Yulista Services, LLC
An Alaska Native, 8(a) Certified, Engineering Company

2021



# **Information In This Presentation**

- Overview of YSL (Yulista Services, LLC)
- YSL Core Capabilities
- YSL Development Tenants
- YSL Solutions
  - Product Development
  - Product Support
  - Systems Integration
  - Engineering Services
  - Manufacturing
- YSL Quality
- Why Choose YSL
- YSL Points of Contact



# Overview of YSL

## • We Are:

- A diverse group of talented and committed individuals who make up an exceptional TEAM
- An engineering company focused on solving our customers toughest problems
- A certified 8(a) Small Disadvantaged Alaska Native Corporation (ANC)

## Our Mission:

 Provide our customers with innovative engineering solutions and an unequalled customer service experience and value.

# Our Vision:

To bring digital engineering (solutions) to the world.

# Our Core Values:

Customer; People; TEAM Work; Integrity; Excellence

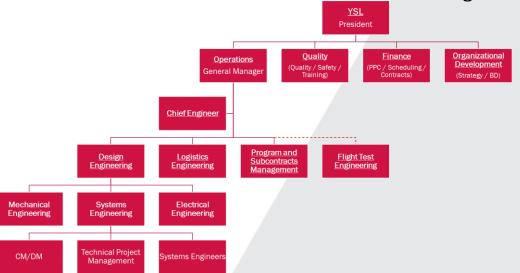
# Our Operating Philosophy: TEAM

- $\mathsf{T}$  We  $\underline{T}$  rust our people to do the right thing, every time, by, and for, our customers and our shareholders.
- E We *Empower* our people to solve the most challenging problems in the most effective and efficient ways.
- A We are Accountable to one another for our teams' and our customers' successes and failures.
- M We are Mission Focused and we won't stop until the mission is complete and our customer is 100% satisfied.

# Overview of YSL

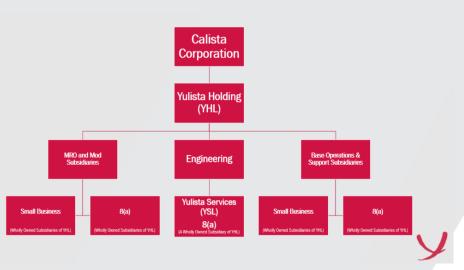


- Calista Corporation
  - Parent Company Alaska Native Corp
    - 4 Holding Companies including Yulist Holding
    - >30 Subsidiary Companies
  - >32,000 Alaska Native shareholders from the Calista Region of Alaska
- Yulista Holdings (YHL)
  - Three primary business lines
    - MRO and Mods
    - BOS
    - Engineering



# Yulista Services

- 8(a) Engineering Services Company
- Inter-organizational reach back to:
  - >2000 personnel throughout YHL
  - ~1M sq. ft. of facilities
- Located in:
  - Huntsville, AL (HQ)
  - Warner Robins, GA





# **YSL Core Capabilities**

- Multidisciplinary Engineering
  - Systems / Mechanical / Electrical / Software
  - Design / Analysis / Simulation / Optimization / Verification / Validation
  - Model Based: Design / Definition / Validation
  - Computer Aided: Engineering (CAE) / Design (CAD) / Manufacturing (CAM)
- Logistics Engineering
  - Integrated Product Support (all elements)
  - Analysis
- Obsolescence Engineering
  - P3I Designs (proactive)
  - Reverse Engineering / Re-Engineering (reactive)
  - DMSMS
- Military Qualification and Civil Certification
- Full Spectrum Project/Program/Subcontractor Management

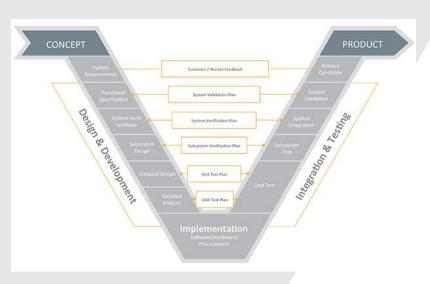


# **YSL Execution Tenants**

- Customer focused
  - Responsive
  - Flexible
  - Dependable

- Future focused
  - Manufacturability
  - Maintainability
  - Sustainability

- Design focused
  - Model based (when and where it saves cost and schedule and brings value to the customer)
    - Single source of truth for the entire project and team
  - Agile (when it's desired and acceptable to the customer)
    - Customer integrated and driven / iterative / rapid
  - Systems centric (always)
    - Disciplined systems engineering approach





