



TRANSFORMING INSPIRATION INTO IMPLEMENTATION

1131 EAST MAIN STREET • SUITE 109 • TUSTIN • CALIFORNIA 92780-4400
714.573.4932 • 877.493.2477 • FAX 714.731.5027

Our Vision

To create seamless organizational process flow through the integration of training and technologies enabling management with quality rather than management of quality.

Our Mission

To provide our...

...customers with products, services, training programs, resources, materials, and technologies that are high quality, consistent, concise, relevant, and comprehensive.

...employees with a quality compensation program that focuses on personal and professional growth.

...organization with a favorable return on investment in order to provide future growth opportunities and the ability to enhance services to our customers and employees.

1994 FOUNDED IN ROSEMEAD, CALIFORNIA

1996 RELOCATED TO TUSTIN, CALIFORNIA

**1998 INITIATED DEVELOPMENT OF INTELLITRAX OUR
PROPRIETARY PROCESS FLOW MANAGEMENT SOFTWARE**

1999 INCORPORATED AS A CALIFORNIA CORPORATION

**2000 FORMALLY INTRODUCED INTELLITRAX FOR BETA
PROGRAM**

**2001 CREATED QUALITY SYSTEMS FOR ATLAS
INTERNATIONAL VAN LINES WHICH EARNED ISO
ACCREDITATION**

**2002 AWARDED INTERNET AND INTRANET WEBSITE
DESIGN AND DEVELOPMENT FOR TUSTIN UNIFIED
SCHOOL DISTRICT**

Allan Browning – Chief Operating Officer

Allan brings Vision Quest more than 15 years of technological and management experience. Allan's educational credits include Pepperdine's School of Business and Management, Rio Hondo College - Business Administration, ITT Technical Institute for Electronic Engineering, Novell Certified Administration, Windows NT Systems Engineering, and advanced computer software and network training. Allan is a Dale Carnegie Graduate and Humanitarian Award Winner and a two-time Xerox Presidents Club Recipient and five time Xerox Quality Teamwork Day Award Recipient.

Susan Browning – President

Susan brings over 21 years of Management experience to Vision Quest. She is a Certified Moving Consultant (CMC) and a Registered International Mover (RIM), having met the rigid standards for these distinctions. Additionally, Susan received her degree from Rio Hondo College in Business Administration. Sue has successfully completed both the Dale Carnegie Management and Sales Courses.

Bruce Bruns – Senior Software Developer

Bruce earned a BA with Honors in Business Administration, with an emphasis in Finance, from California State University, Fullerton. Bruce brings more than 25 years of software development and code development to Vision Quest.

- 1. Design and deployment of ISO 9000-compliant Quality Systems designed exclusively by Vision Quest.**
- 2. Design, sales, installation, and administration of network and computer technologies including:**
 - Sales of Wide Area Network Connectivity and sales of DSL, VPN, Frame Relay, and T1-T3 connections as a Channel Partner with Concentric® Network Corporation.
 - Sales of Server and Workstation hardware as an authorized Hewlett Packard® Reseller
 - Sales of LAN and WAN connectivity hardware as an authorized 3COM® Reseller
- 3. Design, development, and sales of Workforce Automation Software solutions, which include:**
 - IntelliTrax™ – This is our proprietary Software Solution currently designed for the Transportation Industry.
 - GoldMine™ – Sales Force Automation at its best. Vision Quest recently achieved Platinum Level Solutions Partner Status with GoldMine Software Corporation.
 - MAS 90™ – The worlds most popular Accounting Software Solution. Sage® Software Corporation who produces MAS 90 recently acquired Peachtree® Software making Sage the undisputed small to medium sized business Accounting Solutions provider.
- 4. Web hosting and design for Internet and Intranet Web Systems including Internet access through XO Communications.**



COMPANY HIGHLIGHTS



Feature Story



Alexander's Moving & Storage has gained the coveted ISO 9002 Certification



After months of work and training, Alexander's Director of Quality and Customer Satisfaction, Alan Browning (left), accepts the ISO 9002 certificate from Ascort's Christophe Fondin. Ascort is the auditing firm responsible for recommending certification to the ISO. Both the Baltimore and Tustin Alexander's passed their audits the first time, with neither office receiving non-conformity — which is said to be a very impressive accomplishment.



Alexander's ISO team in Tustin, California. (front) Lori Schaeffer, Don Hill, Alan Browning, Christophe Fondin (Ascort), (back) Kristy Lemmerman, Gail Ann Lynch, Danyelle Frakes, Joe Denack and Shan Berkhie.



Following a long period of hard work, effort and commitment, Alexander's Moving & Storage has gained the coveted ISO 9002 certification established by the International Organization for Standardization — a worldwide coalition promoting quality standards.

Alexander's is the first Atlas agent — and one of only a handful of full-service moving companies — to achieve the certification. The certification means that Alexander's is now internationally recognized as having a model for quality assurance. Alexander's certification, which was awarded by ISO auditing company Ascort, is unique in that most companies only certify one aspect of a business. The certification encompasses everything Alexander's does as a service company.

"We had already undergone measurement under Atlas Van Lines' rigorous quality program and implemented our own formal quality process," states Alexander's President Don Hill. "Progression of our quality process made ISO certification the next logical step."

Alexander's assembled teams in Tustin and Baltimore under the direction of director of quality and customer satisfaction Alan

Browning. Browning also prepared the offices for the arduous auditing process and acted as liaison with Ascort, the auditing company. The process required months of work and training.

ISO certification requires companies to establish and document quality criteria, then measure performance against the criteria and rectify any variances or non-conformance.

"I wasn't sure that a service company could attain the goal,

especially a moving company with all our intangible requirements," says Hill. "There are only about 8,600 ISO registered companies in the U.S., and less than 15% are certified after the initial audit."


"But I knew if anybody could do it, we could."



Alexander's ISO team in Baltimore, Maryland: Beth Nisam, Jody May, Robby Burch, Amy DuBree and Anne Schollan.

International Moving and Relocation Services - American Red Ball International - Microsoft Internet Explorer

Address: <http://www.americanredball.com>



International Moving and Relocation Services
American Red Ball International, Inc.

ISO 9002 Certified

As international moving specialists, we provide you with quality, high value moving services around the world. We invite you to [read all about us](#) and discover how our 30 years of experience in international removals and overseas transfers has taught us how to handle your most fragile of personal belongings with special care and attention. We also offer complete [corporate relocation services](#), making the door to door moving process seamless with professional packing, unpacking and [long-term storage](#). For military transfers and government employee relocations you can leave the details to us for complete household moves including family cars. Use our [express request](#) for FREE ESTIMATES, customized moving services, and locating our nearest agent representative, or request a [free relocation guide!](#) Visit the [international moves section](#) to learn more about moving and living abroad.


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Express Request Form
Agent Spotlight
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As international relocation specialists, we provide you with quality, high value moving services around the world. For corporate relocation, family household moves, military and government employee moves you can leave the details to us!

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Atlas Van Lines International
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Seattle, Washington 98125
Toll free: 1-888-669-6031
Local: 206-526-1137
Fax: 206-526-2434
E-mail: sales@atlasintl.com

Interstate Van Line Division
Atlas Van Lines
Toll free: 1-800-638-9797
Local: 812-424-4326
Fax: 812-421-7142
E-mail: jimhuth@atlasvanlines.com

Welcome to Alexander's Moving & Storage - Microsoft Internet Explorer

Address: <http://www.alexanders.net/>



ISO 9002 CERTIFIED

Where do you want to go?

- What's New?
- About Alexander's
- Our Services
- E-Mail Us
- Customer Sites
- How Was Your Move?
- Moving Tips & Info
- Industry Info & Links


Alexander's Moving & Storage was established in 1953 with a commitment to professional, yet responsive and friendly service. We provide corporate, government and private customers with a broad range of transportation services far exceeding their expectations. We are the top revenue and hauling multi-agency for Atlas Van Lines, a leader among relocation carriers.



Alexander's is Strategically Positioned to Service All of Your Domestic & International Moving Needs...
Call or E-Mail the Location Nearest You.

Atlantic Relocation Systems - Microsoft Internet Explorer

Address: <http://www.atlanticrelocation.com/home.html>



What does Atlantic know that you should know?


