



AUTOMOTIVE PERSONNEL NETWORK LLC
db e APN STAFFING & EMPLOYMENT SOLUTIONS

-Capability Statement-

Mission

Help individuals and organizations reach their full potential.

Background

Certified EDWOSB, DBE, SBE, SBC

DUNS: 827484486

CAGE: 6MPH8

GSA Service & Repair: 47QMCA18D0005

SIN 400-01 Automotive Maintenance and Repair Services

SIN 618-02 Waste Disposal Vehicles and Attachments

SIN 968-01 Water Tank Trucks and Accessories

BPA FA486118AB005 Heavy Vehicle Mix - 820th Red Horse Squadron – Nellis AFB

NAICS CODES (List does not show all of our codes)

Staffing

561311 Employment Placement Agency- Primary Code

561320 Temporary Help Services

561330 Professional Employer Organization (PEO)

624230 Emergency and Other Relief Services

Automotive Repair & Maintenance

811111 General Automotive Repair

811310 Commercial and Industrial Machinery and Equipment Repair and Maintenance

Automotive Sales

333924 Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing

336211 Motor Vehicle Body and Trailer Manufacturing

Team-Based Approach

Since 1991, APN has used a team-based approach that combines 27 years of experience in Automotive Retail, Healthcare, Total Quality Management, personnel management and accounting. We employ experienced personnel (Recruiters, Project Managers, Accountants), so you get an experienced partner that understands your technical needs, and how to administer your contracts accurately, in a timely manner.

Scalable, Systematic Processes

APN's scalable, systematic processes are largely in the Cloud (all essential systems are encrypted at rest and in transit in the Cloud), allowing our administrative staff to work together with our Practitioners and clients through instant access to important information. So, in the case of an emergency, our administrative personnel can work from anywhere. Also, we employ project management tools to plan and monitor activities throughout a contract's duration. Because these tools are based in the Cloud, our Employee Time Keeping, Project Plans, Action Plans, Kaizen (Continuous Improvement initiatives) and performance are completely transparent internally and

externally (based on permissions) and available anywhere, in real time.

APN's Cloud-based Time Keeping System allows its employees and contractors working off-site to log in, record their hours per day, obtain supervisor approval and submit their records to APN's payroll department in a seamless manner that expedites and ensures accuracy of processing.

Relevant Experience:

Since 1991, APN has been serving as an Executive Recruiter, providing personnel of all types (Full-Time, Part-Time and Contractors) to Automotive Retailers and Service facilities throughout the United States. In the last ten years, APN has branched out to serve the Healthcare/ Healthcare IT and Construction industries in the same manner. And, in 2016, we began repairing and servicing light, medium and heavy-duty vehicles for government agencies and are now selling custom Water and Vacuum Trucks to government agencies.

APN serves a wide array of private sector companies and facilities, Tribal Agencies (including Gila River Healthcare and San Carlos Apache Tribe), and County and State Agencies like the City of Phoenix (providing Skilled Labor to the Sky Harbor Terminal 3 Remodel) and Maricopa Correctional Health Services (CHS). We are also currently providing automotive service and repair services to the National Park Service, BIA, DOE and DoD throughout the Mountain States.

Senior Managers

Harriet O'Connor CEO

More than 20 years' experience as Divisional VP, SVP and Board Director for Kantar Operations USA, Research International, Research Resources and Winona Research. She has led teams of up to 3,000 employees and professional managers.

Kevin O'Connor COO/CFO

Served as Controller Accountant for Automotive dealerships, before establishing APN in 1991.

Charles Shillingburg VP Marketing & Business Dev. & QA

More than 20 years' experience in project and program management that includes J.D. Power & Associates, Cover Girl Makeup and Fruit of the Loom. He is a Total Quality advocate, Lean Six Sigma Black Belt and member of the Board of Directors for the Southwest Alliance for Excellence (SWAE) that administers the Baldrige Quality Program in Arizona, Nevada and Utah. He also serves on the Logistics Teams for AzCHER and Phoenix CERT, certified to the level of ICS 400. He is coauthor of *Driving Operational Excellence: Successful Lean Six Sigma Secrets to Improve the Bottom Line*.

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