

Requirement	Response	ACQUISITION LEVERAGE SUPPLIERS
<b>SECTION A General Information</b>		<b>YES</b>
1.0 Company name		
2.0 Company address (corporate)		
3.0 Company telephone		
4.0 Company fax		
5.0 Web site		
6.0 Year company founded		
7.0 Company CEO and years with company		
8.0 Senior management team (names, titles, years with company, please provide an organization chart)		
9.0 Product / services offered.		
10.0 What are the long-range plans for this business (Next 3-5 years)?		
11.0 What are the plant or production investment plans for the near future?		
12.0 What cost reduction plans are you currently working to achieve?		
13.0 What type of value-added services do you offer (i.e. inventory programs design capabilities, engineering resources, marketing dollars)?		
14.0 What are your companies major strengths?		
15.0 Who are your major competitors?		
16.0 Are you a certified women owned, minority or small business?		
17.0 Are you African-American, Hispanic, Asian-American or Native-American?		
<b>SECTION B Contact Information</b>		<b>YES</b>
1.0 Proposal contact name		
2.0 Title		
3.0 Contact address		
4.0 Contact telephone		
5.0 Contact e-mail address		
6.0 Contact mobile phone		
<b>SECTION C Financials</b>		<b>YES</b>
1.0 Public or private (if private, skip to 3, if public go to 2)		
2.0 Stock exchange and ticker symbol		
3.0 Describe ownership structure (attach additional information if required)		
4.0 Month in which fiscal year ends		
5.0 YTD Results		
5.1 Revenue		
5.2 Profit		
6.0 YTD Results to Correctional Institutions		
6.1 Revenue to Correctional Institutions		
6.2 Profit to Correctional Institutions		
7.0 Current Balance Sheet Information		
7.1 Cash and cash equivalents		
7.2 Other current assets		
7.3 Current liabilities		
7.4 Quick ratio (current assets - current liabilities)		
7.5 Total amount of debt		
8.0 Litigation		
8.1 Any litigation pending?		
8.2 Number of lawsuits in history of company?		
9.0 Are you currently in any discussions about being acquired?		

<b>SECTION D Employee Information</b>	<b>YES</b>
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- 1.0 Total number
- 2.0 Number by function
  - 2.1 Sales
  - 2.2 Marketing/alliances
  - 2.3 Professional services
  - 2.4 Technical support
  - 2.5 Research and development
- 2.5a What kind of engineering & research & development resources does you company have?
  - 2.6 G&A
  - 2.7 Other
- 3.0 Work Hours
  - 3.1 What are the ordinary weekly hours of work?
  - 3.2 What are the ordinary hours per day/?  
What are the ordinary number of working days per
  - 3.3 week?
  - 3.4 Is overtime compulsory or voluntary?  
What are the maximum weekly hours of overtime
  - 3.5 worked?

<b>SECTION E Quality Systems</b>	<b>YES</b>
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- 1.0 Do you have a documented quality system in place?  
(Please provide a copy of the table of contents.)  
What format does it follow (i.e. ISO, ISO Compliant, etc.)
- 1.1
- 2.0 Have your plants been inspected by any government or regulatory bodies?  
What was the results of the last audit with any such organization?
- 2.1 Describe the process by which manufacturing equipment and software are validated and documented.
- 3.0 What is your system for traceability of product back to raw materials?
- 4.0
- 5.0 Do you utilize a FIFO system?
- 6.0 Describe your continuous improvement process.  
What testing data can you share with us for performance?
- 7.0

**SECTION F Supply Chain Process****YES**

- Do you have a formal Product Design and or  
1.0 Development Process in place?
- 2.0 Who should we contact for technical support?
- 3.0 Do you have a supplier approval process in place?
- 3.1 Please describe.  
How do your suppliers notify you of any process or  
3.2 material changes?  
How do you notify your customers of any process or  
3.3 material changes?
- 4.0 What is the standard lead time?
- 4.1 Are there volume constraints against it?
- 5.0 Will you provide samples if requested?
- 6.0 How are schedule and product changes handled?
- 7.0 Do you sign contracts with your supply base?
- 7.1 For what time length?
- 7.2 What are the requirements for cost modifications?
- 8.0 Do you have global suppliers?
- 8.1 Describe ordering limitations.
- 8.2 Available product mix per supplier  
What is the number of containers, frequency of  
8.3 import, and the countries of origin?
- What consolidation points are utilized for containers  
8.4 prior to the export from country of origin?
- 8.5 Are orders placed direct to plants or through traders?
- 8.6 Do you have a staff on the ground in foreign country?
- 8.7 How do you validate quality prior to shipment?
- 9.0 Transportation mode of goods
- 9.1 How are your key raw materials transported?  
What is your mode of transportation for your finished  
9.2 goods?
- Do you operate your own fleet of trucks? Leased or  
9.3 owned?