National Small Business Conference
"Critical Infrastructure Opportunities"
15 - 18 May 2007
Houston, TX

Agenda

Wednesday, 16 May 2007

Department of Homeland Security Keynote Address:
Honorable Jay Cohen, Under Secretary for Science and Technology, Department of Homeland Security

Panel: Critical Infrastructure and Preparedness Panel
Panelists:
- Mr. Antwane Johnson, Deputy Director, Critical Infrastructure Protection (EA), Office of the Assistant Secretary of Defense (HD &ASA)
- Mr. Michael Matthews, Division Head (Acting) Infrastructure/Geophysical, Department of Homeland Security

Panel: Prime Contractor
Moderator: Mr. Ronald Perlman, Esq., Chair, Government Contracts Section, Buchanan Ingersoll & Rooney, PC; Vice Chair, NDIA Small Business Division
Panelists:
- Mr. Babak Nouri, Assistant Vice President, Small Business Programs, SAIC
- Mr. Doug Patrick, Director of Integrated Supply Chain, Raytheon Company
- Ms. Jaye Lampert, Rolls-Royce Corporation, Small Business Liaison Officer
- Ms. Diane Dempsey, Director Small Business Relations, BAE Systems

Thursday, 18 May 2007

Panel: Effective Infrastructure Marketing to the Federal Government
Mr. Wayne Simpson, Deputy Director, Office of Small Business, Department of Veterans Affairs
4th Annual National Small Business Conference
“Critical Infrastructure Opportunities”

May 15-17, 2007
Hyatt Regency Houston
Houston, TX
Event #7140
**CONFERENCE AGENDA**

**TUESDAY, MAY 15, 2007**

1:00pm–6:30pm  Registration Open and Display Setup

5:00pm–6:30pm  Opening Reception in Display Area

**WEDNESDAY, MAY 16, 2007**

7:00am–6:30pm  Registration Open

7:00am–8:00am  Continental Breakfast in Display Area

8:00am–8:30am  Welcoming Remarks  
Lt Gen Lawrence Farrell, Jr., USAF (Ret), President and CEO, NDIA

NDIA Small Business Division Chairman Remarks  
Mr. Tyrone Taylor, Director, Washington Relations, West Virginia High Technology Consortium Foundation

8:30am-9:15am  Department of Homeland Security Keynote Address  
Hon. Jay Cohen, Under Secretary for Science and Technology, Department of Homeland Security

9:15am–10:00am  Ms. Mary Petryszyn, Vice President, Joint Battlespace Integration, Raytheon Integrated Defense Systems

10:00am–10:30am  Break in Display Area

10:30am–11:45am  Contracting with Local and State Governments Panel  

*Moderator:*  
Hon. Robert Eckels, County Judge, TX (Ret), Partner, Fulbright & Jaworski

*Panelist:*  
Mr. Jack Colley, State Coordinator, State Emergency Management Council

12:00pm–1:30pm  Lunch and Presentation of the Dr. Kathleen P. Sridhar Small Business Executive of the Year Award
1:30pm–3:00pm  Critical Infrastructure and Preparedness Panel

_Moderator:_
Mr. Tyrone Taylor,  Director, Washington Relations, West Virginia High Technology Consortium Foundation

_Panelists:_
Mr. Antwane Johnson, Deputy Director, Critical Infrastructure Protection (EA), Office of the Assistant Secretary of Defense (HD & ASA)

Mr. Michael Matthews, Division Head (Acting) Infrastructure/Geophysical, Department of Homeland Security

3:00pm–3:30pm  Break in Display Area

3:30pm–5:00pm  Prime Contractor Panel

_Moderator:_
Mr. Ronald Perlman, Esq., Chair, Government Contracts Section, Buchanan Ingersoll & Rooney, PC; Vice Chair, NDIA Small Business Division

_Panelists:_
Mr. Babak Nouri, Assistant Vice President, Small Business Programs, SAIC

Doug Patrick, Director of Integrated Supply Chain, Raytheon Company

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Ms. Diane Dempsey, Director Small Business Relations, BAE Systems

5:00pm–6:30pm  Networking Reception in Display Area

**THURSDAY, MAY 17, 2007**

7:00am–5:00pm  Registration Open

7:00am–8:00am  Continental Breakfast in Display Area

7:00am–8:00am  Women In Defense Breakfast, Arboretum 5 - 2nd Floor

8:00am–8:15am  NDIA Small Business Division Chairman Remarks
Mr. Tyrone Taylor,  Director, Washington Relations, West Virginia High Technology Consortium Foundation
8:15am–9:00am  Department of Defense and Critical Infrastructure Protection Keynote Address  
Mr. Peter Verga, Principal Deputy for Homeland Defense, DoD

9:45am–10:15am  Break in Display Area

10:15am–11:45am  Small Business Panel, Success in Critical Infrastructure Protection

Moderator:  
Ms. Ludmilla Parnell, Marketing Director, Small Business Partnerships, General Dynamics Information Technology

Panelists:  
Mr. Phil Gahn, Director of Business Development Security Technology, Epsilon Systems Solutions  
Mr. John V. Meyers, President and CEO, NAID  
Mr. John E. Taylor, President, Mercury Data Systems  
Mr. David Pak, President, USmax Corporation

12:00pm–1:30pm  Lunch with Speaker  
Mr. Nicholas Owens, Ombudsman, Small Business Administration

1:30pm–3:00pm  Effective Infrastructure Marketing to the Federal Government Panel

Moderator:  
Mr. Ralph Thomas, III, Counsel - Government Contracts Practice Group, Buchanan Ingersoll & Rooney PC

Panelists:  
Mr. Kevin Boshears, Director, Office of Small and Disadvantaged Business Utilization, Department of Homeland Security  
Mr. Gale Burkett, Chairman and CEO, GB Tech, Inc.  
Mr. Wayne Simpson, Deputy Director, Office of Small Business, Department of Veterans Affairs
3:00pm–3:30pm  Break in Display Area

3:30pm–5:00pm  Prime Contractor Panel

Moderator:
Ms. Jody Kernaghan, Manager, Small Business Programs, KBR

Panelists:
Ms. Valerie Coleman, Commercial Market Representative,
US Small Business Administrative Center

Mr. Kevin Howard, Manager of Supplier Diversity,
The Boeing Company

5:00pm  Conference Adjourns

See You Next Year at the
5th Annual National Small Business Conference!

Hyatt Regency La Jolla at Aventine
San Diego, CA ~ May 19-22, 2008
Armor Holdings, Aerospace and Defense Group, Tactical Vehicle Systems Division

Armor Holdings is a leading manufacturer and distributor of military vehicles, vehicle armor systems and life safety and survivability systems.

Armor Holdings Tactical Vehicle Systems Division (TVS) designs, manufactures and supports light and medium tactical vehicles from 2 – 17 tons payload capacity, offering the highest capability, mobility, and reliability in the market. The Family of Medium Tactical Vehicles (FMTV) includes sixteen variants on two basic platforms (4X4 and 6X6), with 85% parts commonality to greatly reduce the logistics footprint in the field. Variants include the 2.5-ton cargo and van models and 5-ton cargo, troop carrier, tractor, van, wrecker, load handling systems (LHS), tanker and dump trucks, with some models exceeding 10-ton capacity. Our new 8 X 8 will be available in cargo and LHS configurations, with a capacity of over 17-tons. The FMTV is well established as the Platform of Choice for the U.S. Army and other customers worldwide. Over 39,000 FMTV vehicles are in service around the world.

To meet recent requirements for ballistic protection, Armor Holdings designed and developed the Low Signature Armored Cab (LSAC) for the FMTV, providing crew protection from assault rifle rounds, land mines, and artillery fragments. The LSAC is a drop-in replacement for the standard cab, so it can be installed on an as-required basis. Over 2,000 LSAC cabs are fielded and are combat proven.

TVS manufactures the Family of Medium Tactical Vehicles (FMTV) at its home facility in Sealy, Texas.

KBR’s Government and Infrastructure division provides integrated engineering/design and construction, logistics support, project management, and operations and maintenance worldwide. From large-scale military contingency support, to highways, to western Europe’s largest shipyard, KBR is noted for its quality and quick response capability whenever and wherever services are needed.

KBR’s Government & Infrastructure division is a global company providing engineering, construction and logistics services to Government. For over 60 years, from highways to large-scale military contingency operations, KBR’s services include program and project management, engineering and design, construction, operations and maintenance, logistics, and integrated security solutions.
Raytheon Company, with 2006 sales of $20.3 billion, is a technology leader specializing in defense, homeland security and other government markets throughout the world. With a history of innovation spanning more than 80 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 73,000 people worldwide.

SAIC is a leading provider of scientific, engineering, systems integration and technical services and products to all branches of the U.S. military, agencies of the U.S. Department of Defense (DoD), the intelligence community, the U.S. Department of Homeland Security (DHS) and other U.S. Government civil agencies, as well as to customers in selected commercial markets. Our customers seek our domain expertise to solve complex technical challenges. SAIC offers a broad range of services and products to address our customers’ most complex and critical technology-related needs. These services include the following:

**Defense Transformation.** We develop leading-edge concepts, technologies and systems to solve complex challenges facing the U.S. military and its allies, helping them transform the way they fight.

**Intelligence.** We develop solutions to help the U.S. defense, intelligence and homeland security communities build an integrated intelligence picture, allowing them to be more agile and dynamic in challenging environments and produce actionable intelligence.

**Homeland Security and Defense.** We develop technical solutions and provide systems integration and mission-critical support services to help federal, state, local and foreign governments and private-sector customers protect the United States and allied homelands.

**Logistics and Product Support.** We provide logistics and product support solutions to enhance the readiness and operational capability of U.S. military personnel and weapon and support systems.

**Systems Engineering and Integration.** We provide systems engineering and integration solutions to help our customers design, manage and protect complex IT networks and infrastructure.

**Research and Development.** As one of the largest science and technology contractors to the U.S. Government, we conduct leading-edge research and development of new technologies with applications in areas such as national security, intelligence and life sciences.

**Commercial Services.** We help our customers become more competitive, offering technology-driven consulting, systems integration and outsourcing services and products in selected commercial markets including oil and gas, utilities and pharmaceuticals.

Founded by J. Robert Beyster, Ph.D., and a small group of scientists in 1969, Science Applications International Corporation (SAIC), a Fortune 500® company, and its subsidiaries now have more than 44,000 employees with offices in over 150 cities worldwide and annual revenues of $8.3 billion.
Thank You to ...

