapter. To see a copy of this presentation, it is located on our web site under Thought Leadership, Presentations.

NDIA 5th Annual National Small Business Conference

The National Small Business Conference's objective is to provide a forum to education, guide, and assist businesses, especially small businesses, in working with the federal government, primarily the Department of Defense. The theme for the conference was "Success: Survival & Beyond". Kevin Lewis and Glen Alleman attended the event May 19 – 21, 2008. They identified potential teaming partners, small business contract requirements, and niche areas where Lewis & Fowler can leverage our offerings.

Community

Quarterly Charity Contributions

As we continue to give back to the community, for Quarter 2, Lewis & Fowler is going to contribute **Girl's Inc.** Girl's Inc. is a national nonprofit youth organization dedicated to inspiring girls to be strong, smart, and bold. The roots of Girl's Inc. date back to 1864. The Girls Inc. movement started in New England during the Industrial Revolution as a response to the needs of a new working class; young women who had migrated from rural communities in search of newly available jobs in textile mills and factories. Today, innovative programs help girls and prepare them to lead successful, independent, and fulfilling lives. Amy Fowler is hosting a Girl's Inc. event at her home on June 19th. Please provide your input on the charities you support, so we can add them to our list for future Lewis & Fowler contributions. You may remember, in Quarter 1, we contributed to **Retinoblastoma of Arizona**.

NDIA Update

In addition to Dave Fleck's business development activities, he continues to work hard on the NDIA, AFA and USO 3rd annual **golf event on June 16th** at the Inverness Golf. The event starts at 7am and goes through 2pm.

Please remember to keep your referrals coming in!

8310 South Valley Highway Suite 300 Englewood, CO 80112 303-524-1142 www.lewisandfowler.com

Upcoming Events

- Phoenix Team Event – TBD – Diamondbacks Game
- Denver Team Event – June 12 – Rockies Game
- NDIA Golf Event – June 16
- Girls Inc Event – Hosted by Amy Fowler – June 19
- Phoenix Happy Hour – July 17

Welcome Aboard New Team Members

Steve Howard is working as a Project Manager in Denver, CO.