Atlantic Relocation Systems, agents for Atlas Van Lines, are an integrated network of agents, specializing in Corporate Relocations.

the listening corporate mover®

So, you are the individual responsible for managing your organization's transportation needs...

From Household Goods, Office and Industrial, to High Value Products Atlantic Relocation IS your solution.

special products international moves
residential air freight
records storage office & industrial
warehousing distribution




Smyth Moving Service of Alaska - Microsoft Internet Explorer

Address: <http://www.smythmovers.com/>

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FREE ESTIMATE!
COMPANY SERVICES
CONTACT INFO
COUNTRY INFO
WEB LINKS

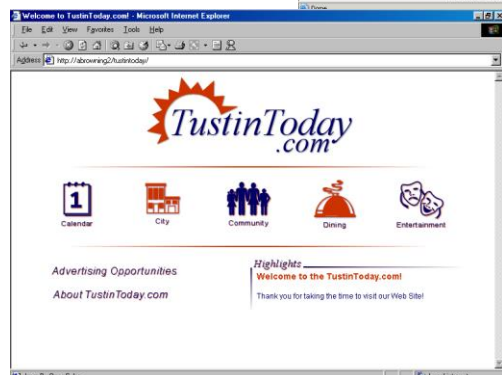
CORPORATE
AGENT UPDATES
SMYTH FORWARDING
MILITARY REGISTRATIONS
SAM INFO
CLAIMS



Smyth Moving Service of Alaska: smyth@alaska.net
Smyth Moving Service of Washington: smyth@smythmovers.com

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**IMPLEMENTING AN ISO 9000:2000 COMPLIANT
QUALITY MANAGEMENT SYSTEM**

PROGRAM OVERVIEW

VISION QUEST
INTEGRATED TECHNOLOGIES, INC.

1131 EAST MAIN STREET • SUITE 109 • TUSTIN • CALIFORNIA 92780-4400
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The Focus

- The foundation of Quality is built upon Total Quality Management Not ISO.
- Customer Satisfaction, both internal and external, is the Benchmark.
- The effectiveness of a Quality System is directly proportional to the Commitment of Management.

THE MANAGEMENT FUNCTIONS



Program Overview

- Planning
 - Organizational Needs Assessment
 - Leadership Development Training
 - Quality Policy Development
 - Vision, Mission, Goals, and Objectives
- Organizing
 - Create company Intranet
 - Establish Departmentation
 - Establish Job Division
 - Identify differentiated tasks
 - Implement Employee Handbook
- Leading
 - Establish hiring standards
 - Set Expectations (Performance Assessment)
 - Training and Coaching

Program Overview

- Leading (continued)
 - Initiate process development
 - Motivate through recognition
- Controlling
 - Evaluate effectiveness of new processes
 - Ensure Document Control
 - Identify critical processes to metric
 - Create metrics for critical processes
 - Establish methods to adjust non-compliance
 - Internal Pre-Certification Audit
- Auditing
 - Third Party Certification Audit

Planning

- Perform a needs assessment of the organization
- Implement a policy for quality and create a quality policy manual
- Deliver the leadership development training program
- Develop and implement a quality plan

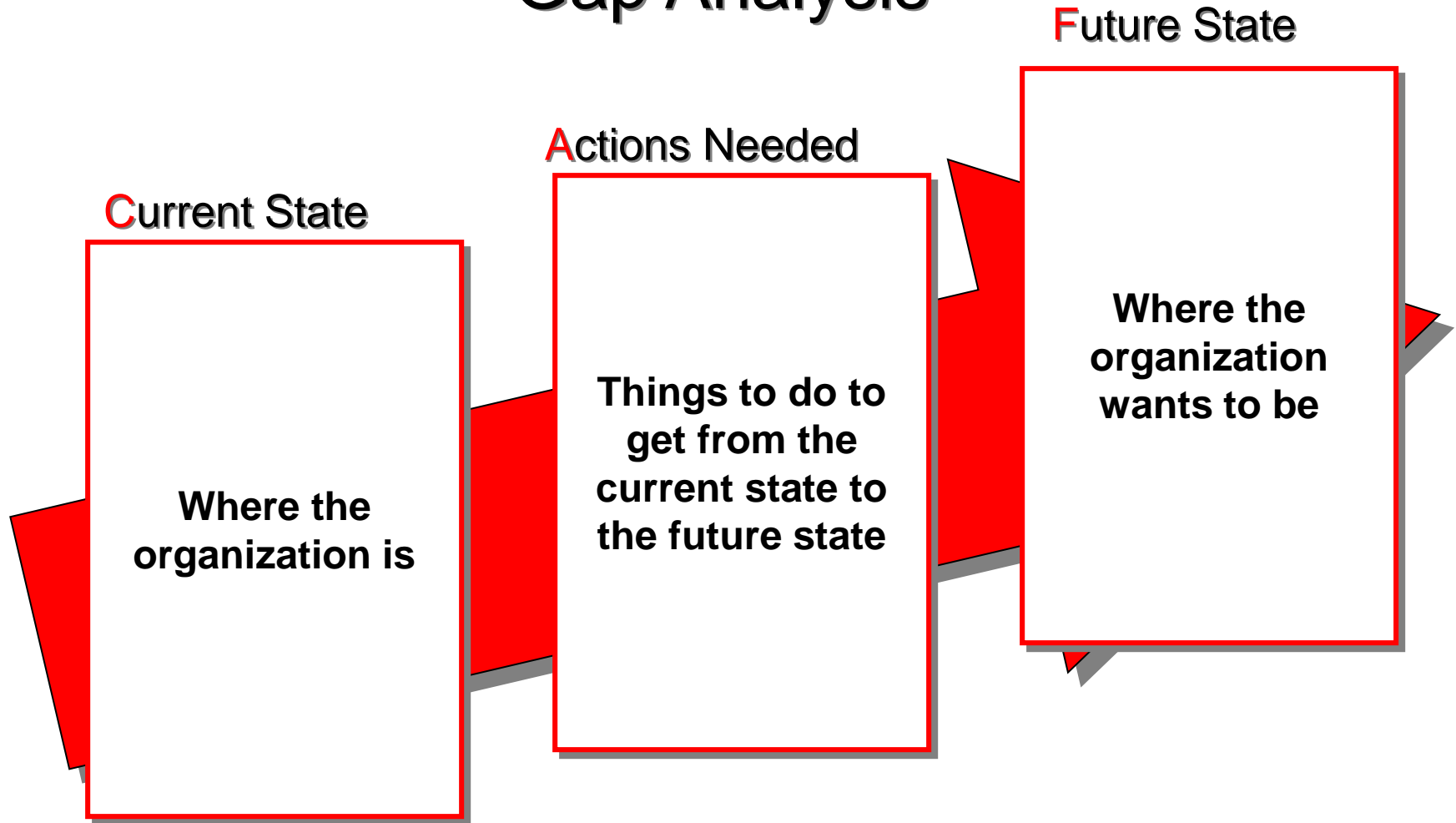
Planning

Needs Assessment

Using a Gap Analysis the organization will perform an initial needs assessment. The Gap Analysis allows management to identify a future state of the organization, determine the current state of the organization, and then identify action items to move the organization from current state to future state.

Planning

Gap Analysis



Planning

Quality Policy

A Quality Policy is a statement set forth by the organization which summarizes its philosophy of quality. The statement should be brief, meaningful, and directly impact the customer.

Planning

Quality Policy Manual

The ISO 9000 Standards stipulate that the organization must create a Quality Policy Manual that defines the organization's commitment to quality. The Quality Policy Manual also stipulates senior management's roles and responsibility for ensuring the organizations compliance to the ISO Standards.

Planning

Quality Plan

The Quality Plan defines the Vision, Mission, Goals, and Objectives that the organization will work towards achieving during the Quality System Implementation. The Quality Plan is the base line metric that the organization will use to measure its progress.

Organizing

- Identify customer requirements and determine specific and quantifiable metrics which will become the standards for the organization
- Identify all of the specific regulatory standards required for the industry
- Create organizational structure and departmentation
- Establish departmental managers or supervisors
- Establish, document, and implement specific organizational processes whose output has quantifiable metrics
- Develop performance requirements based on quantifiable metrics



Organizing

Management

The creative problem solving process of planning, organizing, leading and controlling an organization's resources to achieves its mission and objectives.

