



Case Study: The AT&T/ARServices, Limited (ARS) Partnership

ARS' business relationship and partnership with AT&T dates back to 1986, when ARS was a subcontractor to AT&T Federal Systems. We provided technical support services related to the Defense Information System Agency's (DISA) Video Network Management Center in Columbus, Ohio which is currently providing program management support services in support of AT&T Government Solutions-Hawaii/DISA Joint Information Transfer System (JHITS) contract. Because of the sustained effective and quality support that ARS provided to AT&T directly and as a subcontractor, AT&T took on ARS as a protégé under the DOD Mentor-Protégé (M-P) Program, beginning in October 1992 and culminating with ARS' graduation from the program seven years later. The M-P Program proved to be beneficial for both organizations in that ARS was able to adopt proven business practices, obtain its ISO 9000/1994 Registration, and receive non-competitive business opportunities from AT&T; and, AT&T created and nurtured a go-to small business partner. The value of this partnership continues to provide proof of its benefit and success. Following is a chronological list of contract/subcontract engagements that ARS has partnered with AT&T on since 1986, culminating with its current long-term Hawaii Information Transfer System/Joint Hawaii Information Transfer System (HITS/JHITS) efforts.