



# Lion's Tales

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Hello! Our May issue has the latest news and information about ONEIL and our services. We hope you find it useful. As always, your privacy is most important to us. We do not sell or give your e-mail address to anyone, for any reason, without your permission.

## ONeTOOL® gets an NSN, Added to GSA

ONeTOOL now has a National Stock Number (NSN) and is available through a GSA government contract. It will now be easier than ever to purchase the ONeTOOL with GSA availability.

Through an agreement with Smartronix, ONEIL's system integrator for ONeTOOL, it is available through their GSA contract number GS-35F-0362J.

Billy Batien, ONEIL's Director of Business Development for DoD and ONeTOOL Program Manager said, "We partnered with Smartronix, making them our system integrator. As part of the deal, they agreed to add our product to their GSA schedule and help get the ONeTOOL an NSN. Now it's all coming together."

ONeTOOL's new National Stock Number (NSN) will make it simple to find and order the system from anywhere in the world. Its new classification will make it easier for all US military and civilian organizations to purchase this unique and useful piece of equipment.

ONeTOOL is a diagnostic tool that is used by soldiers in the Army Logistics Representatives (LAR), and the Army Materiel Systems Analyst Activity (AMSAA) for their Army Sample Data Collection Program. The Army Strategic Logistics Activity Charleston (ASLAC) also uses the ONeTOOL for maintenance on pre-positioned equipment while off ship for repair.

"Because it was developed on proven, reliable off-the-shelf hardware, you can purchase our diagnostic system at half the cost of currently fielded systems. Backed by our 24/7 Total System Support, we provide rapid shipment of replacement components to the field. Out of the box, our Motor Pool Configuration allows you to connect to legacy equipment on just about any vehicle," Batien said.

ONeTOOL helps to reduce downtime of military vehicles, so they stay operational and at work in field operations, enhancing readiness and reducing operational and maintenance-related expenses. Many of ONEIL's associates are veterans who worked in maintenance. That means ONeTOOL is an easy-to-use system that is specifically designed for military needs.



## The Numbers:

- GSA Contract Number: **GS-35F-0362J**
- NSLIN (Nonstandard Line Item Number): **MB1014**
- NSN/MCN (Management Control Number): **4910-01-C07-7340**

[Learn more about the ONeTOOL](#)

# Eight Reasons To Outsource

Technology continues to drive down the cost of overall product support. Web publishing and database publishing are innovative methods of distributing technical information quickly, efficiently, and economically. On line parts ordering, Content Management Systems (CMSs), Interactive Electronic Technical Manuals (IETMs), intrusive diagnostics, e-learning, and multimedia cut the cost of support for both manufacturers and end users. Outsourcing is undoubtedly the fastest and most economical way to take advantage of new technology.

## 1. Capacity

Outsourcing has long been recognized as an effective tool to adjust to varying workloads while protecting core business resources.

## 2. Specialization

When special requirements, such as multimedia, e-learning, or audience assessment, are part of the deliverables, outsourcing to an experienced company can save time and resources.

## 3. Compliance

When compliance with military, FAA, industrial, or international standards (e.g., S1000D) is a requirement, outsourcing to experts makes sense.

## 4. Deadline

If a new product clogs up your product support pipeline, outsourcing can clear the way to meet those impossible deadlines.

## 5. Cost Control

To do more with less, organizations use outsourcing as a strategic business tool. By carefully selecting a vendor with a strong history of delivering documentation at the agreed-upon price, costs can be controlled without sacrificing schedule or quality.

## 6. Personnel

Hiring employees involves a long-term investment with increasing costs, such as software tools, health care and retirement. In contrast, outsourcing gives companies the flexibility to adjust expenses in accordance with opportunities.

## 7. Quality

End users suffer from poorly written documents, schedule delays, and documents that are never published. They ask more questions and demand more hand-holding. In the process, companies experience increased support costs and can get damaged reputations. Outsourcing to an ISO certified company enhances document quality by using the outsourced team of professional writers, illustrators, animators, programmers, catalogers, editors, proofreaders, and quality analysts.

## 8. Fresh Ideas

Outsourcing to a firm whose primary business is product support enables you to tap into their broad experiences. Your company benefits from their support of a wide variety of products and industries. You will be able to harness the best practices from emerging technologies without the cost and time burden of trial and error.

*Whether you need to control costs, solve an urgent problem, or meet a deadline, O'Neil & Associates has the resources, experience, and technology to meet your needs and exceed your expectations.*

[Visit our website to find out what ONEIL can do for your business!](#)

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## Military Logistics Forum Features ONEIL

In a recent article in *Military Logistics Forum*, Peter Buxbaum, the author, featured ONEIL's capabilities. The following is an excerpt from that article:

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O'Neil & Associates, a company based in Miamisburg, Ohio, provides software that runs these systems. "Most tactical vehicles have onboard computers for the engine, transmission, antilock braking system, and central tire inflation system," explained Bob Heilman, O'Neil's president. "Onboard computers are controllers whose primary function is to broadcast information about what is going on in that controller to the vehicle's onboard network. Our software collects and interprets that data and communicates it to the other systems."

O'Neil's software resides on the maintenance support device, which is separate from the onboard computer, or on the computer itself. The software gathers information from the onboard system and is able to detect faults, such as decreasing oil pressure or high differential pressure on fuel filters, and to communicate those to Army systems. The Army systems can run prognostics for the problem detected and, if appropriate, generate a work order to fix the unit before it breaks.

The Army is in the process of releasing a capability that will allow data from onboard computers to be wirelessly communicated to a maintenance computer.

The O'Neil software can also perform tests on systems that are more intrusive than merely reading data. "The software can tell the computer controlling the engine to shut off the fuel injector, for example, in order to isolate a problem," said Heilman.

[Read the full article here.](#)

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## Congressman Mike Turner Visits ONEIL

As one of the Miami Valley's fastest growing companies, O'Neil & Associates hosted a tour and meeting with United States Congressman Mike Turner, Representative for Ohio's 3rd District. Mr. Turner and one of his local aides, Scott Rogers, met with John Staten, Chairman of the Board, Bob Heilman, President, and several of the company's top staff.



Turner was treated to a tour of the growing facility, shown demonstrations of ONEIL's capabilities and services, and had a frank discussion about doing business in the Miami Valley area.

"We are honored that Congressman Turner came to meet us and tour our Miamisburg facility. He is interested in helping local businesses grow and wanted to know more about what he could do to help us address our challenges and continue our success," said Bob Heilman, President of O'Neil & Associates. "It reinforces our commitment to the region and our belief that the Miami Valley (Ohio) is a great place to work and grow a business."

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