Raytheon

Buchanan Ingersoll & Rooney PC
Attorneys & Government Relations Professionals

KBR
From Science to Solutions

GENERAL DYNAMICS
Information Technology

ARMOR HOLDINGS
Aerospace & Defense Group
DHS Science & Technology: Enabling Technology to Better Secure the Nation

National Small Business Conference
**Critical infrastructure Opportunities**

Houston, Texas · May 16, 2007

Jay M. Cohen
Under Secretary
Science and Technology Directorate
S&T Goals

**Consistent with the Homeland Security Act of 2002**

- Accelerate delivery of enhanced technological capabilities to meet requirements and fill capability gaps to support DHS Agencies in accomplishing their mission

- Establish a lean and agile GS-manned, world-class S&T management team to deliver the technological advantage necessary to ensure DHS Agency mission success and prevent technology surprise

- Provide leadership, research and educational opportunities and resources to develop the necessary intellectual basis to enable a national S&T workforce to secure the homeland
## DHS S&T Investment Portfolio

**Balance of Risk, Cost, Impact, and Time to Delivery**

<table>
<thead>
<tr>
<th>Product Transition (0-3 yrs)</th>
<th>Innovative Capabilities (1-5 yrs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Focused on delivering near-term products/enhancements to acquisition</td>
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<tr>
<td>- Customer IPT controlled</td>
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<tr>
<td>- Cost, schedule, capability metrics</td>
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<tr>
<td>- High-risk/High payoff</td>
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<tr>
<td>- “Game changer/Leap ahead”</td>
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<td>- Prototype, Test and Deploy</td>
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<td>- HSARPA</td>
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<th>Basic Research (&gt;8 yrs)</th>
<th>Other (0-8+ yrs)</th>
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<td>- Enables future paradigm changes</td>
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<tr>
<td>- University fundamental research</td>
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<tr>
<td>- Gov’t lab discovery and invention</td>
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<tr>
<td>- Test &amp; Evaluation and Standards</td>
<td></td>
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<tr>
<td>- Laboratory Operations &amp; Construction</td>
<td></td>
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<tr>
<td>- Required by Administration (HSPDs)</td>
<td></td>
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<td>- Congressional direction/law</td>
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**Customer Focused, Output Oriented**
DHS Requirements/Capability Capstone IPTs

DHS S&T Product – “Enabling Homeland Capabilities”

Information Sharing/Mgmt
- OIA
- Acquisition
- C2I
- OOC/HITRAC

Border Security
- CBP/ICE
- Acquisition
- Agents
- Borders/Maritime

Chem/Bio Defense
- CMO/IP
- Acquisition
- Policy
- Chem/Bio

Maritime Security
- USCG
- Acquisition
- Guardsmen
- Borders/Maritime

Cyber Security
- CS&T
- Acquisition
- Infrastructure Owners/Operators
- C2I

Explosive Prevention
- TSA/USSS
- Acquisition
- Agents
- Explosives

Cargo Security
- CBP
- Acquisition
- Officers/Industry
- Borders/Maritime

People Screening
- SCO/CIS
- Acquisition
- Human Factors
- US VISIT/TSA

Infrastructure Protection
- IP
- Acquisition
- Infrastructure/Geophysical
- Infrastructure Owners/Operators

Incident Management
- FEMA
- Acquisition
- C2I
- First Responders
- Infrastructure/Geophysical
IPT Initial Outcome

High Priority Technology Needs

- 11 Capstone IPTs have identified 77 High Priority Technology Needs for DHS components and their customers
- Identified in new brochure and posted at www.hsarpabaa.com
- Baseline established for conducting an iterative, dynamic IPT process on an annual cycle aligned with DHS funding and acquisition processes

IPT Next Steps:
- Focus on delivering product to customers
- Detail proposed technology solutions
- Clarify deliverable and transition plans
- Develop Technology Transition Agreements to establish customer requirements and technical specifications

Customer Focused…Output Oriented
Infrastructure Protection: Representative Technology Needs

- Analytical tools to quantify interdependencies and cascading consequences as disruptions occur across critical infrastructure sectors (IP/Geophysical Division)

- Effective and affordable blast analysis and protection for critical infrastructure; improved understanding of blast failure mechanisms and protection measures for the most vital critical infrastructure and key resources (IP/Geophysical Division)

- Advanced, automated and affordable monitoring and surveillance technologies (C2I Division)
Homeland Security Act of 2002

HSARPA will….

“Support basic and applied homeland Security research to promote *revolutionary* changes in technologies; advance the development, testing and evaluation, and deployment of critical homeland security technologies; and accelerate the prototyping and deployment of technologies that would address homeland security vulnerabilities.”
Innovation/HSARPA

HIPS and HITS

Homeland Innovative Prototypical Solutions (HIPS) are designed to deliver *prototype-level demonstrations* of game-changing technologies in two to five years. Projects are moderate to high risk, with high payoff.

High Impact Technology Solutions (HITS) are designed to provide *proof-of-concept* answers within one to three years that could result in high-payoff technology breakthroughs. While these projects are at considerable risk for failure, they offer the potential for significant gains in capability.
# Homeland Innovative Prototypical Solutions (HIPS)

<table>
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<tr>
<th>Explosives</th>
<th>Chem/Bio</th>
<th>Command, Control &amp; Interoperability</th>
<th>Borders/ Maritime</th>
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<tr>
<td><strong>Project Chloe</strong> - High altitude aerial platform existing above civil aviation</td>
<td>SCOPE (Scalable Common Operational Picture Experiment) – Leverages Global Observer JCTD</td>
<td>Scalable Composite Vessel Prototype (SCVP) – Lightweight, composite material with high speed hull</td>
<td>FAST M2 (Future Attribute Screening Technology Mobile Module) – Relocatable Lab capable of testing for behavioral/ physiological cues of “hostile intent”</td>
<td><strong>Resilient Electric Grid</strong> – System that will prevent cascading effects of power surge on electrical grids</td>
<td>Levee Strengthening and Rapid Repair - rapidly stop a breach in a levee</td>
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<td><strong>SENSIT</strong> – System to identify numerous liquids in baggage</td>
<td><strong>SAFECON</strong> – 90 second container screening device</td>
<td><strong>Levee Strengthening and Rapid Repair</strong> - rapidly stop a breach in a levee</td>
<td><strong>Storm Surge and Hurricane Mitigation</strong></td>
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<td><strong>IED Defeat / APE</strong> VBIED Defeat – Detection/prevention and mitigation technologies to counter IEDs</td>
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<td><strong>Real Time Bio Detection and Identify</strong></td>
<td><strong>First Net</strong> - First Responder Reliable Relay Link</td>
<td><strong>Tunnel Detect</strong> – Ability to detect, identify, and confirm illegal and clandestine underground border structures and activities</td>
<td><strong>Document Validator</strong> – High proficiency scanner that can identity fraudulent docs</td>
<td><strong>Wide Area Surveillance/ Change Detection for Critical Infrastructure</strong></td>
<td><strong>Resilient Tunnel</strong>– Tunnel Protection/Blast Mitigation</td>
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<td><strong>Cell-All</strong> - Ubiquitous Chem/Bio/agent detector</td>
<td><strong>Phone Home</strong> – Inter-operative and inexpensive handheld radios</td>
<td><strong>Tunnel Detect</strong> – Ability to detect, identify, and confirm illegal and clandestine underground border structures and activities</td>
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**Document Validator** – High proficiency scanner that can identity fraudulent docs
**Wide Area Surveillance/ Change Detection for Critical Infrastructure**
Homeland Innovative Prototypical Solutions
Counter-MANPADS/Persistent Surveillance

Project Chloe

Counter-MANPADS Functions
1. MWS Detect & Declare
2. Slew & Hand-off
3. Track
4. Jam

Engagement Time: 3-10 Seconds

Border & Critical Infrastructure Surveillance

Maritime Surveillance & Interdiction

Unmanned Aircraft Systems (UASs)
• High-Altitude Stand-Off Counter-MANPADS
• High Altitude – Wide-Area Coverage
• Long Endurance – Persistent Surveillance
• Large Payload – Multi-Sensor

Operational Characteristics
• Real-time sensor fusion/dissemination
• Multi-user / border surveillance requirements
• Commercial Aircraft MANPADS protection
• Automatic target detection/recognition
• Persistence (24/7, all-weather coverage)
High Impact Technology Solutions
Technologies for Suicide Bomber Defeat & Blast Mitigation

Suicide Bomber & Device Detection

Explosive Device Deactivation

Blast Mitigation

Homeland Security
High Impact Technology Solutions
Critical Infrastructure Change Detection

Explore Methods to Monitor Critical Infrastructure

Large and Remote Locations

Densely Populated Urban Environments

Homeland Security
Homeland Innovative Prototypical Solutions
Levee Strengthening and Rapid Repair

Pre-emptive mapping of weak levees

Pre-Flood Deployment of Protective And Rapid Repair Supplies to Problem Locations

Drop-in structures lofted by aircraft

Float-in structure guided by cables

Explosively Emplaced Support Structures

Roll-out protective coverings such as articulated concrete mats
Homeland Innovative Prototypical Solutions
Levee Strengthening and Rapid Repair

Click to Play Video
DHS SBIR Program

- Increases participation of innovative and creative small businesses in Federal research and development programs
- Challenges small businesses to bring innovative homeland security solutions to reality
- Focuses on near-term commercialization and delivery of operational prototypes
- Over 324 contracts awarded
- Funded by S&T Directorate and DNDO
- Implemented Cost Match to motivate commercialization

Visit [www.dhssbir.com](http://www.dhssbir.com) (soon to be .gov)
DHS SBIR/STTR Phase I
No. of Submissions vs. Awards per State (Nov. 04- Jan. 06)

Total Phase I Submissions/Awards 1,320/232
DHS SBIR expects to release its 6.2 SBIR Solicitation in August 2006
DHS announces its 6.1 SBIR/STTR award selections.

Homeland Security Advanced Research Projects Agency
SBIR/STTR Program

Vision: Make America Safer
The top priority for everything HSARPA does is to enhance the safety and security of America’s people, institutions and way of life.

SBIR Program:
The Department of Homeland Security (DHS), Homeland Security Advanced Research Projects Agency (HSARPA) launched the Small Business Innovation Research (SBIR) program, in December 2003. Our goal is to increase the participation of innovative and creative small businesses in Federal Research/Research and Development (R/R&D) programs and challenge industry to bring innovative homeland security solutions to reality.

All Federal agencies with an annual extramural R&D budget exceeding $100M are required to participate in the SBIR Program. Each fiscal year, not less than 2.5 percent of the annual extramural budget, is reserved for awards to small businesses for R/R&D through a three phase process.
DHS SBIR 7.1 S&T Topics

- H-SB07.1-001 Trace Explosives Particle and Vapor Sample Collection
- H-SB07.1-002 Subterranean Response and Evacuation
- H-SB07.1-003 Secure Wrap
- H-SB07.1-004 Mobile Biometrics Screening
- H-SB07.1-005 Responder Wireless Physiological Monitoring Device
- H-SB07.1-006 Enhanced Project “Safe-Cracker”
- H-SB07.1-007 Improved Chemiresistor Sensing Arrays for Detection of Small Molecules Gases
DHS SBIR 7.1 DNDO Topics

- H-SB07.1-008 Source Surveillance
- H-SB07.1-009 Improved Solid-State Neutron Detection Devices
- H-SB07.1-0010 Development of High Reliability Occupancy Sensors
Key Dates for 7.1 & 7.2
DHS SBIR Solicitation

07.1 Pre-solicitation Posted: April 4, 2007
Proposals Accepted: April 20, 2007 – June 5, 2007
Contracts Award: August 2007 (est.)

07.2 Pre-solicitation Posted: June 11, 2007 (est.)
Proposals Accepted: June 26, 2007 - Aug 12, 2007 (est.)
Contracts Awarded: November 2007 (est.)
Key Dates for FY 08 DHS SBIR Solicitation

- 08.1 Develop Topics: June 25, 2007
- Topics accepted/solicitation ready: July 1, 2007
- Solicitation sent to OPO: July 15, 2007
- 08.1 Pre-solicitation posted: Sept 1, 2007
- Contracts accepted: Sept 15 – Oct 30 (est.)

- 2 more solicitations in FY 08 in the Jan-Feb 08 and May-Jun 08 timeframe
DHS SBIR Program Contacts

- DHS SBIR Program
  - Director, Vinny Schaper
  - 202-254-6119
- S&T SBIR Program
  - Program Manager, Lisa Sobolewski
  - 202-254-6768
- DNDO SBIR Program
  - Program Manager, Anu Bowman
  - 202-254-7474
New Broad Agency Announcements

Released May 1

• IED and Vehicle-Borne Explosive Device Defeat
• First Responder Reliable Link (First NET)
• Document validator
• Biometric detector
• Home Made Explosives Detection System Development
• Emerging Counter-MANPADS Technologies Assessment

For more about BAAs, visit www.FedBizOpps.gov and www.hsarpabaa.com
The SAFETY Act …

- For anti-terrorism technologies and services
- Provides legal liability protections for Qualified Anti-Terrorism Technologies (QATTs)
- Encourages development and deployment of new and innovative anti-terrorism products and services
- Applies only to Acts of Terrorism

What is Eligible for SAFETY Act Protection?