Organizing

Mission Functions

Activities directly associated with accomplishing an organization's mission. These include planning, Organizing, Leading, and Controlling



THE MANAGEMENT FUNCTIONS

WHAT MANAGERS DO



Organizing

The Functions of Management

Planning

Organizing

Leading

Controlling

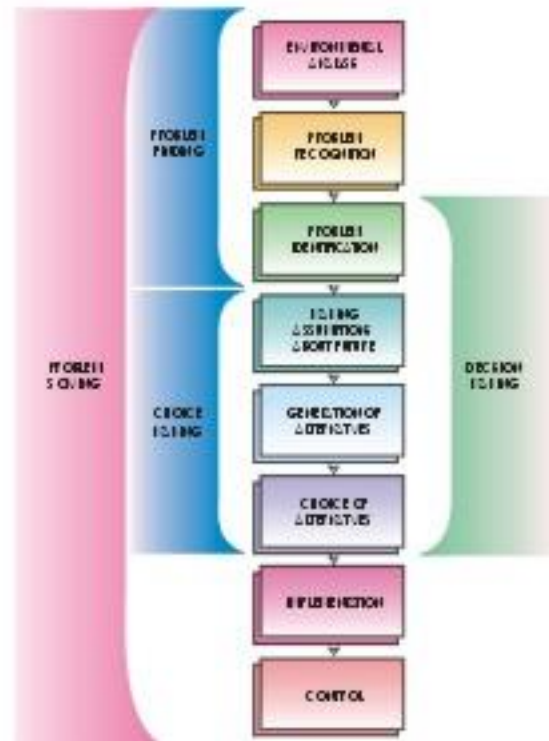
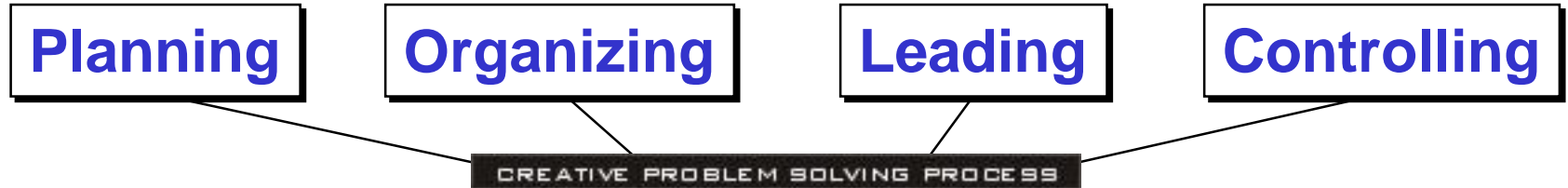
Organizing

The Functions of Management

| Planning | Organizing | Leading | Controlling |
|-----------------------|----------------------------|--------------------------------|-------------------------------|
| Strategic Planning | Process Development | Leadership | MIS |
| Corporate Planning | Organizational Development | Motivation | Internal Control Development |
| Departmental Planning | Resource Identification | Morale Studies | Performance Appraisals |
| Sales Planning | Resource Development | Reward and Recognition Systems | Customer Satisfaction Surveys |
| | | Pay for Performance | Systems Analysis |

Organizing

The Functions of Management



Organizing

Customer

Anyone that receives an output from any of your processes, both within the company and external to the company. Most employees of companies deal more often with internal customers rather than external customers. However, all processes eventually lead to the external customer.

Organizing

Organizational Customer Identification

Organizing

Organizational Customer Identification

Customer
Call

Receptionist

Customer
Service

Product
Coordinator

Customer

Delivery

Manufacturing

Accounting
Accts. Rec.

