



Another successful liftoff!

Congressman Richard Baker presented certificates of Congressional Recognition to EMCO Technologies based in Baton Rouge and LA PTAC based at University of Louisiana at Lafayette. The Congressional Recognition for EMCO was presented to Janice Pellar for her drive, determination, and persistence as a small, woman-owned business in success-



Congressman Richard Baker, Janice Pellar, President, EMCO Technologies, Cindy Carrier, LA PTAC Government Contracting Consultant, and Sherrie Mullins, LA PTAC Program Manager.

fully securing the Lockheed Martin IT contract for desktop services to NASA Space Flight Centers, and in appreciation for her contribution to the economic development of our community. The Congressional Recognition for LA PTAC was presented to Cindy Carrier and Sherrie Mullins in recognition of ULL support and administration of the Louisiana Procurement Technical Assistance Center in their mission to assist Louisiana based businesses with obtaining and performing under government contracts, creating and retaining jobs, fostering competition and lower costs for the government, and helping to sustain our armed forces' readiness.

About 13 months ago, Louisiana-based EMCO Technologies launched a three-year mission with Lockheed Martin Information Technology as a subcontractor for IT support services at U.S. NASA facilities.

EMCO had attended a Stennis Space Center Trade Fair in Baton Rouge that was coordinated by Cindy Carrier with University of Louisiana at Lafayette's Louisiana Procurement Technical Assistance Center (LA PTAC). Shortly thereafter Carrier arranged an introductory meeting with Charles Gorney, Director of Materiel, for Lockheed Martin Space Systems at Stennis. Subsequently, Gorney directed EMCO to Myles Bernard, Program Manager for Lockheed Martin Information Technology Outsourced Desktop Initiative (ODIN) for NASA. Following a two-

year marketing effort, EMCO was invited to propose subcontract positions to Lockheed Martin and was selected to provide these positions nationwide. EMCO was able to transition the majority of the initial sites in only two weeks. Under the agreement EMCO Technologies is providing IT support technicians, engineers, and call center personnel to com-



plement the Lockheed Martin NASA ODIN contract.

EMCO Technologies Vice President Todd Bourgeois credits EMCO's George Enete with much of the work in attaining the contract, a process which had begun nearly three years earlier. EMCO Technologies President Janice H. Pellar stated, "This changes our company completely, not just doubling our staff, but this makes us a national player."

The three-year contract immediately added some 220 technical personnel to EMCO Technologies employee base, with potential for growth and extension. These personnel are deployed in 10 NASA sites, namely NASA Headquarters, Goddard Research Center, Langley Space Center, Kennedy Space Center, Marshall Space Flight Center, Stennis Space Center, Johnson Space Center, Wallops Island, White Sands, and Dryden Research Center.

From its beginning some 43 years ago as a Motorola Service Shop, EMCO Technologies had become recognized in recent years as the largest IT services provider in the Greater Baton Rouge area, and in October of 2004 changed its operating name from EMCO to EMCO Technologies, concentrating on technologies in the broad and often overlapping fields of Communications, Information Technology, and Safety & Security. The company also has a federal GSA Schedule for IT support services.