- Products
- Services
- Software and other forms of intellectual property

…that qualify as Anti-Terrorism Technologies
S&T Stakeholders Conference

A World in Change . . .
Homeland Security  S&T Stakeholders Conference
May 21-24, 2007
Ronald Reagan Building
& International Trade Center
Washington, DC

For more information go to www.ndia.org

Homeland Security
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**FROM TECHNOLOGY...TRUST**
Back-Up slides
Levels of SAFETY Act Protection

• Developmental Testing & Evaluation Designation (DTED)
  – Has potential

• Designation (D)
  – Developmental testing

• Certification (D&C)
  – Operational Performance
Applications by Threat Area

- Security Service
- Systems Engineering & Integration
- Threat Assessment
- Information Technology
- Pharmaceutical
- Personnel Protection
- Detector/Sensor
- Other
The Final Rule

- Emphasizes integration of SAFETY Act considerations in government procurements
- Eliminates duplicative government technical evaluations
- Decreases DHS’ processing times
- Expands geographic scope of SAFETY Act protections to some technologies deployed overseas
- Includes a new category: Development Testing & Evaluation Designation (DTED)
- Strengthens confidentiality protections
High Impact Technology Solutions
Cell-All Ubiquitous Chem/Bio Detect
High Impact Technology Solutions
Resilient Tunnel

Prevent Flooding of Subway Tunnels
From IED Bomber

Maximize lives saved – provide time to evacuate

Recent advances in inflatable structure technology:
• Stronger Materials
• Rapid Inflation
• Lower Cost than Flood Gates
• Sustainable
High Innovative Prototype Solutions
Improvised Explosive Devices Defeat

- **Puffers** for explosives trace material detection on people, bags/parcels, and vehicles
- Walk-through/whole-body imaging (e.g., backscatter)
- Advanced Protection Explosive (APE): cancellation methods for explosive shock waves
- Drive-through imaging technology (x-ray, neutron of materials only)

**Masonry Walls**

**Explosive Resistant Coating**

- **Uncoated Steel**
- **ERC Coated Steel**

**Active Armor**

**Predict, Detect, Defeat and Destroy**
IED/VBIED at range (100 yards) to change the calculus of the bomber versus the defender
Plan for FY 08 SBIR

Utilize Capstone High Priority Technology Areas as SBIR Topic Areas

- The selected IPT identifies the need
  - S&T develops the topic
  - SBIR Program publishes the topic
  - S&T author develops the team of evaluators
  - SBIR pays for Phases I & II....total $850,000 – $1 million
  - Acquisition or S&T pay for follow-up R&D or install
- Supplement HIPs and HITs
DHS SBIR Funding

- FY 2007
  - S&T SBIR ~$18M
  - DNDO SBIR ~$7M

- FY 2008
  - S&T SBIR ~13.5M
  - DNDO ~7.5M

Estimates
High Impact Technology Solutions
Real Time Bio Detect

Systems to detect biological agents in less than 60 seconds, and then provide RF information transfer to various centers for decision making and corrective action.
Doing Business with DHS S&T *cont’d*

**Additional Open BAAs**

- Tunnel Detection Technologies – allows rapid detection of tunnels
- SAFE Container (SAFECON) – detect and identify WMD, explosives and contraband cargo and to detect humans in shipping containers
- Future Attribute Screening Technology (FAST) Demonstration Laboratory – rapid screening of people and their credentials and belongings
- CHLOE - High Altitude Endurance Unmanned Aerial System-Based Counter-MANPADS Technology Assessment


**Open SBIR Solicitation**

- Seven technical topic areas aligned with S&T divisions

*For SBIR opportunities, visit* [www.sbir.dhs.gov](http://www.sbir.dhs.gov)
Doing Business with DHS S&T

New BAAs – Released May 1
- IED and Vehicle-Borne Explosive Device Defeat
- First Responder Reliable Link (First NET)
- Document validator
- Biometric detector
- Home Made Explosives Detection System Development
- Emerging Counter-MANPADS Technologies Assessment

For more about BAAs, visit [www.FedBizOpps.gov](http://www.FedBizOpps.gov) and [www.hsarpabaa.com](http://www.hsarpabaa.com)
BAE Systems
Customer Solutions Operating Group

Small Business Programs
Diane G. Dempsey
Director – Small Business Relations
NDIA Small Business Conference
May 16, 2006
What We Do

Leading provider of integrated technical and professional service solutions for the U.S. national security and Federal civilian markets.

Enterprise IT Solutions
Leading provider of IT technology, infrastructure services, and applications that enable and facilitate mission performance through direct support to operations

Information Sharing & Mission Analysis Solutions
Principal provider of enterprise architecture, networking technology, collaborative applications and security solutions to enable information sharing, analysis and production across diverse business domains

Sub-systems Integration and Operations & Maintenance Solutions
Leading provider of systems design, engineering, integration, and testing services and operation and maintenance of ranges, bases, facilities and mission support

Systems Engineering and Technical Assistance
One of DoD’s largest providers of SETA tailored, integrated service solutions

Ship Repair Services
America’s leading non-nuclear ship repair, modernization and conversion company
Customer Solutions Business Units

• BAE Systems Information Technology
  – A full service solutions provider of information technology systems and services, offering a broad spectrum of networked and managed IT operations

• BAE Systems Technology Solutions & Services
  – Provider of tailored, integrated technical and professional services for the U.S. DoD, Federal Civilian government, and Homeland Security markets

• BAE Systems Ship Repair
  – The leading non-nuclear ship repair, modernization, and conversion company focused on dry dock and ship repair services for the U.S. Navy, other defense agencies, and commercial customers
Customer Solutions Locations
BAE Systems Information Technology

Headquartered in McLean, Virginia USA

- 4,200 Employees
- Locations in 30 States

Capabilities
- Managed IT & Network Operations
  - Enterprise Architecture
  - Information Assurance
- Mission Critical Applications
- Intelligence Analysis and Production

Business Make-up

- Intelligence Agencies: 43%
- Federal Agencies: 37%
- Defense & Military: 20%
BAE Systems IT Procurement Categories

- **Information Technology:**
  - Hardware - networking & workstations
  - Software – cots
  - Hardware maintenance services
  - Computer rental services,
  - Telecommunication equipment & services.

- **Services:**
  - IT consultants/subcontractors
  - Project management,
  - Management consultants,
  - Staff augmentation,
  - Relocations services & training.

- **Security Clearances required in most cases**
BAE-IT Service Offerings

• Recognized provider of management IT operations and business solutions for Managed Network Operations:

  – Mission specific applications and operations;

  – Enterprise Architecture and Investment Management;

  – Information Delivery;

  – Information Security Services and Solutions.
DHS Eagle Contract

BAE Systems is a Prime Contractor for two functional areas:

**Functional Category 4 – Software Development**
Provides for any and all phases of software design and development including deployment to ensure DHS applications and databases will enable their users to meet their mission goals and objectives. These efforts can include the full range of software design, development, implementation and integration, including, but not limited to, concept development, planning, requirements definition and analysis, systems design and development, coding and testing, production, deployment, implementation, integration, and software application maintenance.

**Functional Category 5 – Management Support Services**
Provides for the full range of business and technical management services that assist in the development, implementation, and continuous improvement of policies, procedures, guidelines, and directives. These services encompass all areas of IT policy and planning including, but not limited to, enterprise architecture, security, training, enterprise resource management, business process reengineering, IT transformation and strategy, organizational change leadership, and enterprise and program management office support.

In addition to these two areas, BAE systems can provide technical expertise and experience in each of the three other EAGLE Functional Categories:

- (1) Infrastructure Engineering Design, Development, Implementation, and Integration
- (2) Operations and Maintenance
- (3) Independent Test, Validation, Verification, and Evaluation
DHS Trusted Forum

• The DHS Trusted Forum was developed to nurture a group of qualified small businesses of varying categories that are focused on DHS procurement opportunities. By limiting membership The Trusted Forum offers multiple benefits to its participants:

  – Exchange of information
  – Deeper understanding of customer requirements
  – In-depth discussion of upcoming opportunities
  – Development of trust
  – Nurtures strategic alliances with other small businesses on other business opportunities
  – Requires active participation in meetings
BAE Systems Technology Solutions & Services

Headquartered in Rockville, Maryland USA

- 7,000 Employees
- 40 Major Locations

Capabilities
- Systems Engineering and Technical Assistance (SETA)
- Subsystem Integration
- Operations and Maintenance

Business Make-up

- 88% Defense & Military
- 8% Federal
- 4% Other

Images of submarines, ships, satellites, and trucks.
TSS Major Customers/Programs

• Strategic Weapons Systems (SSP)
  – US & UK TRIDENT
  – SSGN

• Naval Undersea Warfare Center – Systems Engineering Support and Depot Operations

• PEO (Submarines) – New Attack Submarine Program

• NSWC Carderock – Large Scale Vehicle (LSV) Operation Test and Support

• FAA Engineering and Technical services

• Navy Real-Time Weapons Software

• Army Communications (CECOM)
TSS Major Customers/Programs

- Operate Range and Test Facilities
- Range Instrumentation Radars
- Strategic Defense Facilities
- A-76 Outsourcing
- Naval Ordnance Magazines
- Telecommunications O&M
- Transportation and Logistics Support
TSS Major Customers/Programs

• Navy Shipboard Communications Systems
• Special Purpose Communications
• Electronic Shelter Design and Integration
• Physical and Electronic Security Systems
• Military Air Traffic Control (ATC) and Identification Systems
TSS Major Customers/Programs

- AEGIS Program
- Design and Integration of Shipboard Combat Systems (Tomahawk Weapon System, Standard Missile, NATO Seasparrow)
- Major acquisition program management support
- USMC Ground Combat Weapons (C4I)
- Littoral Combat Ship
- NSWC Dahlgren
TSS Major Customers/Programs

- Army Space and Missile Defense
- NASA Marshall Engineering Services and Scientific Research
- Outsourcing/Consulting (Cost Analysis, Activity Based Costing, Competitive Sourcing)
TSS Major Customers/Programs

• Operating Contractor for Holston Army Ammunition Plant
• Explosive, Propellant and Ordinance manufacture
TSS Subcontracting Opportunities

- Civil Engineering
- Housing Maintenance
- Warehouse Operations
- Storage, property control
- IT Equipment
- IT Services
- Engineering Services
- Office Supplies & Equipment
- Consulting Services
BAE Systems Ship Repair Major Customers/Programs

- Navy Ship Maintenance
  - Selected Restricted Availability (SRA)
  - Post Shakedown Availability (PSA)
  - Planned Maintenance Availability (PMA)
  - Multi-Ship Multi-Option (MSMO)
- DDG Programs
  - MSMO
  - PSA
- Amphibious Vessel Programs
  - LSD phase maintenance
  - LPD phase maintenance and MSMO
- LHA/LHD Programs
- Hawaii Programs
  - Hawaii Surface Ship IDIQ
  - Pearl Harbor Naval Shipyard Support IDIQ
- Other Programs
  - Military Sealift Command
  - Commercial
  - Aircraft Carriers
- Corrosion Control for U.S. Navy and Commercial Vessels
Ship Repair Subcontracting Opportunities

- BAE Systems Maritime Engineering and Services:
  - paint,
  - solvent,
  - brushes,
  - rollers,
  - tyvek suits,
  - tape,
  - printing,
  - calibration of test equipment,
  - TMA containments,
  - shop clothing
  - rigging
  - crane Parts
  - lumber
  - power & transmission items such as bearings
The BAE Customer Solutions website is web enabled and created to provide information to the small business community regarding the Customer Solutions Small Business Program.