Customer

Accounting
Billing

Organizing

Organizational Customer Identification

**Customer
Call**

Originator

Receptionist

**Customer
Service**

**Product
Coordinator**

Customer

Delivery

Manufacturing

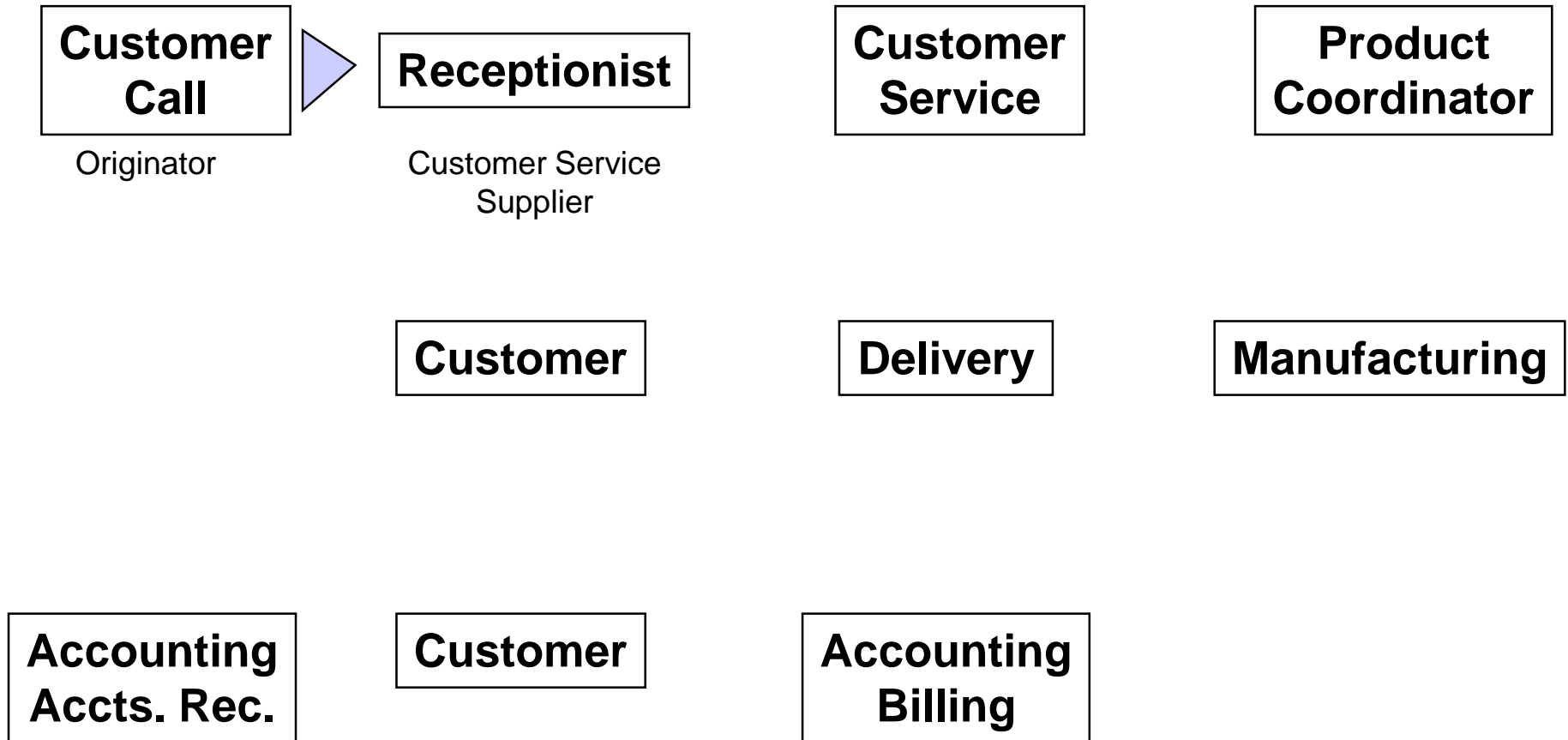
**Accounting
Accts. Rec.**

Customer

**Accounting
Billing**

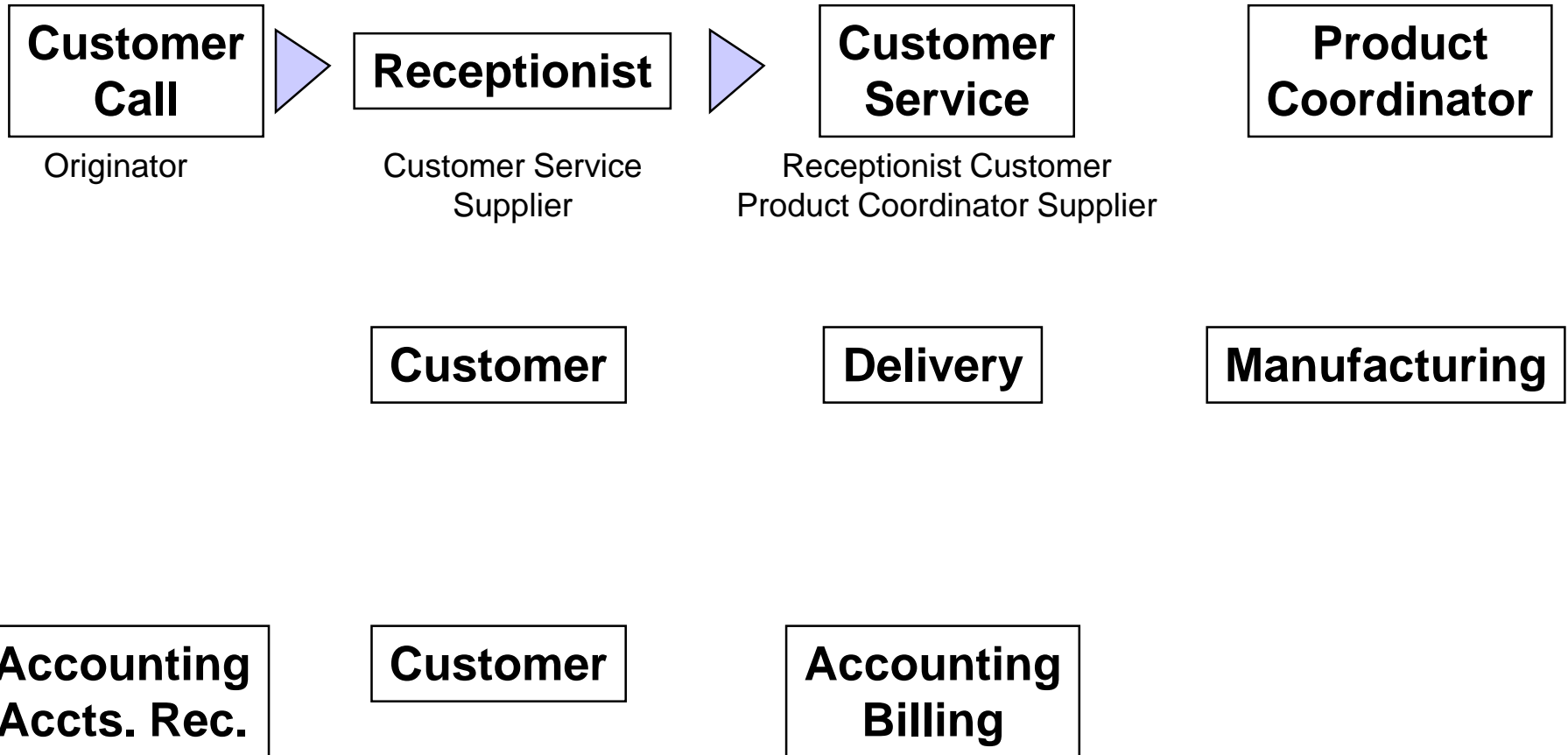
Organizing

Organizational Customer Identification



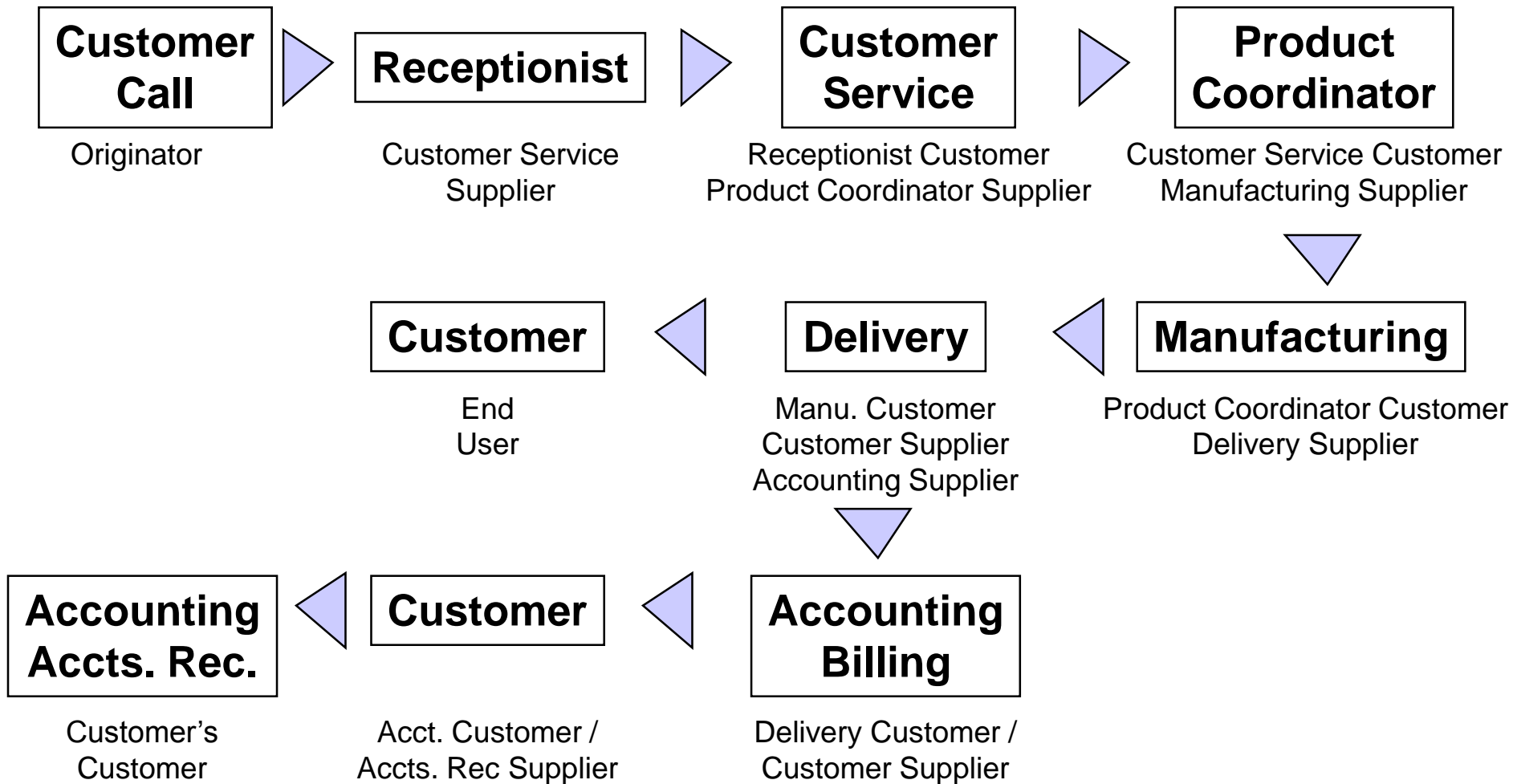
Organizing

Organizational Customer Identification



Organizing

Organizational Customer Identification



Organizing

Organizational Process Connectivity (FLOW)



Organizing

Organizational Process Connectivity (FLOW)

