

MEI TECHNOLOGIES, INC.



HARD WORK AND INNOVATION PROVES SUCCESSFUL FOR AEROSPACE ENGINEERING STAFFING FIRM

by Christopher Cussat

Above: Headquarters of MEI Technologies, Inc.

MANY COMPANIES REACH FOR THE stars, but very few can actually say that they touch them. MEI Technologies, Inc. (MEI) is a high-tech corporation that has been doing just that for over 15 years. CEO and chairman of the board, Edelmiro (Ed) Muñiz, used his degrees in aerospace engineering, and his 20 years of experience serving in the United States Air Force, to start his own business. Muñiz explains, "I always wanted to be my own boss, and quite honestly, I was not happy just working for someone else and always doing things their way. I often felt like there were times when I knew that if I had

been put in charge, I could have done things better."

Muñiz has done it better. Today, MEI is a personnel services corporation that provides highly talented experts to appropriate companies for staffing purposes. Says Muñiz, "The types of services we provide are aerospace, electrical, mechanical, and some software engineering, as well as thermal and structural analysis." MEI works on advanced technologies like orbital satellites, the space shuttle, and the international space station—and its clients include NASA, the US military, and the federal govern-

PERSONNEL

MEI TECHNOLOGIES, INC.



MEI TECHNOLOGIES, INC. AT A GLANCE

LOCATION: Houston, TX

AREA OF SPECIALTY: Providing personnel services for aerospace, electrical, mechanical, and software engineering industries

ANNUAL SALES: \$116 million

2007 SALES GROWTH: 15%

EMPLOYEES: 750

2007 EMPLOYEE GROWTH: 100 employees

SATELLITE OFFICES: Greenbelt, MD; Huntsville, AL; Littleton & Colorado Springs, CO; Albuquerque, NM; Los Angeles, CA

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Edelmiro (Ed) Muñiz, CEO & Chairman of the Board

ment. In fact, MEI recently signed a \$450 million dollar contract to provide all of the electrical engineering support for the Goddard Space Flight Center.

Coming from a large family with a strong work ethic, it is no surprise that Muñiz has built such a successful business. “As the fourth of seven boys, it was always a competitive atmosphere around my brothers—I guess that’s where I learned to compete.” Every summer, he and his family would travel from Texas to California to work in the agricultural fields. He remembers, “We would migrate to the Imperial Valley each summer, and then we’d get back home just in time for school to start.” Muñiz would also help out at his parents’ tortilla factory. “I think I picked up a little bit of the entrepreneurial spirit from my dad.” Muñiz’s parents are both of Mexican descent, but his family has been in south-central Texas since before the territory was even part of the United States.

Muñiz feels that this strong familial heritage has helped him to make MEI unique and competitive. He shares, “The thing that I’m most proud of is our rep-

utation for honesty and integrity—we have a set of values in this company that comes from my parents. These values allow our customers to trust us, and this is greatly responsible for our success.” Trust is especially important when the work you do directly affects human lives. Muñiz elaborates, “These are systems where quality and reliability are such that you cannot afford to fail. We all saw the results of the accidents on Challenger and Columbia. You cannot make one little mistake—everything has to be perfect.”

The future looks even brighter for MEI as Muñiz is excited to announce he hopes the firm will go international soon. “Right now we’re in the midst of implementing our plans to start a company in Mexico.” According to Muñiz, Mexico recently reestablished its space program to help kick-start its economy. He feels that his Hispanic heritage provides MEI with a strong, natural connection to that country. “I think being bilingual is clearly an advantage, and our common cultural background will certainly facilitate conducting business there.”

Above: Edelmiro (Ed) Muñiz, CEO and chairman of the board.



“You have to be creative and inventive—you’ve got to keep changing.” *Edelmiro (Ed) Muñiz, CEO & Chairman of the Board*

Other goals Muñiz has for MEI include moving MEI out of its 8(a) minority designation as a small business to large corporation status that is competitive in the mainstream business world. “We’re at that point now and getting ready to be immersed into full and open competition, while moving out of the protective environment of affirmative action.” Muñiz predicts that MEI will eventually compete with companies like Boeing and Lockheed Martin.

In building a successful company like MEI, Muñiz has learned that there is always a continuing need for innovation. “You’re only better than your competitors for a short while because they will soon find out exactly what you’re doing and match you. So to stay ahead, you have to be creative and inventive—you’ve got to keep changing.”

As he ponders the future of space exploration, Muñiz is confident that MEI will continue to stay ahead of the curve. Muñiz concludes, “Keep an eye on us because one day soon we are going to be on the Fortune 500 list—and don’t be surprised if one of these years you see an MEI spaceship out there!” HEQ

Above: MEI Technologies, Inc. Board of Advisors (left to right): Bradley Butler, Robert Drolet, Tom Houser, Dr. Van Romero, Ed Muñiz, George Akin, David Juist, Gerry Griffin

MESSAGE FROM ANDARKO INDUSTRIES

Anadarko Industries (AI) is a Native American tribal-owned company, and we are very fortunate to be a partner with MEI Technologies (MEI) on several contracts at the NASA Johnson Space Center (JSC) in Houston, TX. Safety is the highest priority in our national space program and this applies to not only the astronauts but to all activities involving NASA and contractor employees. MEI is the prime contractor on the JSC Safety and Fire Services contract and AI is a subcontractor responsible for the Test Safety Engineering work. This relationship led to our joint decision to work together on other NASA safety opportunities.

Congratulations to Ed Muñiz. We are proud of our relationship with his company. He has earned the respect and admiration of both the customer and the contractor communities, and it is our privilege to work under the mentorship of this very successful company.