



Richard Lewis

## RTL Networks, Inc. – A Shining Startup

-Emily Mann

RTL Networks, Inc., is a Small, Disadvantaged, HUBZone, Disabled-Veteran owned business owned by Richard Lewis, a 1989 graduate of the U.S. Air Force Academy, operating in the Denver area. RTL Networks provides various IT support services, primarily focused on networking. Mr. Lewis is Cisco certified, and has experience in managing network projects both for the U.S. Air Force and private business.

Mr. Lewis is noted as having done all the right things in starting his business, obtaining licenses, SBA certifications, and identifying the niche areas where RTL Networks can add value to government and commercial contracts; Mr. Lewis is now diligently seeking opportunities to grow the business.

After separating from active duty in 1999, Mr. Lewis worked for leading IT and telecommunications companies such as Cisco Systems, Avaya and Qwest Communications, before deciding to establish his own company, RTL Networks, Inc., in July 2002. Recently, RTL Networks was awarded one of the largest Cisco Systems maintenance contracts for Smartnet for the Air Force. The contract supports the mission of the 50 th Space Wing at Schriever AFB, Colorado, which is responsible for the command and control of more than 140 Department of Defense satellites. RTL Networks has supported Buckley AFT, Colorado, as a subcontractor, as well as numerous local, state, and federal agencies.

RTL Networks has also begun work on an RFID requirements document study being done on behalf of Denver RTD (Regional Transportation District). Expanding into this new area of technology excites Mr. Lewis, as it provides opportunity to build on the company's broad base of IT experience.

Mr. Lewis was quoted in an Air Force Outreach Program Office News Release, "I personally believe that it is our "customer first" way of doing business, combined with ethical behavior, that have made us successful thus far," Mr. Lewis further stated, "This is confirmed by our customers, who regularly tell us that we are doing a great job of responding to their needs. This customer-first/ethical behavior combination also requires us to keep the customers needs in the forefront of our minds when recommending and selling products and services. I believe this is noted and appreciated by our customers."

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Lockheed Martin Corporation will support RTL Networks as this small company performs contractually and grows over the coming years.

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