Customer
Call

Receptionist

Customer
Service

Product
Coordinator

Customer

Delivery

Manufacturing

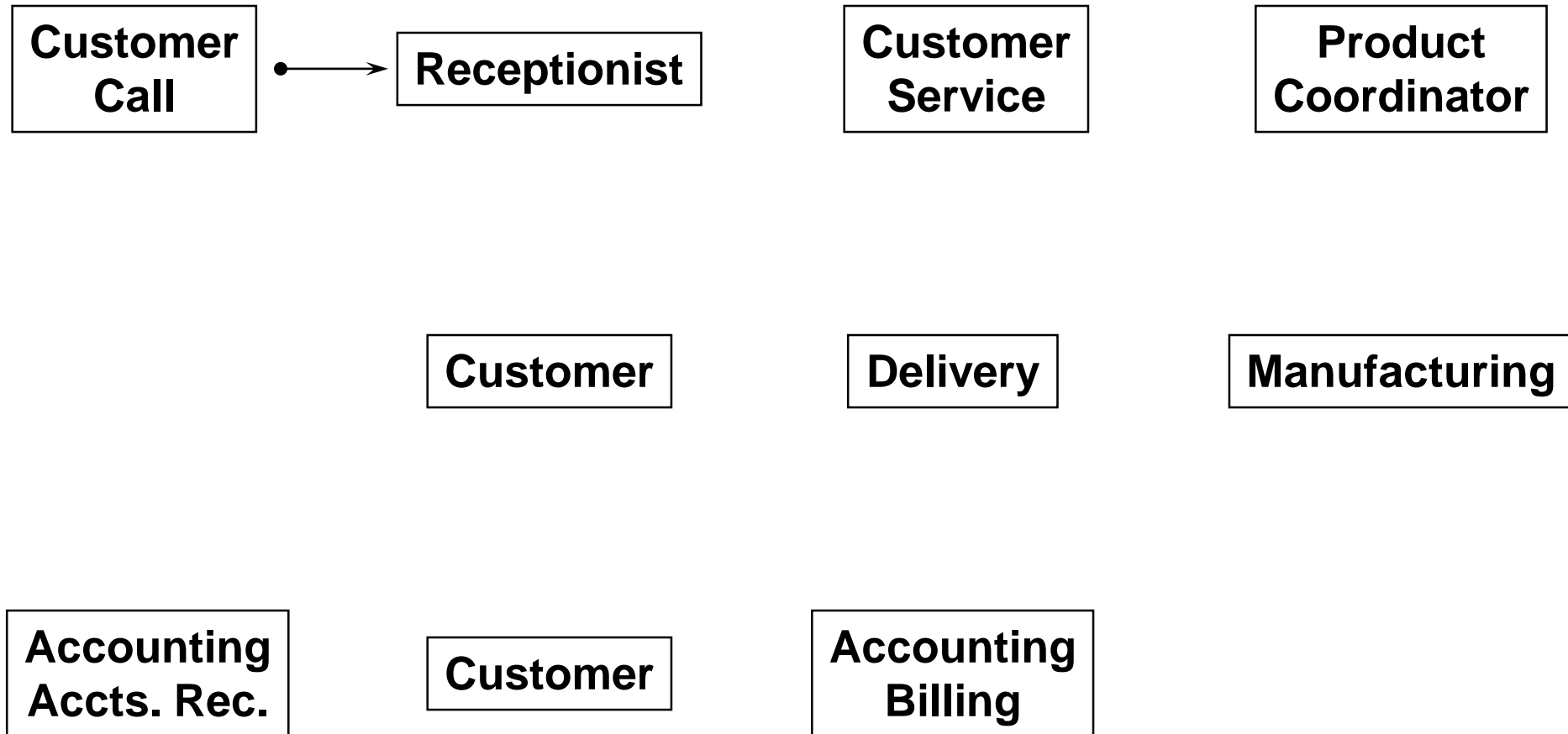
Accounting
Accts. Rec.

Customer

Accounting
Billing

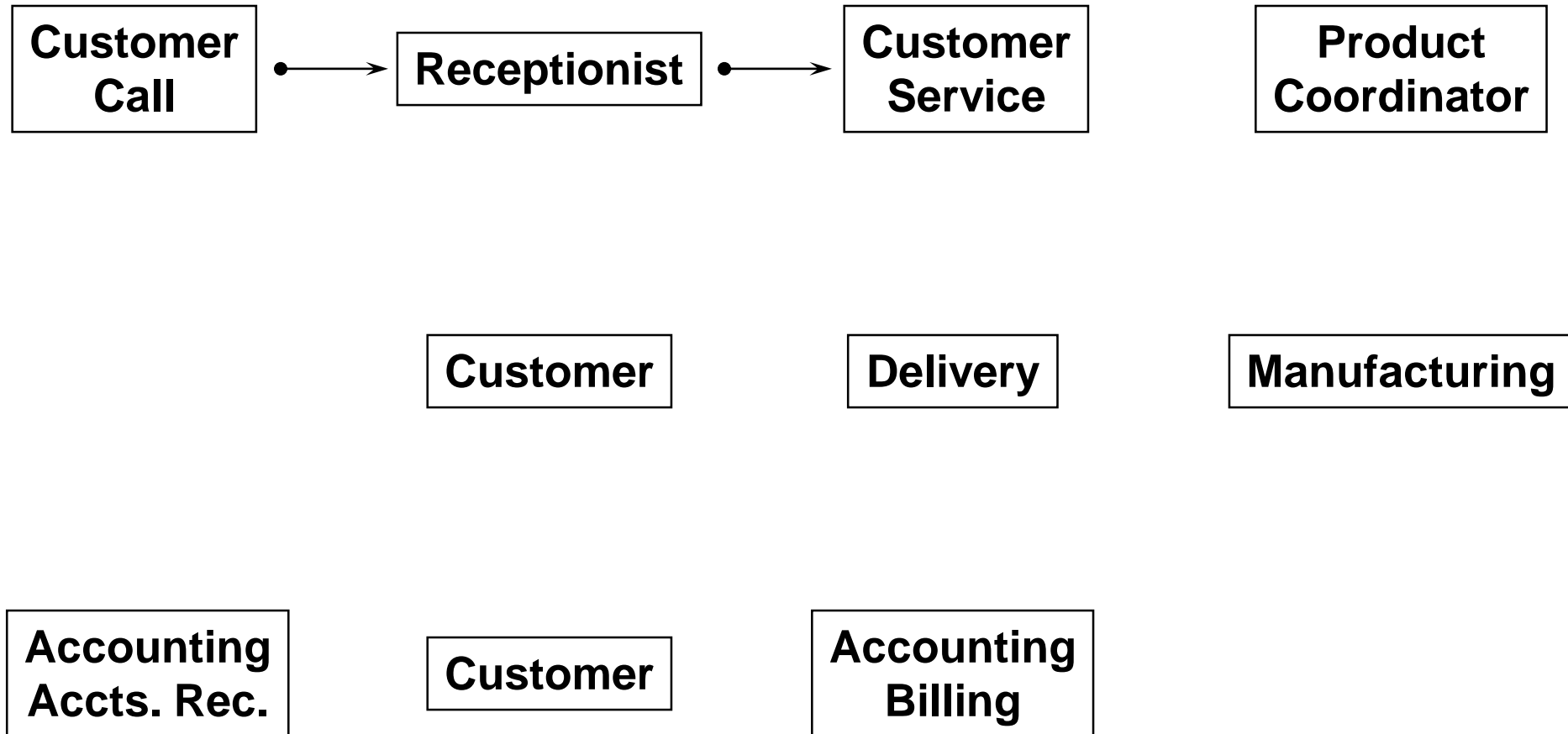
Organizing

Organizational Process Connectivity (FLOW)



