

120 YEARS
OF INNOVATION



Day & Zimmermann

We do what we say.[®]





SAFETY

We take on high-risk work in hazardous environments for some of the largest companies and government groups and are relentless in our commitment to preventing injuries and accidents. Our Why Not Zero? program allows us to focus on safety behaviors that, when practiced consistently, are proven to prevent incidents.



INTEGRITY

In the end, it all comes down to trust. Trust in our unfailing performance. Our uncompromising consistency. Our unflinching dependability. *We do what we say®* is our brand promise.



DIVERSITY

We are a company that embraces diversity, is inclusive, and thrives on learning so that our employees feel respected and invited to contribute to the success of our company, clients, suppliers and communities. We are committed to opening doors to diversity.



SUCCESS

Being part of a team that hits its targets, achieves its goals and exceeds expectations is a great way to work. It creates winning outcomes for our customers, our employees and the communities we serve.

Committed to Innovation

Our Purpose



Putting people
to work



Protecting our
freedoms



Helping our
customers power and
improve the world

Our Strengths

Performing hazardous
work, safely

Finding great talent

Managing complex
technical projects



Supplier Diversity

Amy E. Holland
Supplier Diversity Administrator
Amy.Holland@dayzim.com



Promoting innovation through the entrance of new products, services and solutions.



Ensuring a diverse, resilient supply base in the procurement of goods and services.



Emphasizing the proactive process of sourcing diverse suppliers as a “matter of course”.



Increasing competition and decreasing costs.



Benefiting the communities around our client base as well as where we work.



Government Services

Travis LaPier, Strategic Sourcing
Specialist



Day&Zimmermann
GOVERNMENT SERVICES

 **Mason&Hanger**
A Day & Zimmermann Company

 **SOC**
A DAY & ZIMMERMANN COMPANY



GOVERNMENT SERVICES

Government Services is the mission-critical division of Day & Zimmermann, patriotically serving the U.S. Government. We are an integrated provider of mission support solutions through our architecture and engineering, global security, operations and maintenance, and cleared staffing services to the U.S. Government and commercial clients.



Architecture/Engineering

- Facilities and Site Planning
- Industrial & Munitions Design
- Multi-discipline Engineering
- Energy Secure & Resilient Design Strategies
- Construction Administration
- Commissioning & Recommissioning

www.masonandhanger.com



Integrated Security Solutions

- Critical Infrastructure Protection
- Cyber Security
- Technical Security
- Canine Solutions

www.soc-usa.com



Operations & Maintenance

- Infrastructure & Logistics
- Management of Arms, Ammunition & Explosives (AA&E)
- Aircraft and vehicle fleet maintenance, repair, and overhaul services (MRO)
- Base Operations
- Emergency & Medical Services
- Life Support

www.dayzim.com



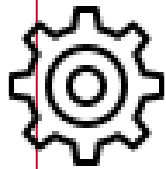
Workforce & Cleared Staffing

- Cleared Staffing Solutions
- Surge Recruiting Support
- Talent Management
- Specialized Mission Support Training

www.dayzim.com



Government Services spends about 24 million a year on:



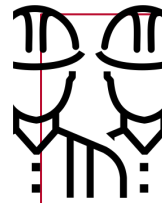
Professional Services
(Engineering & Design Services)



Travel



Outside Services
(Meal and Life Support Services OCONUS)



Construction Subcontractors



Computers and Software



Uniforms & Medical Supplies



Maintenance & Construction

Dawn Branham, Manager –
Supply Chain



Procurement for Equipment and Materials

D&Z provides tailored procurement/subcontracts execution designed to meet the requirements of our client. Our procurement/subcontracts process is critical in the significant development of our vendors in niche maintenance, engineering, construction, and staffing areas over the geographically dispersed areas typical of our customers. D&Z takes great pride in delivering Procurement and Supply Chain solutions that meet the needs of our clients.

We utilize a Master Service Agreement (MSA) for industry-wide commodities, which enables agility and high performance relative to the demands of our clients.

