



## *From 0 to 125 in 12*

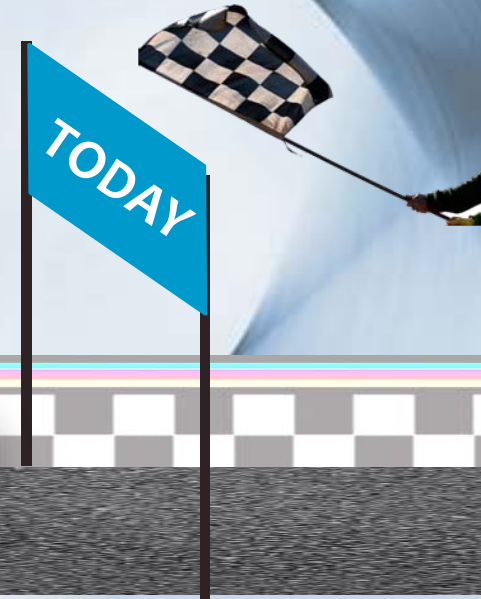
A.R. (Rey) Almodóvar, P.E.  
Chairman and CEO  
**November 17, 2011**

**INTUITIVE**  
COMMITTED TO  
*excellence*  
EST. 1999



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# The *INTUITIVE* Story



1999  
Emp: 1  
Rev: \$38K

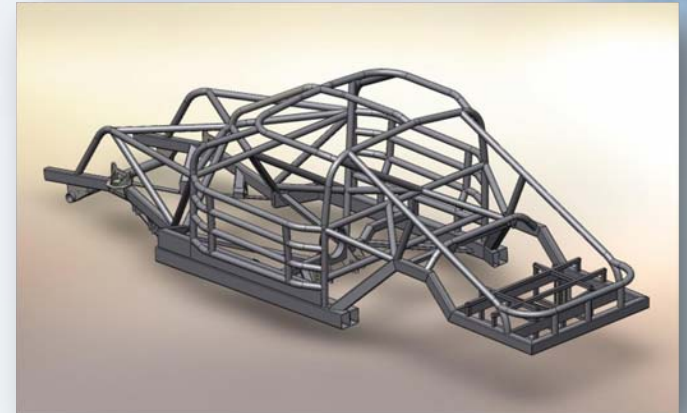
2011  
Emp: 220  
Rev: \$125M (Est.)

*The Making of a Well Tuned Racing Machine*

- Co-founded by Rey Almodóvar and Harold R. Brewer in 1999
- Started operations as a one-man company
- Derived benefits from the SBA
- A better way to provide technical solutions to the Department of Defense
- An alternative to the traditional technical support contractor by providing services that are technically sound, competitively priced and provide the best value to our customers



- Be committed to the Warfighter
- Integrity
- Carefully select team members and partners
- Choose your customers wisely
- Hire qualified professionals
- Strong leadership
- Be responsible, legal and ethical
- Support the community



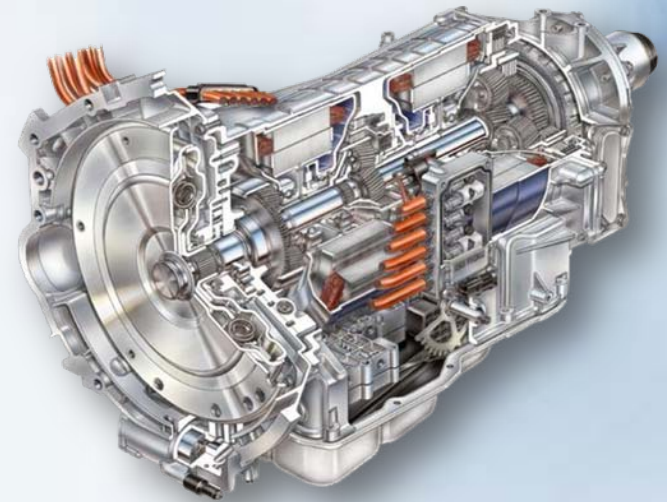
- Strong and complementary leadership – hands on
- Highly qualified and satisfied employees
- Strong team members
- Sound management Non-Bureaucratic/Not Top Heavy
- Engaged management
- Everyone must have a full understanding of the Company's and the customer's goals and objectives



- Significant investment in human capital
- Hire the best employees
- Employees are your greatest asset
- Screen rigorously
- Provide challenging assignments
- Educate and train
- Recognize and reward
- Share the good fortune



- Open Door Policy
- Cross communication between departments
- Annual “State of the Company” meeting
- Internal Employee Announcement Portal
- Constantly communicate with the customer
- Executives and management fully engaged with employees and customers



- Comprehensive marketing and corporate relations strategy
- Cohesive branding/image strategy
- Information control
- Corporate personality
- Corporate responsibility
- Engaged with the customers
- Engaged in the community



- Continuous gathering and feed back of internal and external information
- Quality Management System (QMS) in accordance with the requirements of ISO 9001:2008.
- Strong management involvement and commitment in implementing the QMS and the CMMI compliance program.



