



Business Capabilities

NAPCO INTERNATIONAL LLC is a global procurement and materials management company that specializes in the support of U.S.-made military spare parts and equipment.

I. Market Overview: Challenges and Opportunities

- **Market Challenges.** Evolving threats around the world and aging equipment fleets are placing pressures on military funding. Military suppliers and OEMs must respond to these pressures while managing their own risk.
- **Market Opportunities.** NAPCO International can help manage this risk and give our customers a competitive edge in the marketplace through improved pricing, delivery and performance. Our expanded capabilities can be added as a multiplier to our customer's capabilities to facilitate their growth into new markets and products as we manage support for their legacy products.

II. NAPCO Positioning: One Partner - One Source Solution.

- **A one-stop resource.** From finding or making a part to assembling an entire system to securing export licensing and letters of credit, NAPCO manages the entire materials management process.
- **A reputable partner.** Having served domestic and international military markets for over 60 years, NAPCO has built its reputation on solid business values. Every item we sell is guaranteed.
- **A U.S. and worldwide contact.** NAPCO can serve as a licensed distributor, wholesaler/retailer, partner, joint venture or an extension of our clients' team — whatever is needed.

III. Company Overview

- **History.** Founded in 1918, NAPCO International is one of the oldest, most trusted and reliable procurement and materials management companies in the world.
- **Resources and Locations.** Headquartered in Hopkins, Minnesota NAPCO is a privately owned, well financed **Small Business** with over 50 agents/representatives stationed on five continents.
- **Client Relationships.** Our primary clients include the U.S. Government, Original Equipment Manufacturers (OEMs) and International Armed Forces.
- **Supplier Relationships.** NAPCO has built long-standing and trusting relationships with numerous suppliers and sub-contractors, all of whom share our business values.
- **Organizational Structure.** Our operations include three Strategic Business Units and four corporate business divisions.

IV. Management Methods

- **Quality Assurance.** NAPCO was certified to ISO 9001:2000 requirements by BSI, Inc. in 2004.
- **Project Management.** Strict cost and schedule controls are used to manage all projects.
- **Supply Chain Management.** NAPCO utilizes a dynamic and collaborative vendor network.
- **Customer Relationship Management.** We service our clients before, during and after the sale.

NAPCO *Serving the World Since 1918*

Your One Partner – One Source Solution



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V. The NAPCO Difference: Core Competencies

- **Global Sourcing Services.** We are “the source.” Through extensive contacts, NAPCO can source the exact location of millions of military parts so orders can be filled without delay.
- **Manufacturing Services.** NAPCO is capable of manufacturing virtually any part to our client’s requirements, including modernization, upgrades, retrofits and modifications.
- **Electronics Design and Engineering.** NAPCO offers specific expertise in electronics. Our capabilities include reverse engineering, Modernization Through Spares, systems engineering and production.
- **Integration and Assembly Services.** In addition to sourcing and manufacturing, NAPCO also provides assembly, kitting and integration for larger, multi-part programs.
- **International Business Services.** We provide a single source location for containerization and distribution, both domestically and internationally. We are fully adept at international business services, including certifying of funds (via Letters of Credit) and import/export licensing.
- **Management of Small Businesses.** We have the DoD experience and financial stability to manage other small businesses to take the strain off of OEMs in achieving their small business set aside goals.

VI. NAPCO: Strategic Business Units

- **Vehicle Division.** For export to international customers and domestic OEMs, this division specializes in replacement parts, components, kits, systems and assemblies for any U.S.-made military vehicle.
- **U.S. Government Division.** This division services the U.S. Government, specializing in the supply of major assemblies and kits. We have successfully won and managed many multi-year contracts.
- **Defense Electronic Division.** For export and OEMs, the primary focus for this division is the design, production and sourcing of electronic parts and integrated systems, specializing in communications.

VII. NAPCO: Support Services

- **Extended Warranties.** NAPCO warranties meet or exceed those of the OEM.
- **Technical Consultation.** Our technical team is available to answer any questions.
- **Kitting, Packaging, Delivery and Shipping Services.** We use the best commercial shipping practices or U.S. Military requirements.
- **Field or Factory Assistance.** Our field engineers can provide on-site expert assistance and training.



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