

# Our Heritage

From our beginning providing Sonar Analysts expertise to the Navy from a stone cottage in the backyard of Dave and Muriel Hinkle's home, Sonalysts' journey from 1973 to today is best described in terms of independence, growth, and employee ownership.

## INDEPENDENCE

Sonalysts was independently born and bred. Dave and Muriel incorporated the business after Dave left the Submarine Force. Their personal sacrifices and entrepreneurship yielded remarkable successes and more demand for their services. With a collective commitment to national defense, passion for creatively tackling tough problems, and unity of purpose amongst employees, the company has continued independently operating.

## GROWTH

Sonalysts has flourished due in large part to an entrepreneurial framework that enables motivated, industrious individuals and teams to pursue their passions in service, support, creativity, and technology. Our diversification has buffered economic turbulence. Evidence of our growth and strength include:

- A multi-disciplined workforce of more than 350
- Delivering value to clients throughout our "TOP SECRET to Top 40" solution space
- A diverse client base across federal and commercial sectors
- "Highly favorable" liquidity ratios and financial sound.

## EMPLOYEE OWNERSHIP

Sonalysts is a pioneer in the field of employee ownership as an early adopter of the Employee Stock Ownership Plan (ESOP) in 1979. Each employee is offered a "piece of the rock" providing an incentive to build his or her own secure future by making the company successful.

We hire owners, not just employees, who stay true to the simple core values of our founders. The partnering mindset and behaviors woven in the Sonalysts fabric intrinsically inspire our business approaches and human relationships with our clients.

That's who we are.



**Sonalysts' main campus in Waterford, Connecticut, consists of offices, research labs, sound stages, media production facilities, and construction and test facilities.**

**SONALYSTS**  
EXPERIENCE | CREATIVITY | EXECUTION

## HEADQUARTERS

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1-800-526-8091  
[www.sonalysts.com](http://www.sonalysts.com)  
[inquiries@sonalysts.com](mailto:inquiries@sonalysts.com)

## REGIONAL OFFICES

Bremerton, WA	Newport, RI
San Diego, CA	Crystal City, VA
Kailua, HI	Virginia Beach, VA
Colorado Springs, CO	Stafford, VA
Great Lakes, IL	Dahlgren, VA
Dayton, OH	Patuxent River, MD

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Creativity  
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# Our Solution Space



## PERFORMANCE SUPPORT AND TRAINING

- Proficiency-engineered training and learning experiences
- Full spectrum analysis thorough product fielding with integrated technology



## GAMES FOR TRAINING AND FUN

- Serious applications for analysis and training, and fun commercial titles, too
- Leading-edge modeling and simulation competencies



## OPERATIONS ANALYSIS AND INDUSTRIAL ENGINEERING

- Achieving performance outcomes via data collection and analysis of operations



## HUMAN SYSTEMS INTEGRATION

- Effecting optimization of whole system performance
- Unique HSI domain expertise and tools



## WEATHER AND AVIATION INFO SYSTEMS

- wXstation™ alerting and visualization toolset



## MARKETING AND COMMUNICATIONS

- Cohesive brand strategy, design, and technology packaging
- Impactful multimedia strategic collateral



## MEDIA PRODUCTION AND ENTERTAINMENT

- Film and broadcast shooting, post-production, and sound recording
- Motion graphics and animation
- Exhibit and show experiences



## SMALL BUSINESS INNOVATIVE RESEARCH

- Channeling our innovation potential to the nation's needs
- Commercialization Achievement Index of 95%

# Core Advantage

We are a high-performing, employee-owned company of very capable and credentialed science, technology, engineering, artistic, and subject domain expert professionals.

## efficient

Our autonomous, form-fit project teams *efficiently* deliver results

## precise

Our enterprising, nonhierarchical business culture delivers *precise* results

## consistent

Our certified continuous process improvement and quality management practices deliver *consistent* results

## transformative

Active, innovative research and development efforts deliver *refreshing* and sometimes *transformative* results

# Innovation Delivered

# About Sonalysts

Sonalysts, Inc. is a proven provider of specialized engineering, professional, technical, and scientific services and products that address our AEROSPACE, DEFENSE, CORPORATE, and ENTERTAINMENT industry clients' most important needs.

The majority of our work is for the Department of Defense. Other federal clients include the Nuclear Regulatory Commission and the Departments of Energy and Homeland Security. Major corporations and small businesses also demand our highly-coveted talent and are valued clients.

We are a tightly integrated workforce that creates value-driven solutions utilizing energy manifested from our internal fusion of logic- and intuition-based (left-and right-brained) disciplines.

## Our core competencies include:

- Training Systems and Solutions
- Listening, Facilitating, Analyzing, Documenting
- Engineering Human Performance
- System and Software Engineering
- Creating Remarkable Learning and Entertaining Experiences

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