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SMALL BUSINESS AWARD WINNERS – 2010 - HOUSTON DISTRICT

Small Business Person of the Year: Jennifer Lewis, J & P Technologies, Inc

Jennifer Lewis is President and owner of J&P Technology an 8(a), state of Texas certified HUB firm provides consulting services, software development/integration/test, and technical documentation projects. Ms Lewis started J&P Technologies in 1997 with more than thirty years of experience in System Engineering, Safety and Mission Assurance, Software Architecture, Software Development, and System Integration/Test. Within two years she won a NASA-funded subcontract to Cimarron supporting Lockheed Martin/NASA.

In 1997 she was the only employee of her small privately owned company. In 2002, Ms Lewis was able to hire her first employee to support an SAIC subcontract. J&P Technologies expanded to 9 employees in May of 2006 when she teamed with SAIC and won the Safety & Mission Assurance Support Services (SMASS) Contract. Nine employees started work that year and within two years the firm had eighteen employees. In the post-Hurricane Ike period, NASA had been shut down and was unable to pay its contractors in a timely manner. The economic downturn also put pressure on Ms. Lewis and her employees. Employment suffered during the latter part of 2008. J&P Technologies teamed with Lockheed Martin and the team won the Facility Development & Operations Contract (FDOC) in January 2009. J&P Technologies acquired 15 new employees at contract start. As of 11/27/2009 despite continuing hard economic times Ms. Lewis provides jobs for 31 employees.

Ms. Lewis needed money for her 2006 contract start up and worked with Ms Carmen Strong (SBDC Consultant) to secure a \$100,000 SBA loan. Her loan was paid in full by December of 2008. For her 2009 bid Ms. Lewis worked with Robert Hall (PTAC Consultant) who assisted Ms. Lewis with building bid rates for her proposals. Her 2009 contract award required capital and again with the assistance of Ms. Strong at the UH SBDC, Ms. Lewis



established a \$200,000 line of credit through the Bank of America, and borrowed \$100,000 for contract start-up costs. She paid this loan in full by July 2009.

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Veteran Small Business Champion: John Vaughn, Vaughn Medical, LLC

Vaughn Medical Equipment Repair Service LLC, a service-disabled Veteran-owned small business, is the only minority-owned company in Southeast Texas to receive a GSA contract with the Department of Veterans Affairs. Vaughn came to the PTAC for assistance with their GSA Federal Supply Schedule (FSS) application. Deidra Sutton (PTAC Consultant) assisted them with preparing their FSS application. Vaughn Medical was awarded a five year GSA FSS contract on August 15, 2008 to provide medical equipment and supplies to the Department of Veteran's Affairs.

On October 2, 2008, Vaughn Medical was honored at the Michael E DeBakey Veterans Affairs Medical Center and awarded a blanket purchase agreement contract to repair and service power wheelchairs, scooters and manual wheelchairs for the Houston VAMC. General Russell Honore' (U S Army, Ret) presented the award to Vaughn. The ceremony also included General Remo Butler (US Army, Ret) – the first Green Beret African American General in the US Army, General Shelia Baxter – the Assistant Army Surgeon General and Colonel Curtis Wright (USAF, Ret) special liaison to Vaughn Medical. This contract not only helps sustain Vaughn Medical in tough economic times, it also positions Vaughn to assist the increasing number of Iraq and Afghanistan veterans.

Vaughn Medical has a unique style of doing business, putting them in position to be leaders in providing medical devices, auxiliary supplies and support to all soldiers and veterans in need. They maintain an inventory of old wheelchairs available for patients while they wait for repairs or other services. Vaughn Medical specializes in the set-up, delivery, and repair of power wheelchairs, scooters, car lifts, porch lifts, ramps, and ADA house modifications. They also program and calibrate Environmental Control Units (ECU), power recline and power tilt systems. They provide service to patients that require vents, Sip-n-puffs, touch drives and other specialty controls. They now supply sleep and respiratory devices, which help to treat various Sleep Disordered Breathing conditions (i.e. obstructive sleep apnea, central apneas, hyperpnoea, snoring, etc) that affect over 40 million individuals in the United States. Veterans subject to hypertension, post traumatic stress disorder, depression and other post-wartime conditions are more susceptible to Sleep Disordered Breathing than the general population.

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Young Entrepreneur: Patrick Laport & Tim Veborgh, Aerospace Applications of North America, Inc



In October 2004, Patrick Laport founded Aerospace Applications North America, Inc. in order to take advantage of business opportunities arising from President Bush's Vision for Space Exploration and the subsequently created Constellation program, aiming at returning astronauts to the moon. The capital required to start the company was provided by Space Applications Services NV. Within months, Patrick Laport realized the task of managing a startup business was too challenging for a person alone, and therefore contacted Tim Verborgh and asked him to move back to Houston and help him operate the business. Patrick Laport also started a Master's Degree in Business Administration at the University of Houston in Clear Lake, which he completed in August 2009 with a concentration in International Business. Within the first couple of years, Aerospace Applications North America, Inc. completed its primary objective of becoming a key player in the human machine interface aspects of the Constellation program. Since then, the company secured several multi-year contracts to help NASA design the cockpit of the Orion Crew Exploration Vehicle. Patrick said "After my graduation in the spring of 2002 I started working for that same Belgian Company, Space Applications in Brussels. I worked on an extensive feasibility study, investigating whether we could re-design a future European Space Agency (ESA) spacecraft called the Automated Transfer Vehicle (ATV). It was to accommodate additional functionalities and perform as a microgravity laboratory as well as an unmanned cargo ship to and from the International Space Station. I learned to write proposals, helped managing projects from time to time and was given a lot of freedom in identifying future projects and business opportunities."



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