# **YSL Solutions**

- Product Development Solutions
  - Clean Sheet Designs
  - Reverse and Re Engineered Designs
- Product Support Solutions
  - Logistics Engineering Integrated with Systems Engineering
  - Tech Data Development / Digitization / Modernization
- Systems Integration Solutions
  - Design / Install / Qual
- Services
- Manufacturing



# **Product Development Solutions**

- Clean Sheet Designs
  - Designed from your concept(s) / requirement(s) / specification(s)
  - EX: Iraqi Armed 407



- Form, fit, function reproduction of your obsolete piece / part / subsystem / system
- Utilize 3D scanning and/or your TDP
- EX: Navy Bourdon Tube
- Re-Engineered Designs
  - Improved/increased function
  - Reduced weight/cost/footprint
  - EX: WC-130J Aerial Reconnaissance Weather Officer Computer Upgrade





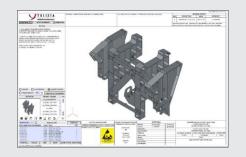




MIL-STD-31000B compliant TDPs provided (with Unlimited Data Rights) on all designs

# **Product Support Solutions**

- Logistics Engineering
  - Logistics Support Analysis Record (LSAR) development and reporting
  - Repair level and maintenance costing analysis
  - Diminishing Manufacturing Sources and Material Shortages (DMSMS) analysis
  - Supportability/serviceability analysis
  - Provisioning analysis / provisioning master records
  - Producibility analysis
  - Packaging, Handling, Storage & Transportation (PHS&T)
- Tech Data Development / Digitization / Modernization
  - Digital/Electronic Tech Data Packages / Tech Publications / Interactive PDF (iPDF)
  - Created From:
    - Clean Sheet Designs
    - Customer source materials (regardless of completeness)
  - Any/all "levels"
  - Formal / Informal Training Development









# **Systems Integration Solutions**

- Design
  - Simple/single subsystem integration
    - EX: MAGNA GPS Antenna
  - Complex system of systems integration
    - EX: UH-60V Complete Digital Avionics System
  - New products / new features / customization/optimization
    - EX: AH-64D Special Tools and Test Equipment
- Install
  - Our location or your location
  - Our team or your team
    - EX: UH-60V (our location, now their location) / (our team, now their team)
- Qualification/Certification
  - Certification planning
  - Execution and substantiation documentation
  - System Safety
  - Support to airworthiness authorities











# **Services**

# Analysis

- Finite Element Analysis (FEA)
- Computational Fluid Dynamics (CFD)
- System Safety Analysis
- Stress and Structural Analysis
- Modal Analysis
- Random Vibration Analysis
- Structural Fatigue Life Analysis
- Shock Analysis / Response Spectrum Analysis
- Weight and Balance Analysis
- Aerodynamic and Drag Analysis
- Electrical Loads Analysis (ELA)
- Failure Mode, Effects & Criticality Analysis (FMECA)
- Corrosion Prevention and Control

# Systems Engineering

- Requirements Definition
- Functional Allocation
- Design Definition
- Verification Procedures
- Traceability
- Configuration Management
- Life Cycle Costing

# General Support

- Supplemental/Surge Engineering
- Engineering Reviews
- Engineering Oversight/Management

# Training

- Operator and Maintainer Training
- New Equipment Training Development
- Training Support c



# Manufacturing

- Rapid Prototyping
  - Virtual models (from MBD)
  - Physical models
    - Functional (form/fit/function)
    - Non-functional (form/fit) 3D Printed
  - EX: Federated Advanced Navigation System (FANS)
- Low Rate to Full Rate Production
  - Low volume, initial production runs
  - High volume production runs
  - EX: UH-60V (\$1.8M B Kits)
- Machines / Capabilities
  - Full Machine Shop (4 axis CNC; waterjet; etc...)
  - Full Electric Shop (Harness builds; CCA repairs; etc...)