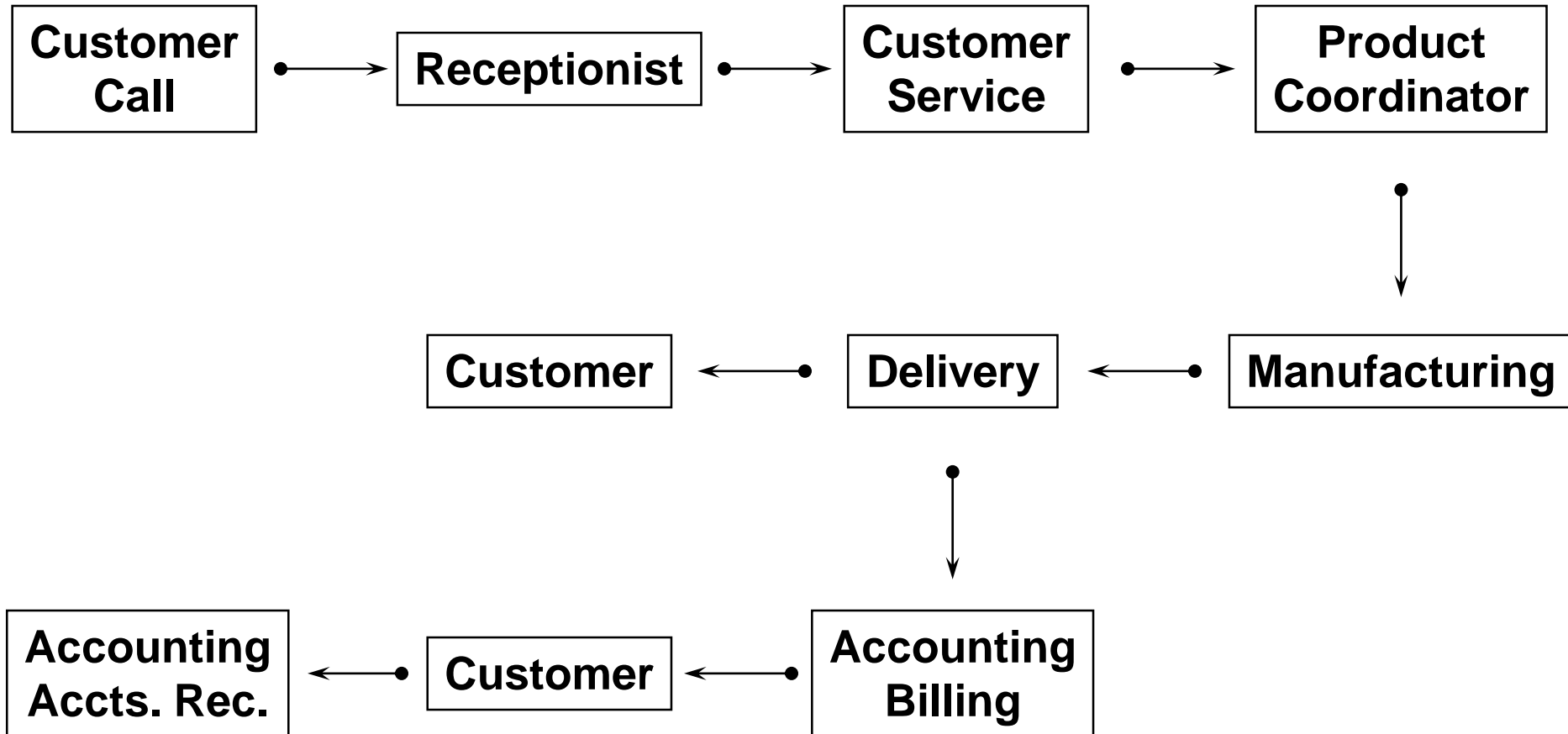
Organizing

Organizational Process Connectivity (FLOW)



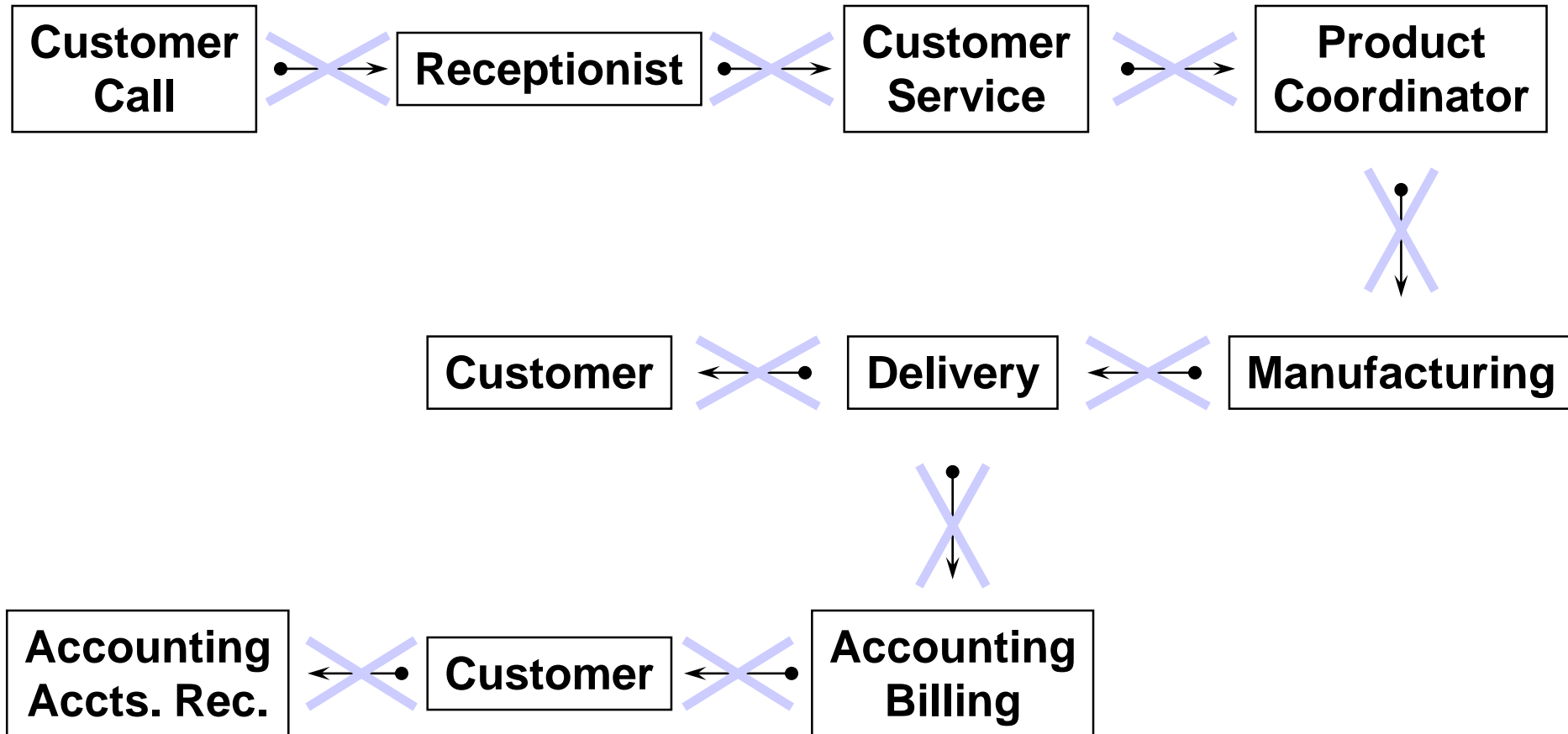
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Organizational Process Connectivity (FLOW)