- **Events Calendar** – Listing of major events attendance scheduled allowing small businesses to meet staff members.
- **Mentor Protégé Program** – Requirements, current protégés, Nunn Perry Award Winner, etc.
- **Points of Contact** – SBLO Listing, telephone & e-mail addresses with BAE/US Government Agencies.
- **Expectations** – What BAE Systems typically seeks in a small business subcontractor
- **Supplier Profile** - Ability to upload corporate data that will be available to BAE acquisition teams.

Supplier Profiles may be queried 24/7 by BAE Systems Acquisition Teams.

Small Business Programs Representatives

BAE Systems - Customer Solutions Operating Group Points of Contact:
Director of Small Business Programs – Diane Dempsey 703 563 7991
diane.dempsey@baesystems.com

• Information Technology – Herndon, VA
  Bill Mitchell – Director of Procurement – Business Unit SBLO,
  william.mitchell@baesystems.com

• Technology Solutions & Services – Rockville, MD
  Fran Galloway, Purchasing Manager – Business Unit SBLO
  frances.a.galloway@baesystems.com
  – Systems Engineering Solutions, Huntsville, AL, - Tim Henke,
    Tim.henke@baesystems.com
  – Integrated Technical Solutions, California, MD – Charles Stambaugh,
    charles.stambaugh@baesystems.com
  – Integrated Technical Solutions, Ft. Walton Beach, FL – Greg Shillings,
    greg.shillings@baesystems.com

• Ship Repair – Norfolk, VA – Brad Moyer – Business Unit SBLO
  Brad Moyer, brad.moyer@baesystems.com
Inclusion is the key to success!!!!!
Defense Critical Infrastructure Program

NDIA
National Small Business Conference
May 15-17, 2007

Antwane V. Johnson
Deputy Director, DCIP (Enterprise Architecture)
Office of the Assistant Secretary of Defense for Homeland Defense & Americas’ Security Affairs
"Possibly the single most transforming thing in our forces will not be a weapons system, but a set of interconnections and a substantially enhanced capability because of that awareness."

Secretary of Defense
Donald Rumsfeld
August 9, 2001
HOMELAND SECURITY (HLS): A concerted national effort to prevent terrorist attacks within the U.S., reduce America’s vulnerability to terrorism, and minimize the damage and recover from attacks that do occur. *(from National Strategy for Homeland Security, The White House, 16 July 2002)*

HOMELAND DEFENSE (HD): The protection of U.S. sovereignty, territory, domestic population, and *critical defense infrastructure* against external threats and aggression. *(DoD Directive 5111.13, draft)*
**Mission:**
Enhance Risk Management Decisions At All Levels To Ensure That Defense Critical Infrastructure Is Available When Required

**Vision:**
Assurance of Defense Mission Critical Infrastructure in an All Hazards Environment

**Goals:**
- Policy and Program Guidance
- Strategic Partnerships & Enabling Technologies
- Plans, Programs and Capabilities Integrated and Implemented At All Levels
- Resourcing At All Levels
- Education and Outreach
DoD CIP Organizational Framework

DEFENSE SECTORS, LEAD AGENCIES & PRINCIPAL STAFF ASSISTANTS
- Transportation
- Public Works
- Logistics
- DIB
- Financial Services
- Health Affairs
- Personnel
- GIG/C2
- ISR
- Space
- USTRANSCOM
- USACE
- DLA
- DCMA
- DFAS
- ASD(HA)
- ASD(HD&ASA)
- DHRA
- DISA
- DIA
- USSTRATCOM
- USD(AT&L)
- USD(C)
- USD(P&R)
- USD(I)
- ASD(ISP)

Secretary of Defense

USD(Policy)
- ASD(HD&ASA)
  - Director, CIP
  - CIP Oversight & Resource Advocate

MILITARY DEPARTMENTS
- Services/NGB
  - Army
  - USMC
  - Navy
  - USAF
  - NGB
- Joint Staff
  - Operations Advisory Board (OAB)
- USCG

COMBATANT COMMANDS
- CENTCOM
- EUCOM
- JFCOM
- NORTHCOM
- PACOM
- SOCOM
- SOUTHCOM
- STRATCOM
- TRANSCOM

Defense Agencies

Defense Field Activities
Risk Assessment: A systematic examination of risk, using disciplined processes, methods, and tools. It provides an environment for decision making to continuously evaluate and prioritize risks and recommend strategies to remediate or mitigate those risks. (from DoDD 3020.40)

Risk Management: A process by which decision makers accept, reduce, or offset risk. (from DoDD 3020.40)
• Enhance the protection of our Nation’s critical infrastructure and key resources against terrorist attacks

• Identify, prioritize and coordinate the protection of critical infrastructure and key resources in order to prevent, deter and mitigate the effects of deliberate efforts to destroy, incapacitate or exploit them.

• Work closely with State and local governments and the private sector.
The Defense Industrial Base (DIB) is the DoD, government, and private-sector worldwide industrial complex with capabilities to perform research and development, design, produce, and maintain military weapon systems, subsystems, components, or parts to meet military requirements.

Because the DIB is inherent to and integrated with the infrastructure vital to the DoD execution of the National Military Strategy, the Defense Critical Infrastructure Program (DCIP) includes DoD efforts to identify, prioritize and coordinate the protection of critical DIB assets.
Office of Small Business Programs

The Department of Defense (DoD) Pilot Mentor-Protégé Program seeks to encourage major DoD prime contractors (mentors) to develop the technical and business capabilities of small disadvantaged businesses (SDBs) and other eligible protégés. [www.acq.osd.mil/osbp/mentor_protege](http://www.acq.osd.mil/osbp/mentor_protege)

The Department of Defense (DoD) SBIR and STTR programs fund $900 million each year in early-stage R&D projects at small technology companies -- projects that serve a DoD need and have commercial applications. [www.acq.osd.mil/osbp/sbir/index.htm](http://www.acq.osd.mil/osbp/sbir/index.htm)

- The Indian Incentive Program (IIP) is a congressionally sponsored program that provides a 5 percent rebate, on the total amount subcontracted to an Indian-Owned Economic Enterprise or Indian Organization, back to the prime contractor in accordance with DFARS Clause 252.226-7001. Through the generation of subcontracts to the above mentioned entities, the IIP fulfills its purpose as an economic multiplier for Native American communities. DoD prime contractors, regardless of size of contract, that contain the above referenced clause(s) are eligible for incentive payments. [www.acq.osd.mil/osbp/programs/iip/index.htm](http://www.acq.osd.mil/osbp/programs/iip/index.htm)

Note: DoD prime contractors with a contract of $500,000.00 or more, that contain the above referenced clause(s), are eligible for incentive payments.
The DoD Women-Owned Small Business (WOSB) Program highlights the DoD efforts to achieve the 5 percent goal for prime and subcontract awards to small business concerns owned and controlled by women.


The program objectives are:

- To facilitate, preserve, and strengthen full participation for WOSB concerns in the DoD acquisition programs for goods and services.
- Through programs and activities, including outreach and technical assistance, support the growth of women-owned small business concerns.

The DoD Comprehensive Subcontracting Plan Test Program authorizes the negotiation, administration, and reporting of subcontracting plans on a plant, division, or company-wide basis as appropriate. The purpose of the test is to determine whether comprehensive subcontracting plans will result in increased subcontracting opportunities for Small Business while reducing the administrative burdens on contractors.

The DoD Regional Councils for Small Business Education and Advocacy are a nationwide network of small business specialists organized to promote the National Small Business Programs of the United States. [www.acq.osd.mil/osbp/programs/regional/index.htm](http://www.acq.osd.mil/osbp/programs/regional/index.htm)

The DoD has undertaken an aggressive outreach effort to identify small business concerns that are owned and controlled by veterans and service-disabled veterans. The purpose of the DoD outreach effort is to improve prime and subcontracting opportunities for veteran and service-disabled veteran-owned small business concerns. [www.acq.osd.mil/osbp/programs/veterans/index.htm](http://www.acq.osd.mil/osbp/programs/veterans/index.htm)

The HUBZone Empowerment Contracting Program stimulates economic development and creates jobs in urban and rural communities by providing Federal contracting preferences to small businesses. These preferences go to small businesses that obtain HUBZone (Historically Underutilized Business Zone) certification in part by employing staff who live in a HUBZone. [http://www.sba.gov/hubzone/](http://www.sba.gov/hubzone/)
The Department of Defense has entered into agreements with Historically Black Colleges and Universities (HBCUs), Hispanic Serving Institutions (HSIs), Tribal Colleges and Universities (TCUs), and other minority institutions of higher education.
Small businesses play a critical role within the defense supplier base—prime and subcontract dollars are increasing.

*Includes only reportable subcontracts
Increasing RDT&E appropriations have driven strong SBIR and STTR budget growth.
TOPIC TECHNOLOGY AREAS: Focus of SBIR Investments

Number of Topics

Air Platforms
Chem-Bio Defense
Information Systems
Ground & Sea Vehicles
Materials & Processes
Biomedical
Sensors
Electronics
Battlespace Environments
Space Platforms
Human Systems
Weapons
Nuclear Technology

Source: SBIR & STTR solicitations, FY02-FY06

CONCENTRATION OF EFFORT
Knowledge Display & Aggregation System (KDAS)

DCIP Infrastructure Resilience Knowledge System

The Infrastructure Resilience Knowledge System is a tool set to provide capabilities that support DoD’s Defense Critical Infrastructure Program (DCIP) missions and objectives of ensuring the availability of critical networked assets through the identification and assessment of resources essential for executing the national military strategy. This integrated, comprehensive system consists of an intuitive GIS-based graphic user interface (GUI) and toolset that allows for the collection, integration, analysis, visualization, and output of disparate data related to defend critical infrastructure worldwide. These tools provide a means to assess the status as well as the adequacy of resources in the event of a loss or degradation of critical infrastructure elements through identification and prioritization of critical infrastructures, impact assessment on the military industrial complex, assessment of infrastructure interdependencies, resource location and allocation analysis, and facilitation of critical decision making. The system is also useful for efficiently disseminating information gleaned from the analysis results via digital and hardcopy maps, consequence analysis reports, and database visualizations, related to vulnerability, threat assessments, warnings, and mitigation options.

In addition to providing critical information at the time of a loss or degradation, this GIS application can also be used for pre-event planning to formulate mitigation, preparedness, and possible recovery scenario priorities through analysis of existing and real-time data.
Data Sources

GOVERNMENT AGENCIES

Department of Defense

GIS & RSI Source Agencies

Federal Agencies & Commissions

Law Enforcement Agencies

Intelligence Agencies

Cabinet Departments

PRIVATE INDUSTRY

DISDI

ESRI

NASA

USGS

NAVTEQ

GDT

American Hospital Association

Burns & McDonnell

MAPSearch

eaesa
Various methods of data acquisition

- **Government**
  - Direct data exchanges/partnerships
    - NGA, USGS, IVT, DISDI
  - Omnibus federal use license (NGA)
    - NAVTEQ, PLATTS, TGS, IONICS/MCH, Dunn & Bradstreet

- **Commercial/Industry**
  - Purchase existing data sets
    - Telcordia
  - MOU’s/Non-disclosure agreements
  - Contract to build new data sets

- **Coordination activities**
  - HIFLD – Homeland Infrastructure Foundation Level Database
    - Federal, state and local government participation
    - Commercial/Industry participation
  - DISDI – Defense Installation Spatial Data Infrastructure
    - Standardize installation data for all services
  - HSIP – Homeland Security Infrastructure Program
    - Joint effort with USGS and NGA
  - NADB-National Asset Database Working Group
Data Verification, Management, and Analysis

Data Review and Verification

- Data alone does not produce a quality DCIP product. It needs evaluation for quality/accuracy.
- Infrastructure experts integrate and evaluate multiple data sources using various tools to produce DCIP products.
  - Criticality
  - Dependencies
  - Single Points of Failure