# YSL Quality - It's Our Culture

- Approved Quality Management System
  - AS9100D Certified
  - AS9110B Certified
  - ISO 9001:2015 Certified
  - DCMA 8210.1 Approved Procedures
  - Workmanship MIL-HDBK-454
  - Wire Harness IPC-WHMA-620
  - Soldering J-STD-001
  - Paint MIL-DTL-53039
  - FAA Part 145 Cert









AS9110 Cert

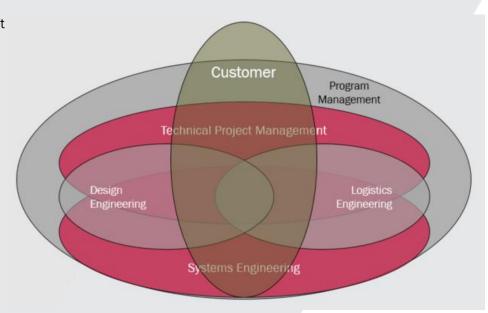
AS9100 Cert

FAA Part 145 Cert

# Why Choose YSL

- Small Business With OEM Capability = One Stop Shop (Concept to Realization)
  - Flexibility and agility of a small business
  - Reach back to all Yulista subsidiaries provides near OEM capability
    - Facilities
      - Hangers: > 217K sq Ft
      - Manufacturing / Integration / Warehousing: > 751K sq Ft
    - Extensive Experience
      - 18+ years on Prototype Integration Facility
      - Prototypes to Full Rate Production
  - Centralized treasury (established line of credit)
- ANC 8(a)
  - Direct Award <= \$100M No J&A / No Protest</li>
- QMS
  - AS9100 & 9110 / DCMA 8210.1

**Innovative Engineering Solutions** 



**Unequalled Customer Service** 

Responsive, Flexible, Cost Effective



# Points of Contact

# Scott Jacobsen

President scott.jacobsen@yulista.com 256.783.6098

# **Scott Manire**

General Manager – Operations scott.manire@yulista.com 817.307.9302

# **Chris Hendrix**

Business Development Manager christopher.hendrix@yulista.com 850.737.0923



# How Can We Help You?



# 8(a) Direct Award Process

# Leverage the Power & Flexibility of 8(a) Contracting

- Sole Sourced Contracts with No J&A (\$100M DOD; \$22M non-DOD)
- Awards Cannot Be Protested
- Streamlined Process: Weeks to Months, Not Years
- Expedited Pricing and Contract Negotiations
- More Control of Scope and Budge
- Eliminates Risk through Alpha Type Negotiations

Ranvir "Ana" Singh Business Opportunity Specialist (206) 553-7080

ranvir.singh@sba.gov

2401 Fourth Ave, Suite 450 Seattle, WA 98121



# THE PROCESS

Customer discusses project with Yulista to determine capabilities and ability to meet requirements.



Contracting Officer prepares 8(a) offer letter (Intent to Award) with description of contract and forwards to the SBA Business Opportunity Specialist.

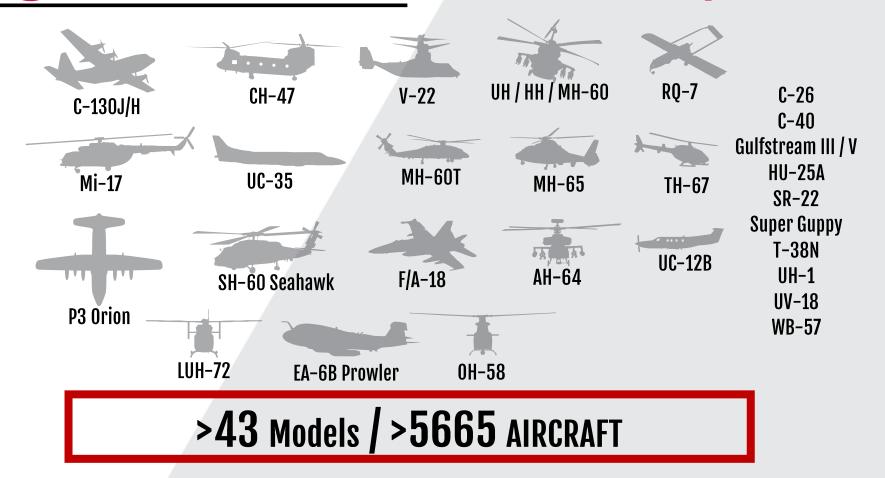
SBA reviews and determines the Yulista subsidiary can perform the work. Accepts the requirement and authorizes agency to conduct negotiations. (Approximately a three-day process).

