



## Two Types of Business Opportunities

### 1) Department of Defense (DoD)

These are handled through TEAMS (Transportation Enhanced Access Management Service), where they post spot bid and lane opportunities. Business is usually awarded to lowest bidder. EXO is currently researching how we can best engage with this bid board.

### 2) Defense Contractors

Potentially more lucrative opportunities, as they aren't usually managed through the DoD bid boards. You will need to find a way in, or a contact, at the Defense contractor to pursue this path.

## Abbreviations and Acronyms

- **CONUS** – Continental United States (Domestic)
- **OCONUS** – Outside Continental United States (International)
- **GBL** – Government Bill of Lading – How DoD shipments move
- **SDDC** – DoD Surface Deployment & Distribution Command
  - Aeronet is a SDDC approved provider. The shipments we can bid on from the DoD TEAMS website are based on approved SCAC codes: **AERN** - Motor Carrier

**Syncada** – Freight payment company used when the shipment is moving on a GBL and the DoD is paying the invoice. Aeronet is set up to use this system to invoice electronically. DoD pays invoices in 3 days. Defense contractors don't use Syncada, and have to be invoiced per their instructions.

## Examples of Current Aeronet SAN Clients

- **General Atomics (GA)**
  - Weekly conestoga, curtain, and temp controlled loads. FTL / LTL / same day courier / return repairs orders.
- **Viasat**
  - Currently 984 pallets in an offsite warehouse managed through AeroTrac WMS. Domestic and ground services for facilities in CA and AZ.
- **Long Range Acoustic Device (LRAD)**
  - FTL loads to an Army base in PA, RGNs and flatbeds for trailered unit, and airfreight services.

## Examples of Major Defense Contractors

- Raytheon
- Boeing
- Lockheed Martin
- General Dynamics (SAN)
- Northrup Grumman (SAN working with Ryder Logistics)
- Solar Turbines
- L-3 (SAN, DFW)
- Sierra Nevada (DEN / Susie Wilkinson)
- BAE
- Nassco
- Leidos (SAN)



**Shipments We Cannot Move**

- Ammunition
- Shipments that require constant surveillance
- Classified shipments

**ITAR (International Traffic in Arms Regulations)** – Aeronet is an ITAR compliant, approved provider. ITAR is a United States regulatory regime, to restrict and control the export of defense and military related technologies, to safeguard U.S. national security and further U.S. foreign policy objectives.