Data Management and Organization

ArcCatalog

ArcSDE
Advanced Spatial Data Server

DCIP
DMS

Commercial Software Tools
- ArcMap
- ArcScene
- ArcToolbox

Custom Software Tools
- Telecommunications
- Electric Power
- Road & Rail
- Petroleum
- Natural Gas
- Water
Why HIFLD Started

- Needed to fuse, analyze and visualize information – everything has a location
- Maps for decision makers were wrong
- PowerPoint Clip Art was default map of U.S.
- Needed a common geospatial foundation for multiple Homeland Defense/Homeland Security (HD/HLS) uses
- Needed partnerships to accomplish
Collaborate with DoD, the Inter-Agency and its partners to promote domestic infrastructure geospatial information

- Gathering
- Sharing
- Protection
- Visualization
- Knowledge management
MUST be a Federal government member or be sponsored by one

Access can be requested via non-passworded website (http://hifldwg.org)

“How to Join” link at top of page

Web-based access request template

If not a Federal government member, you will be prompted to provide contact info for your Federal government sponsor

HIFLD Website Content:

Information and on-line registration for upcoming WG meetings

Agendas, attendee lists, briefings, and minutes from previous meetings

Searchable library of HIFLD and homeland infrastructure-related documents

Roster and contact info for all HIFLD WG members

Federal geospatial data guidance

On-line HSIP Gold data request form
Contact Information

Antwane V. Johnson
Deputy Director, DCIP (Enterprise Architecture)
1235 S. Clark Street, Suite 1540
Arlington, VA. 22203
(703) 602-5730 x147 (office)
(703) 602-5725 (fax)
Antwane.Johnson@osd.mil
Rolls-Royce

Trusted to deliver excellence
4th Annual National Small Business Conference

Houston, TX

“Critical Infrastructure Opportunities”

Jaye Lampert
Small Business Liaison Officer
317-230-5730
Jaye.lampert@rolls-royce.com
Critical Infrastructure

Why is that important to Rolls-Royce?
For all the people who depend on our engines...
What comes to mind when you hear the words **Rolls-Royce**?
QUALITY
So.....
What is Rolls-Royce looking for from suppliers?
What is Rolls-Royce looking for from suppliers?

- QUALITY
What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY
What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY
- ON TIME DELIVERY
OUR PURCHASING DECISIONS ARE DRIVEN BY ....
OUR PURCHASING DECISIONS ARE DRIVEN BY QUALITY
REMEMBER, THERE ARE TWO PARTS TO THE SALE….

Customer and Supplier
Here are some areas to keep in mind when approaching Rolls-Royce:
Here are some areas to keep in mind when approaching Rolls-Royce:

- Emphasize solutions – which can be effectively done if you know our business
Here are some areas to keep in mind when approaching Rolls-Royce:

- Emphasize solutions – which can be effectively done if you know our business

- We are looking for suppliers that provide more than one product or service in a wide geographic area (either North America and/or Europe and/or World)
Here are some areas to keep in mind when approaching Rolls-Royce:

- Emphasize solutions – which can be effectively done if you know our business

- We are looking for suppliers that provide more than one product or service in a wide geographic area (either North America and/or Europe and/or World)

- We are looking for AS9100 and NADCAP for manufacturing companies

Rolls-Royce
WHAT ABOUT THE SUPPLIER??
• Understand your business strategy
• Understand your business strategy

• Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?
• Understand your business strategy
  • Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?
• Articulate your business capabilities.
• Understand *your* business strategy
  
  • Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

• Articulate your business capabilities.

• Ensure the representatives of your organization can communicate your strategy and capabilities.
• Understand your business strategy
  • Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

• Articulate your business capabilities.

• Ensure the representatives of your organization can communicate your strategy and capabilities.
  • Can you clearly state who your best audience is within the organization?
• Understand your business strategy
  • Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

• Articulate your business capabilities.

• Ensure the representatives of your organization can communicate your strategy and capabilities.
  • Can you clearly state who your best audience is within the organization?

• Target audience?
OTHER TIPS
• Generally buyers want to talk to the representatives that can answer their technical questions. Business brokers generally can’t.

• Do not sign up for anything that falls outside your scope of business.

• Don’t be afraid to say NO!
Civil and Military Helicopters

- Bell 407
- Comanche
- Bell Long Ranger
- Model 250
- T800

Rolls-Royce
What next?
For Rolls-Royce:

• Engage the Small Business Liaison officer, Jaye Lampert.
For Rolls-Royce:

• Engage the Small Business Liaison officer, Jaye Lampert.

• Track Government awards to Rolls-Royce.
For Rolls-Royce:

• Engage the Small Business Liaison officer, Jaye Lampert.

• Track Government awards to Rolls-Royce.

• Follow up with other contacts within Rolls-Royce.
For Rolls-Royce:

• Engage the Small Business Liaison officer, Jaye Lampert.

• Track Government awards to Rolls-Royce.

• Follow up with other contacts within Rolls-Royce.

• Keep up with the changing dynamics of Supply Chain Management.
Rolls-Royce is looking for suppliers to support local as well as North American strategies.

If opportunities do not exist immediately, ask when Rolls-Royce may again go out to bid.
Request the Buyer to provide the last RFQ document. This will provide insight as to what future requirements may entail.
If you do get an opportunity to respond to an RFQ:

• Make sure you understand the requirements.
• Ask questions to clear up any confusion.
• Respond to each point on the RFQ.
• Engage the Buyer/Commodity Specialist and ensure you understand how pricing should be presented.
• Be specific. Do not leave anything to interpretation.
• If you decide to "No Bid” provide an explanation.
• Turn your response in on time.

Rolls-Royce
• Find out when the award decision will be made.

• If you are not awarded, ask for a detailed explanation.

• If you take issue with the explanation given by the buyer, contact the SBLO via e-mail at SupplierDiversity@Rolls-Royce.com.

• Ask about next steps.
  • SABRE Assessments
  • Development plans
About Suppliermanager

This website pulls together all the information our suppliers need in order to ensure quality for their contribution to the product life cycle.

Global standards and specifications
This website enables the secure distribution of specifications to the Rolls-Royce supplier network.

Terms of business
You will find on this site, Rolls-Royce plc, Marine, Energy, Rolls-Royce North America and Rolls-Royce Deutschland General Conditions of Purchase.

Creating a healthy workplace
Read about the new guide which aims to improve health, well-being and productivity amongst suppliers.
Be Patient
QUALITY TAKES TIME

We spend a lot of time bringing on a new supplier.

We are looking to develop long term relationships with them.

Think of it as a partnership.
Email: SupplierDiversity@Rolls-Royce.com

Send all company information electronically to the above e-mail address. Please remove any color backgrounds from PowerPoint presentations. All literature will be added to our internal Supplier Diversity website.

Please do not send anything via US Mail unless requested to do so.
Supplier Diversity Contact Information

Jaye Lampert  
Small Business Liaison Officer  
2355 South Tibbs Ave, Speed Code N-16  
Indianapolis, IN 46206-0420  
317-230-5730
Infrastructure/Geophysical Division Overview

NDIA Conference

Mike Matthews
Infrastructure/Geophysical Division
Department of Homeland Security
Science and Technology Directorate
May 2007
Infrastructure/Geophysical Division

**Mission Statement:** Increase the Nation’s preparedness for and response to natural and man-made threats through superior situational awareness, enhanced emergency responder capabilities, and critical infrastructure protection.

**Key Deliverables:**
- Decision tools for interdependency analysis of sectors
- Protective measures for critical infrastructure against multiple hits
- Advanced first responder technologies, such as
  - 3-D locator for person (i.e. firefighter) in building
  - Real-time system for stand-off measurement of structural stability
  - Advanced urban search and rescue breaching tool
- Next generation protective gear for first responders
- Unified Incident Command Decision Support for multiple jurisdictional response
- Interactive emergency response training and exercise system
- Unified blast tool for critical infrastructure
- Evacuation, surge capacity modeling
- Real-time decision support tools

**Customers:** Office of Infrastructure Protection, Preparedness, FEMA

**End User:** First responders, S/L/Fed emergency managers and Private Sector infrastructure owners and operators
Infrastructure/Geophysical Division

Thrust Areas:

Critical Infrastructure Protection (CIP)

Geophysical

Preparedness and Response (P&R)

Programs:

Enabling Homeland Capabilities (EHC):

• Protective Technologies
• Modeling, Simulation, and Analysis
• Advanced Surveillance
• Rapid Response and Recovery

• Southeast Region Research Initiative (SERRI)

• Incident Management Enterprise
• Integrated Modeling, Mapping and Simulation for Incident Planning and Response
• Personnel Monitoring and Tracking
Protective (Risk Reduction) Technologies - EHC

• Enable owners and operators of the most vital critical infrastructure sites to implement affordable, reliable blast and projectile mitigation measures

• Improve Critical Infrastructures and Key Resources (CI/KR) capabilities to withstand blast and projectile threats

• Provide design and innovative construction methods to harden or increase resiliency of critical assets

• Provide innovative response technologies to prevent catastrophic losses

<table>
<thead>
<tr>
<th>Current Programs:</th>
<th>Future Programs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Blast Analysis Tool for CI</td>
<td>• Advanced materials and blast mitigating design tools</td>
</tr>
<tr>
<td></td>
<td>• Blast mitigating materials that can be retrofitted into existing CI (performer TBD)</td>
</tr>
</tbody>
</table>
Modeling, Simulation and Analysis - EHC

• Aid in understanding consequences of policy and investment options before enacting solutions

• Enable rapid examination of: interdependencies; trade-offs between risk reduction benefits and protective actions costs; the incorporation of threat information; vulnerability assessments; and disruption consequences

• Visualize analytically-based, quantitative changes in risk and readiness conditions as a function of resource investments

• Facilitate “what-if” scenarios and near real-time analysis of emerging threats

<table>
<thead>
<tr>
<th>Current Programs:</th>
<th>Future Programs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Critical Infrastructure Protection Decision Support System</td>
<td>• Real-time database updating capability, using sensor and software technologies (performer TBD)</td>
</tr>
<tr>
<td></td>
<td>• Real-time Decision Support System for Federal decision-makers</td>
</tr>
</tbody>
</table>
Advanced Surveillance and Detection - EHC

• Examine other agencies’ activities in advanced surveillance and detection

• Transition other agencies’ GOTS and COTS for Critical Infrastructure Protection

• Integrate affordable, effective, chemical, biological, and explosives detection into Critical Infrastructure and key assets

• Facilitate testing environments for suites of advanced surveillance and detection technologies

<table>
<thead>
<tr>
<th>Current Programs:</th>
<th>Future Programs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Examine other agencies’ activities in advanced surveillance and detection</td>
<td>• Testing and Evaluation of Advanced Surveillance and Detection technologies in IP environments</td>
</tr>
</tbody>
</table>
Rapid Response and Recovery - EHC

- Develop rapid response and recovery technologies for infrastructure assets, including underwater tunnels, levees, and dams
- Integrate technologies into testing environments
- Facilitate deployment of tested technologies – may include program to make technologies affordable, or for appropriate retrofit

<table>
<thead>
<tr>
<th>Current Programs:</th>
<th>Future Programs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Rapid Levee Repair</td>
<td>• Development of Tier 1 and 2 rapid response and recovery technologies</td>
</tr>
</tbody>
</table>
National CIP R&D Plan - EHC

- DHS S&T is required to develop the annual Update to the NCIP R&D Plan in coordination with the OSTP by Homeland Security Presidential Directive – 7
- Providing the first and only National coordination program for Research and Development in Critical Infrastructure Protection

<table>
<thead>
<tr>
<th>Current Programs:</th>
<th>Future Programs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Currently getting the 2006 Update to the National CIP R&amp;D Plan signed off by DHS and OSTP</td>
<td>• Development of updated plans and roadmaps for CIP Research and Development (performer TBD)</td>
</tr>
</tbody>
</table>
Southeast Regional Research Initiative (SERRI)

Research Topics Areas

• Structural Water Management
  • Levees, Dams, Marshes, Spillways and Floodgates