Contrating Office informs Yulista subsidiary that they may now enter into negotiations. The subsidiary can assist the government with SOW development and pricing strategy.

Once mutually acceptable terms are negotiated, contract is awarded.



# Integration and Modification Experience















# Past Projects - Domestic FW Aviation



### A<sub>10</sub> HUD

- Re-engineered a form, fit, and function upgrade for the A-10 HUD utilizing sustainable, up-to-date components and state-of-the-art technology.
- Successfully enhanced existing design and developed a fully procurable Technical Data Package, and produced four Low-Rate Initial Production (LRIP) HUDs.



### C130 MODIFICATIONS AND UPGRADES

- Provided engineering and manufacturing services on the C-130 Heavy Equipment Airdrop (HEA) Mission Equipment Integration.
- Modified aircraft by installing the Low Power Color Radar, FLIR, and ETCAS systems along with the one-of-a-kind Airborne Seeker Evaluation and Test System (ASETS).



### **CV-22**

- Conducted Mission Equipment Upgrades
- Conducted Phase Maintenance (first non-OEM / non Marine Corps conducted PMIs)



### **UV-18A MODIFICATIONS AND UPGRADES**

• Modified the UV-18A, by upgrading the cockpits with ASPEN 1000. The ASPEN 1000 Pro system upgrades the cockpit to "Glass Status". Two UV-18 aircraft were completed in a period of 90 days.



### C-26 NAVY GATM

• Integrated new, customer furnished Digital Cockpit



# Past Projects - Domestic RW Aviation



### **UH-60V (L DIGITAL) DEVELOPMENT PROGRAM**

- Upgraded the existing UH-60L analog avionics system to a digital, open architecture system with a similar Pilot-Vehicle Interface (PVI) to the UH-60M.
- Completed the source selection on all components; managed all subcontractors; and completed all engineering tasks required for integration and qualification.
- System selected for the US Army Program of the year in 2019.



### **UH-60L MODS CUSTOMS & BORDER PROTECTION**

• Modified UH-60L aircraft with unique mission equipment for the United States Customs and Border Protection (CBP).



### AIRCRAFT DIAGNOSTICS & VIBRATION MANAGEMENT SYSTEM (ADVMS)

• Developed, installed, tested, and conducted limited production of 47 ADVMS kits for the USGC fleet of MH60T aircraft. The system will measure and process parameter information in flight.



### **UH-60S MARINE CORPS EXECUTIVE DETACHMENT CREW TRAINER**

Designed and integrated the Presidential Helicopter's NSH-60N "Cockpit" into a new MH-60S helicopter. Redesignated the UH-60N cockpit interfaces to mimic the NSH-60N.



# Past Projects - Domestic RW Aviation



### **CH-47 MODIFICATIONS AND UPGRADES**

- Integrated armament, ASE, avionics, communications, navigation, sensors, and weapon system upgrades
- Completed airframe upgrades simulation, test sets
- Developed and integrated various CH-47 Modification Work Orders (MWO) to include Tech Pubs development; special tools and test equipment development; and simulator upgrades



### **LIGHT UTILITY HELICOPTER (LUH-72A)**

- Designed and performed engine and door modifications
- Integrated Wide Area Augmentation System (WAAS) and Air Navigation System (received STC)
- Modified the TU360 Ariel Engine
- Conduct scheduled and unscheduled maintenance



### APACHE LOGISTICS SUPPORT

- Manufactured & integrated multiple Apache Mission Essential Package (MEP) Modification Kits.
- Installed Aircraft Survivability Product Improvement (ASPI) Kits.