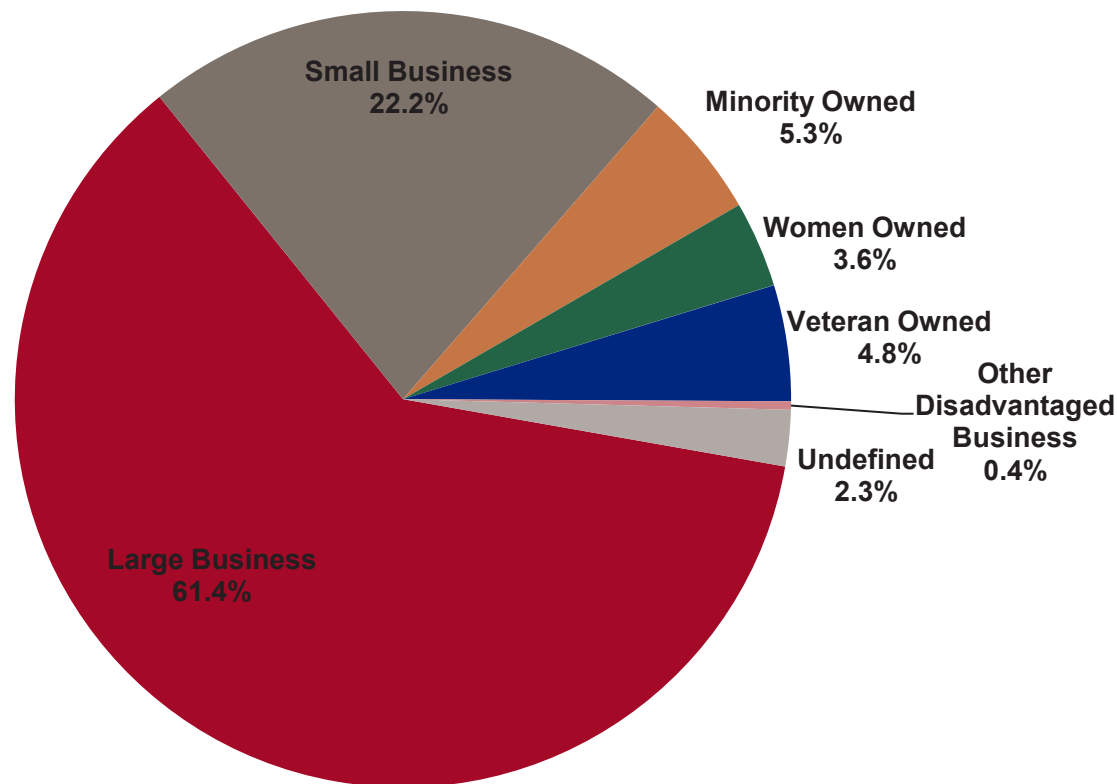
Innovation is a priority and a continuous improvement goal throughout D&Z's Supply Chain organization. Our team uses industry best practices, ensuring selection of the most qualified suppliers through an extensive qualification process. Additional innovations in emergent procurement protocols provide the agility to make critical procurements at a moment's notice while complying with our industry-

Master Supply Agreements

Cranes (Manned and Unmanned)	Electrical Commodity Materials	Environmental + Asbestos	Equipment Rental
High Performance Coatings	Lumber & Building Supply	NDE Services	Nuts, Bolts, Gaskets & Anchors
Piping Commodity Materials	Rigging Equipment	Safety Supplies	Scaffolding
Specialty Electrical Services (High Voltage)	Tools & Consumables	Trailer/Office Rentals	Welding Equipment



MC 2023 Spend



**14.0% Diverse Spend = \$11.8M /
\$84.4M total Business Group spend**

* Diverse spend includes all except Large, Small, and Undefined spend



Munitions & Government

Nicole Bauer
Supply Chain Manager

Munitions & Government



Day & Zimmermann

Facilities



□ D&Z Munitions

□ Govt Owned/D&Z AO Operated



Munitions & Government Locations

D&Z Plants



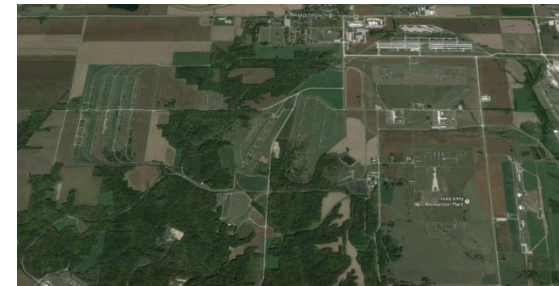
Lone Star, Texarkana, Texas



Parsons, Kansas

*Department of
Defense partner
for over a century*

American Ordnance



Middletown, Iowa (IAAP)



Milan, Tennessee

American Ordnance Products



Day & Zimmermann

Medium Cal



Direct Fire



Energetics & Components



Indirect Fire



Warheads



IAAAP is the Army's largest, most versatile manufacturing facility and has surge capacity that is unmatched throughout the nation's industrial base.