• Natural Disaster Recovery
  • Innovative Debris Removal
  • Sustainable Reconstruction
  • Rapid Restoration of Services

• Building Regional Resilience
  • Mutual Aid Structures
  • Continuity of Operation Plans
  • Decision Maker Awareness Training
  • Business Cases for Regional Resilience

Research Partners

• Oak Ridge National Laboratories
• Mississippi State University
• University of Mississippi

• Southern Mississippi University
• Alcorn State University
• Jackson State University
EHC: Integrated Modeling, Mapping, & Simulation

- Models of possible hazards from a wide range of natural and terrorist events (NRP)
- Predictive route mapping during mass evacuations or the post-event flow of emergency supplies
- Impact Analysis – Natural and Terrorist Events

**Current Program:**
- Modeling Pilot in NY

**Future Program:**
- Model and Simulation Based Disaster Planning
EHC: Emergency Responder Technology

- Develop advanced protection technologies for first responders, emergency managers, and incident commanders
- Real-Time Tracking and Monitoring
- Situational Awareness for Incident Commanders

<table>
<thead>
<tr>
<th>Current Program:</th>
<th>Future Program:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Prototype 3D Locator Sensor for First Responders</td>
<td>• Responder Locator System</td>
</tr>
<tr>
<td></td>
<td>• Physiological Monitoring System</td>
</tr>
</tbody>
</table>
EHC: Incident Management Enterprise

- Situational awareness of incident activities for Incident Manager
- Unified Incident Management Common Operating Picture
- Incident Information and Resource Management

<table>
<thead>
<tr>
<th>Current Program:</th>
<th>Future Program:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Unified Incident Command and Decision Support (UICDS)</td>
<td></td>
</tr>
<tr>
<td>• Simulation Based Training and Decision Analysis [Training Exercise &amp; Lessons Learned (TELL)]</td>
<td></td>
</tr>
<tr>
<td>• Advanced Incident Management Enterprise System</td>
<td></td>
</tr>
</tbody>
</table>
Critical Infrastructure Protection

High Impact Technical Solutions

- Wide area surveillance and change detection for urban and remote locations
- Resilient Tunnel – ways to rapidly limit extent of damage in tunnel emergencies

Homeland Innovative Prototypical Solutions

- Resilient electric grid – prevent cascading effects of surge
- Levee evaluation, strengthening, and rapid repair
- Hurricane mitigation and storm surge defeat

Graph showing:
- Time axis
- Disruptive Event(s)
- Area = Losses due to downtime
- Capacity to meet New Demand Level
- Rate of Recovery
- Response Time
- Redundancy
- Harden
- Capacity (Sector N)
What We Need From You:

<table>
<thead>
<tr>
<th>Critical Infrastructure Protection</th>
<th>Incident Management</th>
<th>Natural Hazards</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Real-time data collection</td>
<td>• Insight into internal R&amp;D Programs</td>
<td>• Hurricane Mitigation</td>
</tr>
<tr>
<td>• Advanced surveillance</td>
<td>• Systems in difficult environments</td>
<td>• Storm surge defeat</td>
</tr>
<tr>
<td>• Hardening technologies</td>
<td>• Plug&amp;Play, interoperable, distributed modeling &amp; simulation</td>
<td>• Long-term solutions, sustainable</td>
</tr>
<tr>
<td>• Automatic response/repair</td>
<td>• Intelligent, easy to use, secure workflow IM engines</td>
<td>• Early warning for all hazards</td>
</tr>
<tr>
<td>• Rapid reconstruction</td>
<td>• Innovative System integration framework/platform</td>
<td>• Affordable protection</td>
</tr>
<tr>
<td>• Strong economic and systems modeling</td>
<td>• Integrated First Responder protection systems</td>
<td>• Flood proofing – e.g. hospitals</td>
</tr>
<tr>
<td>• Insights for private industry technical directions</td>
<td></td>
<td>• New directions from basic research</td>
</tr>
<tr>
<td>• Critical infrastructure sector requirements</td>
<td></td>
<td>• Full spectrum of hazards</td>
</tr>
</tbody>
</table>
SAIC’s Small Business Program

May 16, 2007
Company Organization

- Defense Solutions
- Infrastructure, Logistics and Product Solutions
- Intelligence, Security, and Technology
- IT and Network Services
SAIC Business Overview

Business Areas

- Defense
- Intelligence
- Homeland Security
- Logistics and Product Support
- Science and Technology
- Health and Life Sciences
- Space and Earth Sciences
- Enterprise Management
- Global Commercial Services

Pie chart showing:
- 70% National Security
- 23% Civil and Other Government
- 7% Commercial

Total Revenue: $8.3B (FY 2007)
SAIC’s Philosophy – “Small Business is Good Business”

- Small Businesses provide tremendous value to our customers
- Small Businesses bring new ideas, innovations, capabilities and diversity to our customers and SAIC
- SAIC is committed to effectively working with and using Small Businesses
- Small business is good business and is important to SAIC’s management
SAIC is Organized to Support Small Business

- A Corporate Oversight Committee that includes SAIC executives and members of SAIC’s Board of Directors monitors overall performance of the Small Business Program

- SAIC’s Small Business Program Office oversees the following:
  - Assist our small business partners in identifying and developing new business opportunities
  - Provide marketing and bid assistance
  - Monitor and manage compliance with small business participation plans
  - Conduct small business assessments
  - Measure and report performance

- Small Business Advocates are assigned to our line organizations
## SAIC’s Small Business Past Performance

### SUBCONTRACTED AWARDS TO SMALL BUSINESSES

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$1,232.5M</td>
<td>$1,352.2M</td>
<td>$960.7M</td>
<td>$793M</td>
<td>$490M</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$241.1M</td>
<td>$231.5M</td>
<td>$197.3M</td>
<td>$152M</td>
<td>$116M</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>$238.7M</td>
<td>$236.5M</td>
<td>$179.9M</td>
<td>$130M</td>
<td>$77M</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$56.8M</td>
<td>$39.5M</td>
<td>$24.1M</td>
<td>$16.7M</td>
<td>$6M</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>$140.7M</td>
<td>$115.6M</td>
<td>$103.5M</td>
<td>$42M</td>
<td>$22.8M</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned Small Business</td>
<td>$51.4M</td>
<td>$36.0M</td>
<td>$49.5M</td>
<td>$3.64M</td>
<td>$5M</td>
</tr>
<tr>
<td>Historically Black Colleges/Universities</td>
<td>$3.1M</td>
<td>$2.7M</td>
<td>$427K</td>
<td>$332K</td>
<td>$195K</td>
</tr>
</tbody>
</table>
Working with large companies

“\textit{The only good is knowledge and the only evil is ignorance}” – Socrates

- KNOW the business areas, needs and customer sets of the large business
- KNOW your audience – program manager, business development, contracts, etc.
- KNOW what opportunities are present at the customers you are targeting.
- KNOW what are your strengths unique to the prime and the opportunity
- KNOW the competitive landscape and your potential weaknesses
- Be specific about and opportunity

\textit{Avoid “I contact”}
Teaming – What Does SAIC Look For

- **Skills** – What is it that you do best
  - Niche Technical and Functional Expertise
  - Employees with Certified/Desired Skills
  - Skills that complement SAIC’s capabilities as a whole and on specific opportunities

- **Past Performance**
  - Subcontracting performance on related efforts
  - Prime contracting experience

- **“Marketability” – Customer Knowledge**
  - Customer Knowledge – Do you know them and the “real environment”? Do they know you?
  - Active Teaming = Good Teaming

- **Type of Business** – SB/SDB/WOB/HUBZone/SDVOB/VOB

- **Strong Financial Capabilities** – essential in exploring set-aside opportunities
Other Key Factors

- Hiring of cleared people – invest in obtaining/retaining clearances
- High profile projects will often include certification requirements – seek to obtain SEI-CMMI or ISO certifications.
- Enhance knowledge of federal acquisition environment
  - Understand the lifecycle of an acquisition
  - Understand the diversity of contracting vehicles
  - “Politics” – Budget process, personnel changes, leverage
- PERFORM, PERFORM, PERFORM
Federal Marketplace – What SAIC is pursuing

- Department of Defense Transformation
  - C3
  - Net-Centric warfare and battlespace awareness.
  - Force management, protection and deployment strategies
  - Logistics, supply chain and sustainment

- Intelligence
  - Interdependence among commands and agencies – convergence and sharing
  - Human intelligence and increased support “downrange”
  - Analysis, operations and support activities

- Homeland Defense
  - WMD Threats – Chemical, Biological Radiological, Nuclear (CBRN) assessments and countermeasures
  - Security – Physical and Information Security
  - The Homeland – First Responders, Border Protection/Inspection
  - Infrastructure Protection – Ports, Airports, Energy
The Subcontracting Process – “I want to work with you”

- **SAIC teams up front**
  - Teaming discussions begin well in advance of an opportunity
  - Requires active marketing
  - Selectively add-on members post award

- **Outreach really means “Reaching Out”**
  - Attend Acquisition Industry Days
  - Trade Associations and Other Networking Events
  - Identify opportunities and organizations that mesh with your focus
The Homeland Security Mission
There Are Many Specialty Areas and Providers
Points of Contact


- Babak Nouri
  Email: [nourib@saic.com](mailto:nourib@saic.com)
  Phone: 703-676-7492
Raytheon … Who We Are

We are ...

- A Customer Focused Company that places the highest value on People, Integrity, Commitment and Excellence
- 2006 Sales: $20.3 billion
- More than 73,000 employees worldwide
- Headquarters: Waltham, Massachusetts

Our Vision

- Be the most admired defense and aerospace systems supplier through world-class people and technology.

Working as One Company Focused on the Customer
Markets Align with Customer Priorities

- Homeland Security
  - Knowledge-driven security
- Missile Defense
  - Enable any sensor, any shooter
- Intelligence, Surveillance and Reconnaissance
  - Enabling decision superiority
- Precision Engagement
  - Joint...speed...effects
Raytheon Business Headquarters

73,000 employees; 2006 Revenue: $20.3B
Integrated Defense Systems

Dan Smith
President
2004 Revenue: $3.5B
Employees: 12,000
HQ: Tewksbury, MA

Naval
International
Homeland Defense

Industry-Leading Mission Systems Integrator
IDS Partnering …

- DDG 1000 – $2.7B: 600 Suppliers
- ASP – [$100M - 500M]: 66 Suppliers
- Missile Defense System – $4.4B: 168 Suppliers
- SLAMRAAM – $152M: 100 Suppliers
- JLENS & RAID – $1.4B: 428 Suppliers
- Cobra Judy Replacement – $1B: 361 Suppliers

42% Small Businesses

Connected performance and solutions
Small Business Partnering as a Component to IDS Growth ...