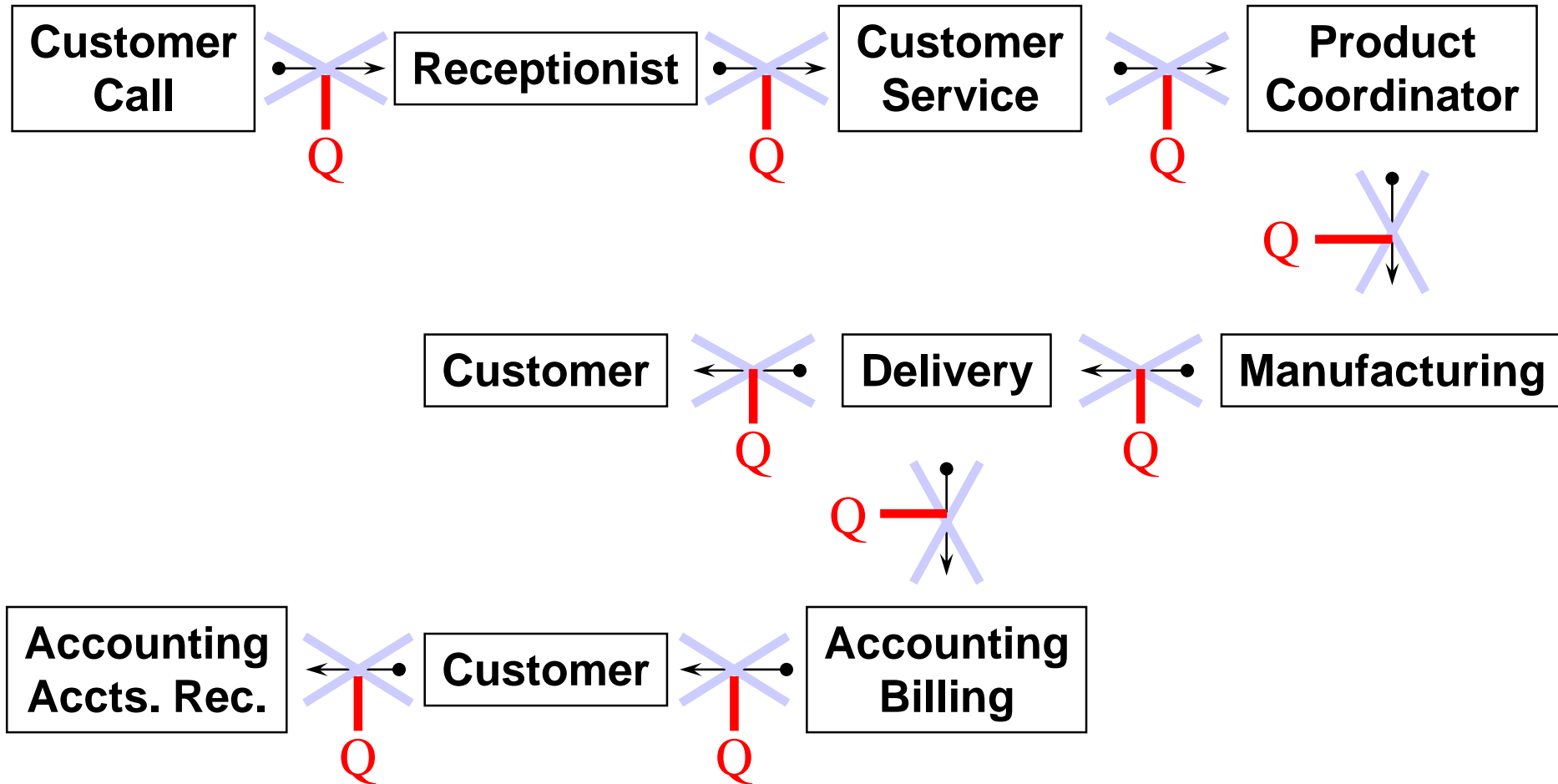
Organizing

Organizational Process Connectivity (FLOW)



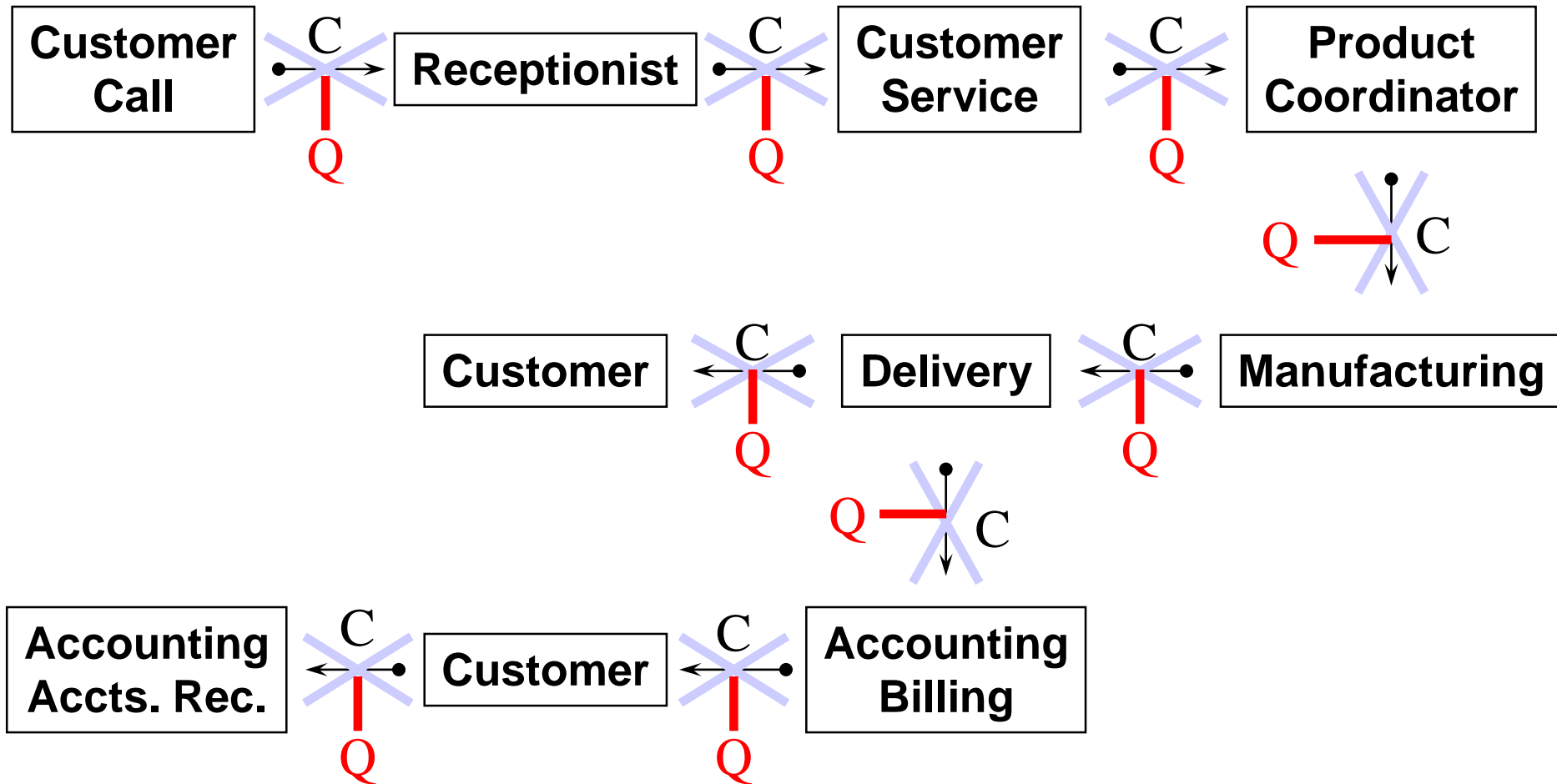
Organizing

Organizational Process Connectivity (FLOW)



Organizing

Organizational Process Connectivity (FLOW)

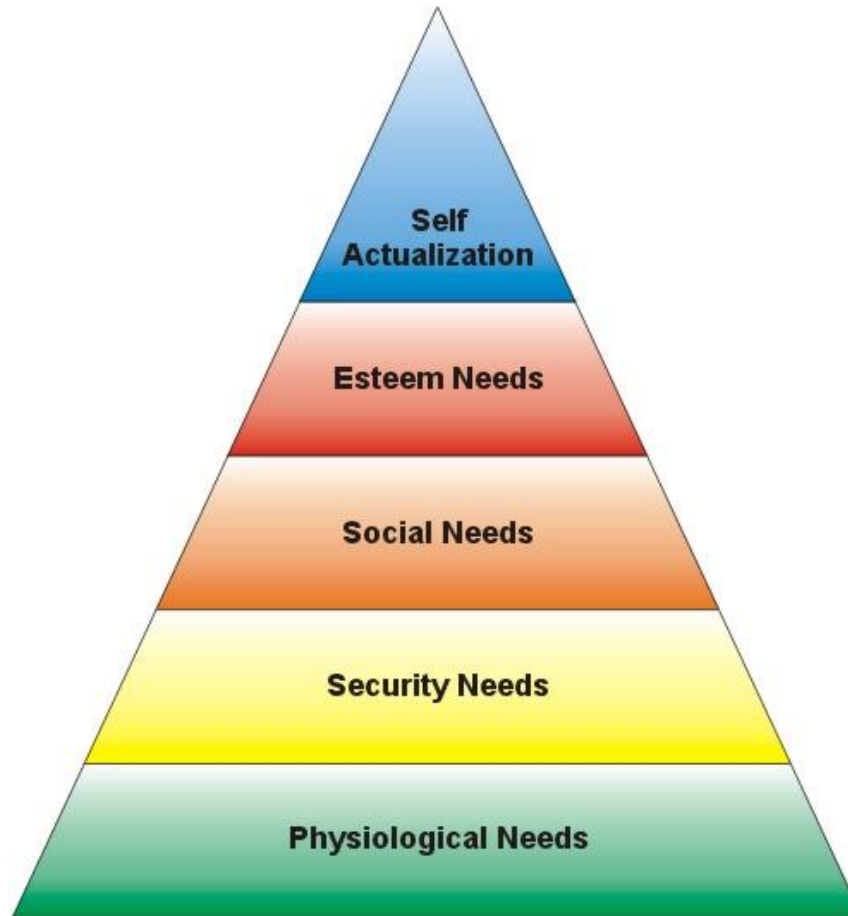


Leading

- Develop human Resource Management
- Create and implement Employee Handbooks
- Instantiate and institute performance expectations
- Establish and perform regular performance reviews
- Develop and institute reward and recognition systems

Leading

MASLOW'S HIERARCHY OF NEEDS



Leading

Hawthorne Effect

Westinghouse Relay Assembly Study

An effect produced by a secondary factor, such as the attention given to the subjects, rather than by the factor under study.