Key Products Procured

- Explosives
- Foam Packing
- Specialty Metal Stamping
- Packaging
- Primers



M430A1



M918



M385



DNT



XM1166



XM1176



Key Products Procured

- Glues, Inks & Lacquer
- O-Rings
- Metal Stampings
- Precision Metal Machining
- Metal Shipping Canisters
- Value Added Services



75mm Blanks



Key Products Procured

- Precision Metal Machining
- Solvents
- Propellant
- Explosives
- Plastic Components
- Packaging



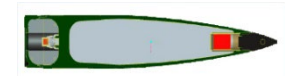
M107 / M795



Mortars



XM1113

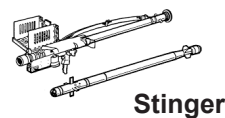


XM1128



Key Products Procured

- Packaging
- Glues, Inks & Lacquers
- Explosives
- Injection Molding
- Metal Fabrication & Welding
- Chemicals
- Fabric



Stinger



Hellfire



Tow Tip



Javelin



Sidewinder

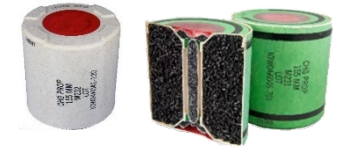


Warheads



Mortar Prop Charges

MACS
M231/M232A1



40lb Cratering
Charge



M112 - C4



MICLIC



Key Services Procured

- Brick & Mortar Construction
- Design Services
- Land Management, 19,000 Acres
- Environmental Compliance
- Railway & Road Management
- Infrastructure Improvements





Manufacturing Capabilities

- 60/81mm Mortars (HE)
- Demo Shaped Charges
- SFW (Sensor Fuzed Weapon)
- Warheads
- Artillery



Warheads



Artillery Projectiles



Mortars



SFW



D&Z Munitions Texarkana Operations

Core Munitions

- Explosively Loaded Components
- Family of Scatterable Mines (FASCAM)
- Primers: Percussion, Electric
- Hand Grenades (M67)
- Fuzes (M213, M228, M201A1, M208)



Hand Grenade



Mortars



Explosively Loaded Components



FASCAM





What we buy:

- Equipment & Components
- Production Components
- Fire & Safety Products
- Equipment Rental
- Packaging & Freight Solutions
- Fabricated & Drawn Metal
- Maintenance/Construction Services
- Facility Design Services

KNOW GREATER TALENT®



Doing Business with Yoh Specialty Practices and DZConneX

Christina Simon - Director, Supply Chain

BECAUSE THE WORLD NEEDS MORE GREAT TALENT.

About Yoh



As part of our parent company, Day & Zimmermann, Yoh shares Diversity as a core value. Since 1940 we have been working with our clients on finding the best available talent for their projects and needs. Studies continue to show that companies embracing diversity, inclusion and belonging will win in the marketplace. Our strategy is centered on the attraction, development and retention of employees representing all dimensions of diversity to create a culture of inclusion and belonging where respect, dignity and collaboration drive innovative solutions for our clients. Through our employee resource groups, diversity training, community involvement, diversity recruiting partnerships and an executive oversight board chaired by Day & Zimmermann Chair and CEO Hal Yoh, we live the corporate diversity value every day.

Yoh's Differentiators

Covering your
workforce needs,
so you can focus
on business-
critical objectives
and goals.



123
YEAR
HISTORY



35+
YEARS OF
MSP EXPERIENCE



85%
MSP CUSTOMER
RETENTION RATE



100%
OF OUR MSP
PROGRAMS INCLUDE
DIVERSE SUPPLIERS



25+
YEARS OF
RPO EXPERIENCE



92%
RPO CUSTOMER
RETENTION RATE



8
YEARS AVERAGE
CUSTOMER TENURE

What We Do

Yoh Specialty Practices

- Flexible Engagement Models
- Consultative approach
- Statement of Work (SOW)
- Contract
- Contract-to-Hire
- Direct Hire/Permanent Placement
- Temp-to-Perm
- Remote Hiring


DZConneX

- Managed Services Programs (MSPs)
- Recruitment Process Outsourcing (RPO)
- Payroll Services
- IC Management
- Direct Sourcing
- Statement of Work/Services Procurement
- VMS Technology
- DEI Advisory Solutions

What We Buy

Common purchases:

- Subcontracted staffing services:
 - ✓ Aerospace & Defense
 - ✓ Finance/Accounting
 - ✓ Life Sciences
 - ✓ ERP and Cloud
 - ✓ Gaming/Interactive
 - ✓ Software Engineering
 - ✓ Health Care
 - ✓ Information Technology
 - ✓ Telecommunications
- Third party staffing supplier and independent contractor SOW engagements
- Technology solutions – time management, vendor management software, applicant tracking software, etc.
- Background checks
- Job board postings and other recruiting tools



Day & Zimmermann provides a diverse mix of services, suppliers and employees to produce effective solutions that our customers need to be successful every day. We believe that our continued commitment to supplier diversity will strengthen the communities and markets in which we serve and help us deliver on our promise to do what we say.

Next steps: Tell our Supply Chain teams about your company via email to Purchasing@dayzim.com! Make sure to include information about your business and capabilities, and include your business name + which line(s) of our business you are interested in supporting in the subject line e.g. **XYZ Company – Munitions, Maintenance & Construction** so we can get it to the correct Supply Chain partners.