<table>
<thead>
<tr>
<th>Category</th>
<th>FY2004 Actual Dollars/Percent</th>
<th>FY2006 Actual Dollars/Percent</th>
<th>% Delta Over 2 Years Dollars/Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small</td>
<td>$125.8M / 29.3%</td>
<td>$236.3M / 42.1%</td>
<td>+87.8% / +43.7%</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>$17.2M / 3.8%</td>
<td>$25.1M / 4.5%</td>
<td>+45.6% / +12.5%</td>
</tr>
<tr>
<td>Small Woman Owned</td>
<td>$19.7M / 4.6%</td>
<td>$28.7M / 5.1%</td>
<td>+45.7% / +10.9%</td>
</tr>
</tbody>
</table>

Two Year Focus on Small Business = Results
Opportunity Focus Areas

- Partners Need to Be Carefully Selected…
  - Affordability
  - Capability
  - Sustainability
  - Political perspective
  - Cultural perspective

- Small Businesses
  - Critical technologies / Enhanced manufacturing and service support
  - Small Business Innovative Research, Small Business Technology Transfer Programs

- Minority, Women, Veteran and Service Disabled Veteran Owned Business Initiatives
  - Mentor Protégé and Supplier Development

- Outreach
  - Customer and Industry Conferences
  - Raytheon Supplier Diversity Web Site
    - Certification information required
# Supplier Requirements

- Quality, price, delivery
- Leading edge technology
- Advanced processes in manufacturing / delivery / service / customer satisfaction
- E-enabled business processes
- Specific Technologies:

| RF System on a chip in silicon | Information Security |
| CBRN (chem., bio, radio, nuclear) sensing | First Responder (hardware/software) |
| Decontamination technologies | Incident management, decision support systems |
| Low loss RF tunable components for phase shifting/filtering | IR and Optical technologies |
| Efficient high density power conversion and regulation | Fiber, Multi-spectral Windows, Device |
| Fuel Cells | Waveform Generation/ Polimetry/ Signal Processing technologies (Radar & Sonar) |
| Wide bandgap technologies | Low Cost Advanced Composite Structures |
| Substrate and Epitaxial material providers | Low Cost Composite Sandwich Structures and Fabrication Techniques |
| Thermal Management/modeling techniques | Sonar signal processing technologies |
| Radiation Hardened/ Tolerant Electronics | Automatic detection and discrimination of submarines from surface ships |
| Software acquisition/development | Computer aided detection (CAD) / Computer aided classification (CAD) |
| Migration technologies to enable Open Architecture | Rapid prototyping tools and techniques – Software & Hardware |
| Translation of old codes to common UML or HTML | |
**SUPPLIER DIVERSITY PROGRAM CONTACT POINTS**

Listed below are the Supplier Diversity Program contact points for Raytheon Company. This network of administrators will help assist small, small disadvantaged, and woman-owned small businesses become acquainted with Raytheon procurement requirements.

### Integrated Defense Systems - (IDS)

- **Edward A Bogacz** - (Business Unit Leader)
  - 350 Lowell Street, Andover, MA 01810, M/S AA2W102
  - Phn: 978/470-7199  Fax: 978/964-0144
  - edward_a_bogacz@raytheon.com

- **Kathy Darouie**
  - 8680 Balboa Blvd., Bldg. 1/F109 San Diego, CA 92123-1502
  - Phn: 858/522-2477  Fax: 858/522-2580
  - kadarouic@raytheon.com

- **Fernando Davis**
  - 350 Lowell Street, Andover, MA 01810
  - Phn: 978/470-9289  Fax: 978/470-7354
  - fernando_davis@raytheon.com

### Intelligence and Information Systems - (IIS)

- **Barbara Osborn** - (Business Unit Leader)
  - P.O. Box 660023 M/S FK6100, Dallas, TX 75266-0023
  - Phn: 972/205-7202  Fax: 972/205-7761
  - barbara_H_Osborn@raytheon.com

- **Warren A. Elbeck**
  - 1600 E. Centreltech Parkway, Aurora, CO 80011-9046
  - Phn: 720/858-5788  Fax: 720/858-5955
  - waelbeck@raytheon.com

- **Stacy Eder**
  - 7700 Arlington Blvd., Falls Church, VA 22042
  - Phn: 703/876-3032  Fax: 703/810-0670

### Raytheon Integrated Defense Systems

- **Tony E. Forrest**
  - 610 Dowell Street, Bldg. 894 Keyport, WA 98345-7610
  - Phn: 360/394-3411  Fax: 360/394-3494
  - tony_e_forrest@raytheon.com

- **Judy Hardin**
  - 353 James Record Rd., Huntsville, AL 35824
  - Phn: 256/542-4788  Fax: 256/542-4617
  - judy_c_hardin@raytheon.com

- **Eric Stevens**
  - 1050 NE Hostmark Street, Poulsbo, WA 98370-7759
  - Phn: 360/394-7527  Fax: 360/394-7524
  - eric_e_stevens@raytheon.com

- **Melvin Jackson**
  - 1616 McCormick Dr., Upper Marlboro, MD 20774
  - Phn: 301/925-0428  Fax: 301/925-1151
  - melvin_A_Jackson@raytheon.com

- **James Phelan**
  - 1768 Business Center Dr., Reston, VA 20190-5349
  - Phn: 703-757-1642  Fax: 703-759-1780
  - James_A_Phelan@raytheon.com

- **Sharon Denton**
  - P.O. Box 660023 M/S FK6100, Dallas, TX 75266-0023
  - Phn: 972/205-7100  Fax: 972/205-7761
Raytheon Online Supplier Registration/Search System

The On-line Supplier Registration tool will aid in matching suppliers to opportunity.
“Critical Infrastructure Opportunities”

Prime Contractors Panel

Wednesday, May 16, 2007

Moderated by
Ron Perlman
Breakout Session: Prime Contractors
Moderator: Ron Perlman, Buchanan Ingersoll & Rooney

3:30pm - 5:00pm

**SAIC**: Babak Nouri, Assistant Vice President, Small Business Programs

**Raytheon**: Doug Patrick, Director of Subcontract Partnering for Raytheon Integrated Defense Systems

**Rolls-Royce Corporation**: Jaye Lampert, Small Business Liaison Officer

**BAE Systems**: Diane Dempsey, Director Small Business Relations
VA’s Mission

With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us strive on to finish the work we are in, to bind up the Nation’s wounds, to care for him who shall have borne the battle, and for his widow and orphan, to do all which may achieve and cherish a just and lasting peace among ourselves and with all nations.”

--Abraham Lincoln
VA Structure

- Veterans Health Administration (VHA)
- Veterans Benefits Administration (VBA)
- National Cemetery Administration (NCA)
- Staff Offices
## FY 2006 Goals & Accomplishments

<table>
<thead>
<tr>
<th>Category</th>
<th>Secretary’s Goal</th>
<th>VA-wide Accomplishments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>25%</td>
<td>29.45%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>4%</td>
<td>4.93%</td>
</tr>
<tr>
<td>Section 8(a)</td>
<td>5%</td>
<td>3.92%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>5%</td>
<td>5.00%</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>7%</td>
<td>6.49%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>3%</td>
<td>3.39%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>3.05%</td>
<td>3.28%</td>
</tr>
</tbody>
</table>
4th Annual National Small Business Conference
“Critical Infrastructure Opportunities”

May 15-17, 2007
Hyatt Regency Houston
Houston, TX
Event #7140
TUESDAY, MAY 15, 2007
1:00pm–6:30pm  Registration Open and Display Setup
5:00pm–6:30pm  Opening Reception in Display Area

WEDNESDAY, MAY 16, 2007
7:00am–6:30pm  Registration Open
7:00am–8:00am  Continental Breakfast in Display Area
8:00am–8:30am  Welcoming Remarks
Lt Gen Lawrence Farrell, Jr., USAF (Ret), President and CEO, NDIA
NDIA Small Business Division Chairman Remarks
Mr. Tyrone Taylor, Director, Washington Relations, West Virginia High
Technology Consortium Foundation
8:30am-9:15am  Department of Homeland Security Keynote Address
Hon. Jay Cohen, Under Secretary for Science and Technology, Department of
Homeland Security
9:15am–10:00am  Ms. Mary Petryszyn, Vice President, Joint Battlespace Integration,
Raytheon Integrated Defense Systems
10:00am–10:30am  Break in Display Area
10:30am–11:45am  Contracting with Local and State Governments Panel
Moderator:
Hon. Robert Eckels, County Judge, TX (Ret), Partner, Fulbright & Jaworski
Panelist:
Mr. Jack Colley, State Coordinator, State Emergency Management Council
12:00pm–1:30pm  Lunch and Presentation of the Dr. Kathleen P. Sridhar
Small Business Executive of the Year Award
1:30pm–3:00pm  Critical Infrastructure and Preparedness Panel

*Moderator:*
Mr. Tyrone Taylor, Director, Washington Relations, West Virginia High Technology Consortium Foundation

*Panelists:*
Mr. Antwane Johnson, Deputy Director, Critical Infrastructure Protection (EA), Office of the Assistant Secretary of Defense (HD & ASA)

Mr. Michael Matthews, Division Head (Acting) Infrastructure/Geophysical, Department of Homeland Security

3:00pm–3:30pm  Break in Display Area

3:30pm–5:00pm  Prime Contractor Panel

*Moderator:*
Mr. Ronald Perlman, Esq., Chair, Government Contracts Section, Buchanan Ingersoll & Rooney, PC; Vice Chair, NDIA Small Business Division

*Panelists:*
Mr. Babak Nouri, Assistant Vice President, Small Business Programs, SAIC

Doug Patrick, Director of Integrated Supply Chain, Raytheon Company

Ms. Jaye Lampert, Rolls-Royce Corporation, Small Business Liaison Officer

Ms. Diane Dempsey, Director Small Business Relations, BAE Systems

5:00pm–6:30pm  Networking Reception in Display Area

**THURSDAY, MAY 17, 2007**

7:00am–5:00pm  Registration Open

7:00am–8:00am  Continental Breakfast in Display Area

7:00am–8:00am  Women In Defense Breakfast, Arboretum 5 - 2nd Floor

8:00am–8:15am  NDIA Small Business Division Chairman Remarks
Mr. Tyrone Taylor, Director, Washington Relations, West Virginia High Technology Consortium Foundation
8:15am–9:00am  Department of Defense and Critical Infrastructure Protection Keynote Address  
Mr. Peter Verga, Principal Deputy for Homeland Defense, DoD

9:45am–10:15am  Break in Display Area

10:15am–11:45am  Small Business Panel, Success in Critical Infrastructure Protection

Moderator:  
Ms. Ludmilla Parnell, Marketing Director, Small Business Partnerships, General Dynamics Information Technology

Panelists:  
Mr. Phil Gahn, Director of Business Development Security Technology, Epsilon Systems Solutions

Mr. John V. Meyers, President and CEO, NAID

Mr. John E. Taylor, President, Mercury Data Systems

Mr. David Pak, President, USmax Corporation

12:00pm–1:30pm  Lunch with Speaker  
Mr. Nicholas Owens, Ombudsman, Small Business Administration

1:30pm–3:00pm  Effective Infrastructure Marketing to the Federal Government Panel

Moderator:  
Mr. Ralph Thomas, III, Counsel - Government Contracts Practice Group, Buchanan Ingersoll & Rooney PC

Panelists:  
Mr. Kevin Boshears, Director, Office of Small and Disadvantaged Business Utilization, Department of Homeland Security

Mr. Gale Burkett, Chairman and CEO, GB Tech, Inc.

Mr. Wayne Simpson, Deputy Director, Office of Small Business, Department of Veterans Affairs
3:00pm–3:30pm  Break in Display Area

3:30pm–5:00pm  Prime Contractor Panel

Moderator:
Ms. Jody Kernaghan, Manager, Small Business Programs, KBR

Panelists:
Ms. Valerie Coleman, Commercial Market Representative,
US Small Business Administrative Center

Mr. Kevin Howard, Manager of Supplier Diversity,
The Boeing Company

5:00pm  Conference Adjourns

See You Next Year at the
5th Annual National Small Business Conference!

Hyatt Regency La Jolla at Aventine
San Diego, CA ~ May 19-22, 2008
Armor Holdings, Aerospace and Defense Group, Tactical Vehicle Systems Division

Armor Holdings is a leading manufacturer and distributor of military vehicles, vehicle armor systems and life safety and survivability systems.

Armor Holdings Tactical Vehicle Systems Division (TVS) designs, manufactures and supports light and medium tactical vehicles from 2 – 17 tons payload capacity, offering the highest capability, mobility, and reliability in the market. The Family of Medium Tactical Vehicles (FMTV) includes sixteen variants on two basic platforms (4X4 and 6X6), with 85% parts commonality to greatly reduce the logistics footprint in the field. Variants include the 2.5-ton cargo and van models and 5-ton cargo, troop carrier, tractor, van, wrecker, load handling systems (LHS), tanker and dump trucks, with some models exceeding 10-ton capacity. Our new 8 X 8 will be available in cargo and LHS configurations, with a capacity of over 17-tons. The FMTV is well established as the Platform of Choice for the U.S. Army and other customers worldwide. Over 39,000 FMTV vehicles are in service around the world.