### OH-58 A, C, D, F MODIFICATIONS AND UPGRADES

- Designed and integrated an avionics upgrade on the OH-58. Mods included:
  - Upgraded Control Display Units (CDU) and Multi-Functional Displays (MFD) and added a third MFD
  - Added second multiband/SATCOM radio and a new lighter weight common transponder,
  - Upgraded the weapons system
  - Relocated the EOIR system from the mast to the nose.



# Past Projects - International RW Aviation



### JORDAN AND BAHRAIN UH-60M VIP AIRCRAFT UPGRADES

- Integrated VIP transport systems for ten UH-60M aircraft. Systems included:
  - Entertainment center
  - VIP interior
  - Satellite Communications
  - FLIR and DVR



### **MEXICAN POLICE UH-60M SURVEILLANCE AIRCRAFT**

- Integrated advanced technology systems into 5 UH-60M Blackhawks for the Mexican Police. Systems included:
  - New FLIR, TCAS. GPS, EGPWS
  - SkyTrac, circuit breaker panel
  - Auxiliary fuel tank, egress lighting, a search-light, etc.



### **TAIWAN AH-1W COBRA UPGRADES**

- Integrated updated communications, navigation and electronic warfare suites into 21 AH-1W aircraft.
- Provided contract field teams to supervise and train Taiwan personnel to perform modifications.



# **IRAQI ARMED RECONNAISSANCE HELICOPTER (BELL 407)**

- Integrated an advanced avionics and weapon system for five Bell Model 407 Helicopters. Systems included:
  - Digital Cockpit
  - Nose-Mounted EOIR Sensor
  - Rocket Launcher and 50 Cal Machine Gun



# Past Projects - Domestic Ground Vehicles



### MINE RESISTANT AMBUSH PROTECTED (MRAP)

- Integrated various survivability upgrades and cab controls. Systems included:
  - Talon Robot Dispenser
  - MRAP IED (Laser) System
  - Common Remotely Operated Weapon Stations (CROWS)
  - Recovery Of Airbase Denied By Ordnance (RADBO)



### ENHANCED MOBILE RAPID AEROSTAT INITIAL DEPLOYMENT (EMRAID) VEHICLE

- Integrated multiple Intelligence, Surveillance And Reconnaissance (ISR) capabilities into a single integrated system
- 2008 US Army Top 10 Greatest Inventions Award



### **HUSKY MARK III**

- Developed and integrated system level upgrades to the 2nd Gen Two-seat Vehicle Mine Detection System
- •2010 US Army Top 10 Greatest Inventions Award



### RECCE I/II FULLY INTEGRATED SYSTEM WITH TOW MISSILE

- Developed and integrated a state-of-the-art single vehicle system to provide IED detection, interrogation, and neutralization
- System built on the Cougar 6x6 Vehicle



### TOW ITAS SYSTEM INTEGRATION FOR MAXXPRO VEHICLE

• Provided engineering support to integrate the TOW ITAS system onto the MaxxPro vehicle



# Past Projects - Domestic Missile Systems

### **PATRIOT PROJECTS**



- Developed, manufactured, integrated and/or provided the following systems/solutions for the Patriot Missile System:
  - Logistics support and circuit card obsolescence management
  - Embedded training / Missile Round trainer (MRT) / Empty round trainer (ERT)
  - Satellite Communications & Tactical Command System
  - PATRIOT Fiber Optic Modem (PFOM)
  - PATRIOT Advanced Capability (PAC-3) Missile Segment Enhancement (MSE)
  - Launcher Missile Round Distributor ETHERNET Support, & Depot Support



### **HIMARS PROJECTS**

- Integrated the following systems/solution for the HIMARS System:
  - Embedded system training
  - Fire suppression
  - GPS navigation and upgraded communications, antennas, and cables



### MULTI-MISSION LAUNCHER (MML)

- Designed, fabricated, and integrated the following systems/solutions on the MML:
  - Prototype structural hardware: (turret cradle; support cross member; "fishplate"; structural sub-rail channels; platform assembly, mid and rear stabilizers)azimuth motor
  - Azimuth motor; test fixtures: (mass/CG simulator, elevation, tube, blast shield)