- Well defined vision, goals and objectives
- Infrastructure that aligns with your vision, goals and objectives
- Avoid being too “Top Heavy” – Wear many hats
- Develop the infrastructure ahead of the Company’s growth
- Secure the advice of experts
- Gain Accreditations (ISO, CMMI, etc)
- Be Process Dependent - Develop and document sound processes





**A.R. "Rey" Almodóvar, P.E.**  
Co- Founder, Chairman and  
Chief Executive Officer



**Harold R. "Hal" Brewer**  
Co-Founder and  
President



**COL (R) Tommie Newberry**  
Executive Vice President



**Dr. Albert Killen**  
Senior Vice President



- Successful civilian and military careers
- Over 25 years of average experience in the Aerospace and Defense Industry
- Strong educational background in engineering and management
- Experience managing large and complex weapons systems
- Proven track record in engineering, acquisition and technical management



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# INTUITIVE Journey (1999 – 2003)

INTUITIVE is founded and begins operations June 1999 in Grand Prairie, TX providing technical support to the PAC-3 Project Office

Facilities relocated to Progress Center Industrial Park. INTUITIVE begins providing quality and production engineering support services to Redstone

Certified by the SBA as an 8(a) Company

Received first Small Business Innovative Research (SBIR) project to the Missile Defense Agency.



1999

Emp: 1  
Rev: \$34K

2000

Emp: 3  
Rev: \$440K

2001

Emp: 7  
Rev: \$921K

2002

Emp: 24  
Rev: \$2.57M

2003

Emp: 38  
Rev: \$7.8M

Certified as a Small and Disadvantaged Business. Huntsville Operations established at Executive Plaza. Co-Founder Harold R. Brewer joins the company as Vice President and Director of Huntsville Operations

Received First 8(a) Contract

Received a GSA Professional Engineering Services contract

Ranked #75 on the Inc. 500 List and the 2<sup>nd</sup> Fastest Growing Hispanic Owned Business in the USA

INTUITIVE received AMCOM EXPRESS Programmatic BPA

Ranked #21 in Hispanic Magazine Fastest Growing Hispanic Companies

- Winner – Family Friendly Business Award
- Ranked #37 on AARP 50 Best Employers for Workers Over 50

- Winner Better Business Bureau Torch Award
- Tommie Newberry joins INTUITIVE as Executive Vice President



**2004**

Emp: 69  
Rev: \$8M

Received Letterkenny BPA contract

**2005**

Emp: 73  
Rev: \$9.3M

Ranked #157 on the Inc. 500

**2006**

Emp: 87  
Rev: \$14.25M

**2007**

Emp: 110  
Rev: \$16.4M

- Relocated to Colonial Center, a 25,000 Square Feet Facility
- Received ISO Certification

- Winner – Best Places to Work Award (2008)
- CEO named to the Top 100 Latino Entrepreneurs List

Received  
AMCOM  
EXPRESS  
Technical BPA

Expanded Colonial  
Center facilities to  
32,874 Square Feet

Winner Best Places to  
Work Award (2009)

- Named National SBA Prime Contractor of the Year
- 10 Year Anniversary

Ranked #6 2010 Best  
Small & Medium  
Workplaces Presented by  
Entrepreneur®

Winner Best Places  
to Work Award



**2008**

Emp: 141  
Rev: \$43.4M

Received LTPO &  
AMRDEC Task  
Orders

**2009**

Emp: 167  
Rev: \$79.7M

Ranked #20 - Hispanic  
Business List of 100  
Fastest Growing Hispanic-  
Owned U.S. Businesses

Dr. Albert Killen joins  
INTUITIVE as Senior  
Vice President

**2010**

Emp: 175  
Rev: \$ 92M



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# INTUITIVE Journey Today 2011

- One of the most recognized and admired Companies in Huntsville, AL
- Over 220 Employees and \$125M Revenue in 12 years
- Winner **Best Places to Work Award** (2008 - 2011) and **Best Small & Medium Workplaces Presented by Entrepreneur®** (2010 & 2011)
- Continuously Ranked on **Inc 500/5000** List of Privately-owned businesses
- **Hispanic Business** Top 500 List and List of 100 Fastest Growing Hispanic-Owned U.S. Businesses
- 20 Prime Contracts, 10+ subcontracts, 400+ subcontractors/vendors
- Presence in 12 Locations





For More Information Please Contact

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**INTUITIVE**  
1<sup>ST</sup> DECADE  
*of excellence*

EST. 1999