

## **\$100M Contract Boeing Awards \$100 Million Contract to Software House International: Major Contract for Minority Woman-Owned Business**

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The Boeing Company has awarded a \$100 million companywide contract for software order fulfillment and distribution to Software House International (SHI) of Somerset, N.J., a global reseller of software, hardware and personalized support services.

"This contract may be the largest ever awarded by Boeing to a minority- or woman-owned business," said Jim Palmer, president of Boeing Shared Services Group. "More importantly, it represents what can be accomplished when major manufacturers work closely with minority- or woman-owned firms to develop opportunities for growth and performance. SHI represents what we would like to see in all our suppliers."

In addition, SHI has been named a Boeing certified supplier, the first supplier of general overhead (nonproduction) goods and services to achieve that distinction.

"SHI offered us the most competitive combination of cost effectiveness, efficient, on-time product delivery and superior customer service," said Douglas Perry, director of Supplier Management & Procurement in Shared Services Group. "The agreement will help Shared Services improve the delivery of products to our own Boeing customers while reducing our overall costs."

Under the three-year contract, SHI becomes the Boeing preferred distributor for thousands of commercial off-the-shelf software products, including all Microsoft software. In addition, SHI will provide services such as software license management, bar coding, order download and online account management.

To earn certification, SHI proved it could meet tough quality, delivery, and cycle-time criteria. Only a small number of Boeing suppliers, those who deliver mission-critical products or have a substantial amount of Boeing business, become certified.

"Software House International is proud and excited to be named a Boeing certified supplier," said Thai Lee, owner and CEO of SHI.

SHI has seen its revenues increase from less than \$1 million a year in 1989, when Lee assumed ownership, to about \$900 million in 1999. This growth has been generated internally, with no acquisitions or mergers. With dedicated account representatives, an aggressive pricing structure, technical leadership, and operating efficiency, SHI is recognized as an exceptional channel for product and licensing programs. Currently, SHI holds the number one or number two reseller position with Adobe, Borland, Corel, IBM/Lotus, Merant, Microsoft, MS Press, Network Associates, Seagate Software, Symantec and VERITAS.

Boeing announced the contract award and certification at the Boeing Supplier Diversity Conference, under way today and tomorrow at the company's headquarters in Seattle. The conference brings together Boeing procurement agents and minority- and women-owned businesses, as well as representatives of the U.S. Small Business Administration, Boeing executives including CEO Phil Condit and Shared Services Group President Jim Palmer, and guest speaker, Wash. State Governor Gary Locke.

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