- Integrated the following systems on the M270
  - Improved cab (armor; human factors)
  - Blue Force Tracker (BFT); display systems; communication security; upgraded navigation
  - Embedded system training
  - Upgraded fire control system
  - Environmental Protection Systems; upgraded power distribution system



# **Facilities**

# **FACILITY HIGHLIGHT:**

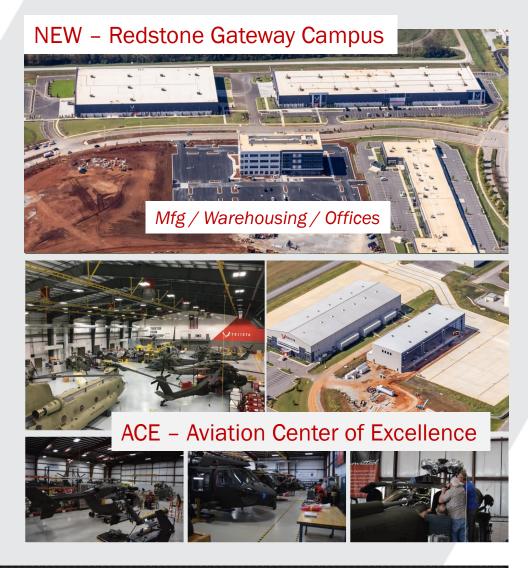
**HANGAR** 

217K<sub>sqft</sub>

**MANUFACTURING & WAREHOUSING** 

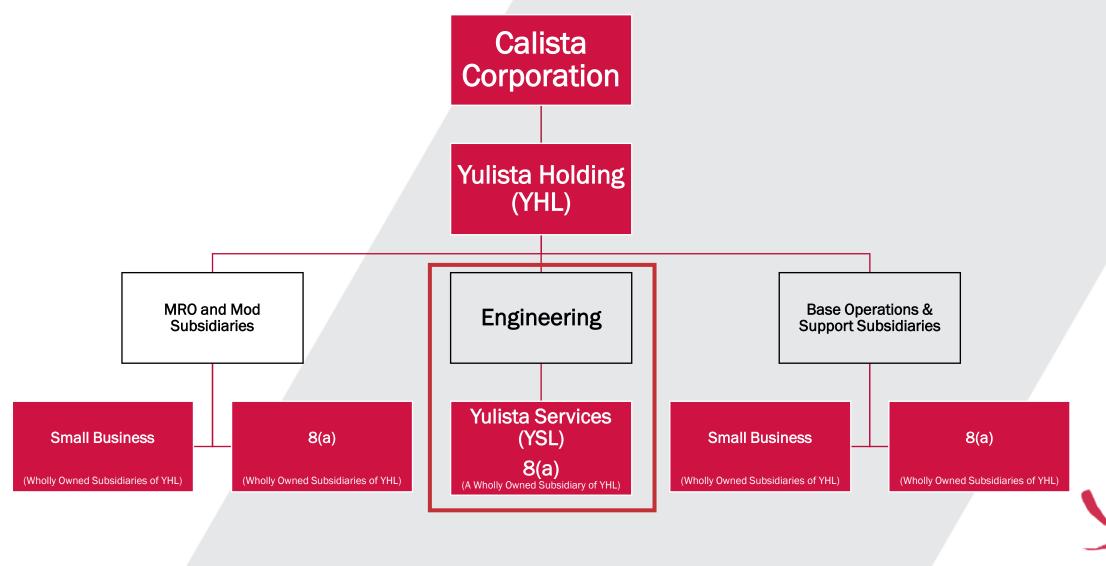
**751K**<sub>sqft</sub>



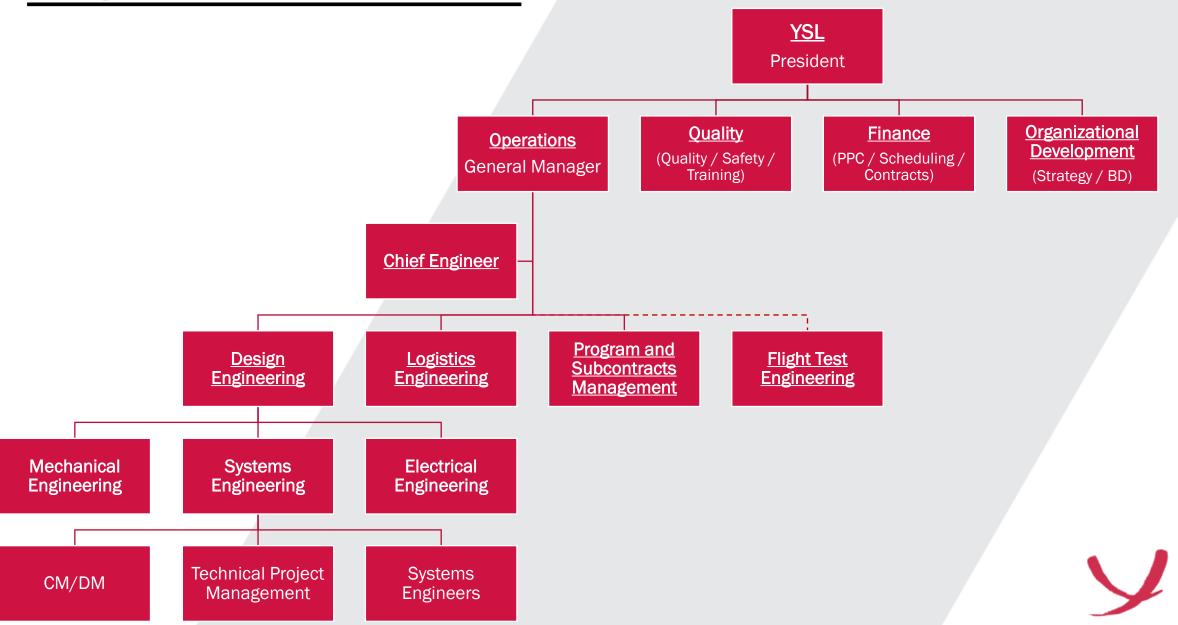




# Organization



# **Organization**



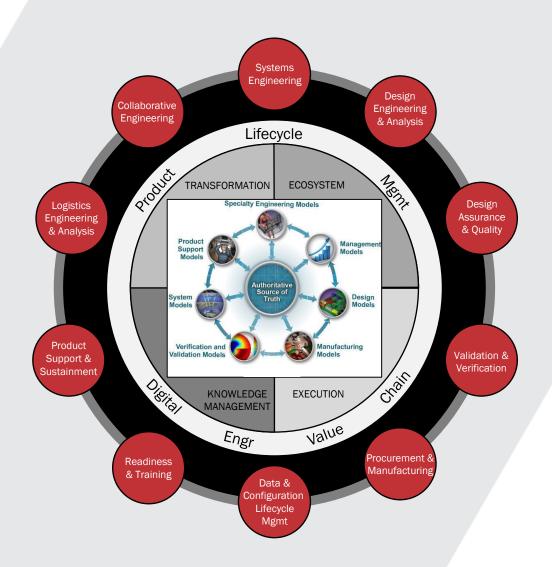
# **Digital Engineering**

# Definition:

 An integrated digital approach that uses authoritative sources of system data and models as a continuum across disciplines to support lifecycle activities from concept through disposal.

# Why Digital Engineering?

- June 2018 DoD Digital Engineering Strategy published
  - "...the Department is transforming its engineering practices to digital engineering"
  - "...shift from the traditional design-buildtest methodology to a model-analyze-build methodology





# Digital Engineering

A real world example to demonstrate that Digital Engineering is not just about new build platforms and OEMs.

The A-10 aircraft was designed in the 1970s using 2-D drawings. The A-10 Wing Replacement Program (WRP) utilized 3-D model-based design (MBD).



developed approximately 10,000 unique models that required new methods to allow for handling and integrating data.

A-10 also adopted a new technology, NLign, to map repairs onto the 3-D model.

The adoption of 3-D MBD and Product Lifecycle Management (PLM) allowed A-10 to construct the digital thread for the sustainment phase of the product lifecycle and identify the authoritative source of truth for A-10 engineering data.