Controlling

- Process design and updates
- Statistical metric design and compliance
- Internal Auditing
- Technology solutions
- Intranet development

Controlling

Process Obsessed



Controlling

Reasons We Use Written Processes

- To identify and meet customer expectations consistently
- To have the ability to measure process input
- To have the ability to measure process output
- Retain organizational core competencies
- To be able to cross train and retrain new and existing employees
- Processes tend to be the focus of quality inspectors

Controlling

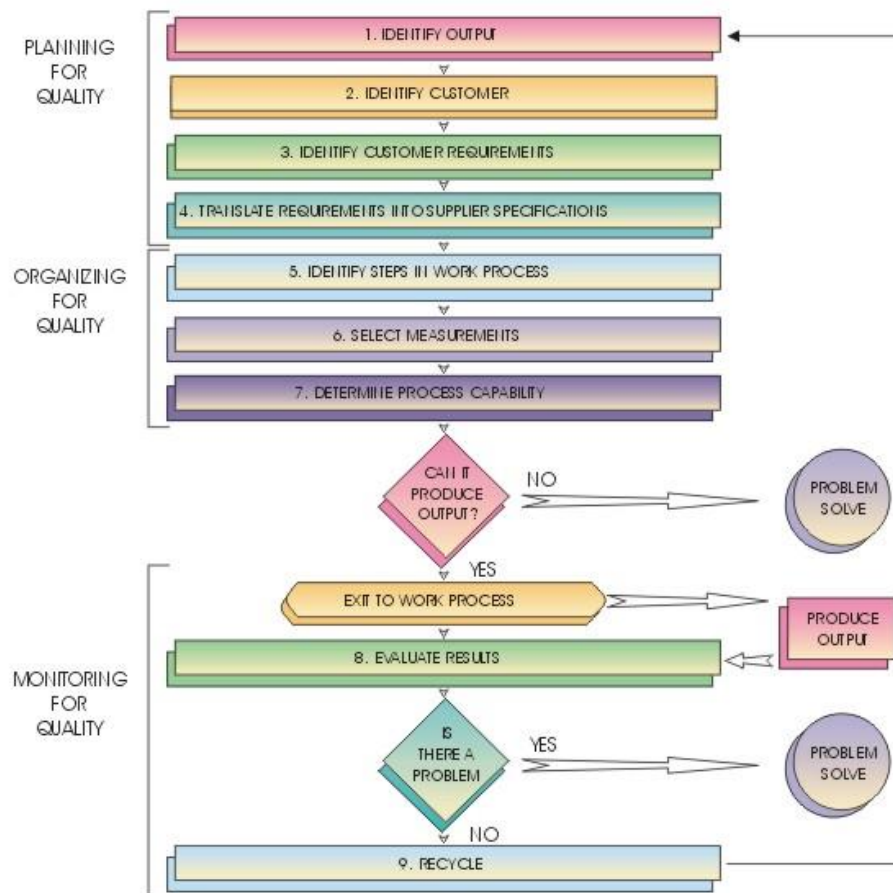
Written Process Enablers

A written process gives us the clear understanding of the tasks requirements by providing us the following key elements.

- Knowing what the requirements of the customer are.
- Knowing what inputs we need to meet those customer requirements.
- Knowing what actions must be applied to the inputs in order to produce output.
- Being able to verify that correct inputs are being received.
- Being able to verify that correct output is being produced

Controlling

QUALITY IMPROVEMENT PROCESS

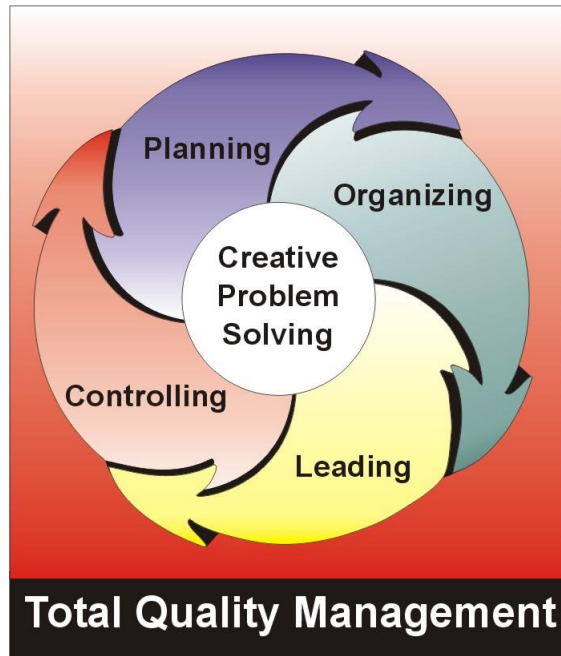


Auditing

- Performance of In-system design Internal Audits
- Performance of pre-Accreditation Audit
- Application for Accreditation with selected registrar
- Walk the Accreditation 3rd Party Audit
- Assist with correcting any non-conformities
- Assist with Continuous Quality improvement

Deployment

Putting it All Together



Deployment

Strategic Planning Meeting

- Typically 2-3 Day Planning Session
- Highest levels of management **must** attend
- Recommend line management and potential managers to attend
- Planning should be for every segment of the organization
- Recommended to be off-site

Deployment

Leadership Development Training



This is typically a three-day training class. It is fast paced and interactive. It is recommended that this course be conducted off-site. An off-site location is preferred in order to optimize the focus of the participants. It reduces interruptions, it can be a recognition opportunity, and it allows for a break from the day-to-day.

The course is usually conducted Tuesday-Thursday, 8-5. However, in recognition of some organizations inability to allow all managers, supervisors, and candidates off-site for three business days the course can be modified to fit in a weekend time frame.

Deployment

Leadership Implementation

- Company Vision, Mission, Goals
- Development of Departmental Vision, mission, Goals
- Determining and setting performance expectations
- Development of Employee Handbooks
- Initial Performance Review and Expectation Setting
- Living Vision, Mission, Goals

Deployment

Organizational Quality Training



This is typically a two-day training class. It is fast paced and interactive. It is recommended that this course be conducted off-site. An off-site location is preferred in order to optimize the focus of the participants. It reduces interruptions, it can be a recognition opportunity, and it allows for a break from the day-to-day.

The course is usually conducted Tuesday-Wednesday and Thursday-Friday, 8-5. However, in recognition of some organizations inability to allow all managers, supervisors, and candidates off-site for three business days the course can be modified to fit in a weekend time frame.

Number of class participants should not be less than 10 nor exceed 20.

Deployment

Process Development

- Creation of Process Map
- Drafting of Processes
- Creation of Document Management System
- Implementation of Intranet (Optional)
- Deployment of Processes

Deployment

Coaching and Mentoring

- Participate in Departmental Meetings
- Participate in Quality Team Meetings
- Assist managers
- Assist employees
- Start Internal Audit Familiarization

Deployment

Auditing

- Perform Internal Audit
- Register for Accreditation Audit
- Walk Accreditation Audit
- Assist with non-conformities (If any)

Deployment

Fees

| | |
|---|------------------------|
| Initial Needs Assessment and Program Planning Meeting | \$2,500.00 |
| Quality Policy Manual Development | \$2,500.00 |
| Quality Plan Development | \$2,500 |
| 3 Day Leadership Development Training Class | \$1,275.00 per student |
| 2 Day Quality Tools Development Training Class | \$775.00 per student |
| Consulting Hours | \$175.00 per hour |

Textbooks for use in all courses are included in the fees. All other printed materials will be billed separately.



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