To meet recent requirements for ballistic protection, Armor Holdings designed and developed the Low Signature Armored Cab (LSAC) for the FMTV, providing crew protection from assault rifle rounds, land mines, and artillery fragments. The LSAC is a drop-in replacement for the standard cab, so it can be installed on an as-required basis. Over 2,000 LSAC cabs are fielded and are combat proven.

TVS manufactures the Family of Medium Tactical Vehicles (FMTV) at its home facility in Sealy, Texas.

KBR’s Government and Infrastructure division provides integrated engineering/design and construction, logistics support, project management, and operations and maintenance worldwide. From large-scale military contingency support, to highways, to western Europe’s largest shipyard, KBR is noted for its quality and quick response capability whenever and wherever services are needed.

KBR’s Government & Infrastructure division is a global company providing engineering, construction and logistics services to Government. For over 60 years, from highways to large-scale military contingency operations, KBR’s services include program and project management, engineering and design, construction, operations and maintenance, logistics, and integrated security solutions.
Raytheon Company, with 2006 sales of $20.3 billion, is a technology leader specializing in defense, homeland security and other government markets throughout the world. With a history of innovation spanning more than 80 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 73,000 people worldwide.

SAIC is a leading provider of scientific, engineering, systems integration and technical services and products to all branches of the U.S. military, agencies of the U.S. Department of Defense (DoD), the intelligence community, the U.S. Department of Homeland Security (DHS) and other U.S. Government civil agencies, as well as to customers in selected commercial markets. Our customers seek our domain expertise to solve complex technical challenges. SAIC offers a broad range of services and products to address our customers’ most complex and critical technology-related needs. These services include the following:

**Defense Transformation.** We develop leading-edge concepts, technologies and systems to solve complex challenges facing the U.S. military and its allies, helping them transform the way they fight.

**Intelligence.** We develop solutions to help the U.S. defense, intelligence and homeland security communities build an integrated intelligence picture, allowing them to be more agile and dynamic in challenging environments and produce actionable intelligence.

**Homeland Security and Defense.** We develop technical solutions and provide systems integration and mission-critical support services to help federal, state, local and foreign governments and private-sector customers protect the United States and allied homelands.

**Logistics and Product Support.** We provide logistics and product support solutions to enhance the readiness and operational capability of U.S. military personnel and weapon and support systems.

**Systems Engineering and Integration.** We provide systems engineering and integration solutions to help our customers design, manage and protect complex IT networks and infrastructure.

**Research and Development.** As one of the largest science and technology contractors to the U.S. Government, we conduct leading-edge research and development of new technologies with applications in areas such as national security, intelligence and life sciences.

**Commercial Services.** We help our customers become more competitive, offering technology-driven consulting, systems integration and outsourcing services and products in selected commercial markets including oil and gas, utilities and pharmaceuticals.

Founded by J. Robert Beyster, Ph.D., and a small group of scientists in 1969, Science Applications International Corporation (SAIC), a Fortune 500® company, and its subsidiaries now have more than 44,000 employees with offices in over 150 cities worldwide and annual revenues of $8.3 billion.
Thank You to...

Raytheon

Buchanan Ingersoll & Rooney PC
Attorneys & Government Relations Professionals

KBR
From Science to Solutions

GENERAL DYNAMICS
Information Technology

ARMOR HOLDINGS
AEROSPACE & DEFENSE GROUP
DHS Science & Technology: Enabling Technology to Better Secure the Nation

National Small Business Conference
Critical infrastructure Opportunities

Houston, Texas · May 16, 2007

Jay M. Cohen
Under Secretary
Science and Technology Directorate
S&T Goals

Consistent with the Homeland Security Act of 2002

- Accelerate delivery of enhanced technological capabilities to meet requirements and fill capability gaps to support DHS Agencies in accomplishing their mission

- Establish a lean and agile GS-manned, world-class S&T management team to deliver the technological advantage necessary to ensure DHS Agency mission success and prevent technology surprise

- Provide leadership, research and educational opportunities and resources to develop the necessary intellectual basis to enable a national S&T workforce to secure the homeland
# DHS S&T Investment Portfolio

## Balance of Risk, Cost, Impact, and Time to Delivery

<table>
<thead>
<tr>
<th>Product Transition (0-3 yrs)</th>
<th>Innovative Capabilities (1-5 yrs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Focused on delivering near-term products/enhancements to acquisition</td>
<td>▪ High-risk/High payoff</td>
</tr>
<tr>
<td>▪ Customer IPT controlled</td>
<td>▪ “Game changer/Leap ahead”</td>
</tr>
<tr>
<td>▪ Cost, schedule, capability metrics</td>
<td>▪ Prototype, Test and Deploy</td>
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<td>▪ HSARPA</td>
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<th>Basic Research (&gt;8 yrs)</th>
<th>Other (0-8+ yrs)</th>
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<td>▪ Enables future paradigm changes</td>
<td>▪ Test &amp; Evaluation and Standards</td>
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<tr>
<td>▪ University fundamental research</td>
<td>▪ Laboratory Operations &amp; Construction</td>
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<tr>
<td>▪ Gov’t lab discovery and invention</td>
<td>▪ Required by Administration (HSPDs)</td>
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<td>▪ Congressional direction/law</td>
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## Customer Focused, Output Oriented
DHS Requirements/Capability Capstone IPTs
DHS S&T Product – “Enabling Homeland Capabilities”
IPT Initial Outcome

High Priority Technology Needs

• 11 Capstone IPTs have identified 77 High Priority Technology Needs for DHS components and their customers
• Identified in new brochure and posted at www.hsarpabaa.com
• Baseline established for conducting an iterative, dynamic IPT process on an annual cycle aligned with DHS funding and acquisition processes

IPT Next Steps:
• Focus on delivering product to customers
• Detail proposed technology solutions
• Clarify deliverable and transition plans
• Develop Technology Transition Agreements to establish customer requirements and technical specifications

Customer Focused…Output Oriented
Infrastructure Protection: Representative Technology Needs

- Analytical tools to quantify interdependencies and cascading consequences as disruptions occur across critical infrastructure sectors *(IP/Geophysical Division)*

- Effective and affordable blast analysis and protection for critical infrastructure; improved understanding of blast failure mechanisms and protection measures for the most vital critical infrastructure and key resources *(IP/Geophysical Division)*

- Advanced, automated and affordable monitoring and surveillance technologies *(C2I Division)*
Homeland Security Act of 2002

HSARPA will…. “Support basic and applied homeland Security research to promote revolutionary changes in technologies; advance the development, testing and evaluation, and deployment of critical homeland security technologies; and accelerate the prototyping and deployment of technologies that would address homeland security vulnerabilities.”
HIPS and HITS

Homeland Innovative Prototypical Solutions (HIPS) are designed to deliver *prototype-level demonstrations* of game-changing technologies in two to five years. Projects are moderate to high risk, with high payoff.

High Impact Technology Solutions (HITS) are designed to provide *proof-of-concept* answers within one to three years that could result in high-payoff technology breakthroughs. While these projects are at considerable risk for failure, they offer the potential for significant gains in capability.
## Homeland Innovative Prototypical Solutions (HIPS)

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<th>Explosives</th>
<th>Chem/Bio</th>
<th>Command, Control &amp; Interoperability</th>
<th>Borders/Maritime</th>
<th>Human Factors</th>
<th>Infrastructure/Geophysical</th>
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<td><strong>First Net</strong> - First Responder Reliable Relay Link</td>
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<td><strong>Cell-All</strong> - Ubiquitous Chem/Bio/agent detector</td>
<td><strong>Phone Home</strong> – Inter-operative and inexpensive handheld radios</td>
</tr>
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<td><strong>Tunnel Detect</strong> – Ability to detect, identify, and confirm illegal and clandestine underground border structures and activities</td>
<td><strong>Document Validator</strong> – High proficiency scanner that can identity fraudulent docs</td>
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<td><strong>Resilient Tunnel</strong> – Tunnel Protection/Blast Mitigation</td>
<td><strong>Wide Area Surveillance/Change Detection for Critical Infrastructure</strong></td>
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<td><strong>First Net</strong> - First Responder Reliable Relay Link</td>
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Homeland Innovative Prototypical Solutions
Counter-MANPADS/Persistent Surveillance

Project Chloe

Counter-MANPADS Functions
1. MWS Detect & Declare
2. Slew & Hand-off
3. Track
4. Jam

Engagement Time: 3-10 Seconds

Unmanned Aircraft Systems (UASs)
- High-Altitude Stand-Off Counter-MANPADS
- High Altitude – Wide-Area Coverage
- Long Endurance – Persistent Surveillance
- Large Payload – Multi-Sensor

Operational Characteristics
- Real-time sensor fusion/dissemination
- Multi-user / border surveillance requirements
- Commercial Aircraft MANPADS protection
- Automatic target detection/recognition
- Persistence (24/7, all-weather coverage)

Border & Critical Infrastructure Surveillance

Maritime Surveillance & Interdiction

65K Feet
High Impact Technology Solutions
Technologies for Suicide Bomber Defeat & Blast Mitigation

Suicide Bomber & Device Detection

Explosive Device Deactivation

Blast Mitigation

Reactive & Shaping Walls
High Impact Technology Solutions
Critical Infrastructure Change Detection

Explore Methods to Monitor Critical Infrastructure

Large and Remote Locations

Densely Populated Urban Environments

Homeland Security
Homeland Innovative Prototypical Solutions
Levee Strengthening and Rapid Repair

- Pre-emptive mapping of weak levees
- Pre-Flood Deployment of Protective and Rapid Repair Supplies to Problem Locations
- Drop-in structures lofted by aircraft
- Float-in structure guided by cables
- Explosively Emplaced Support Structures
- Roll-out protective coverings such as articulated concrete mats
Homeland Innovative Prototypical Solutions
Levee Strengthening and Rapid Repair

Click to Play Video
DHS SBIR Program

- Increases participation of innovative and creative small businesses in Federal research and development programs
- Challenges small businesses to bring innovative homeland security solutions to reality
- Focuses on near-term commercialization and delivery of operational prototypes
- Over 324 contracts awarded
- Funded by S&T Directorate and DNDO
- Implemented Cost Match to motivate commercialization

Visit www.dhssbir.com (soon to be .gov)
DHS SBIR/STTR Phase I
No. of Submissions vs. Awards per State (Nov. 04- Jan. 06)

Total Phase I Submissions/Awards 1,320/232
DHS SBIR expects to release its 6.2 SBIR Solicitation in August 2006
DHS announces its 6.1 SBIR/STTR award selections.....

Homeland Security Advanced Research Projects Agency
SBIR/STTR Program

Vision: Make America Safer
The top priority for everything HSARPA does is to enhance the safety and security of America’s people, institutions and way of life.

SBIR Program:
The Department of Homeland Security (DHS), Homeland Security Advanced Research Projects Agency (HSARPA) launched the Small Business Innovation Research (SBIR) program, in December 2003. Our goal is to increase the participation of innovative and creative small businesses in Federal Research/Research and Development (R/R&D) programs and challenge industry to bring innovative homeland security solutions to reality.

All Federal agencies with an annual extramural R&D budget exceeding $100M are required to participate in the SBIR Program. Each fiscal year, not less than 2.5 percent of the annual extramural budget, is reserved for awards to small businesses for R/R&D through a three-phase process.
DHS SBIR 7.1 S&T Topics

- H-SB07.1-001 Trace Explosives Particle and Vapor Sample Collection
- H-SB07.1-002 Subterranean Response and Evacuation
- H-SB07.1-003 Secure Wrap
- H-SB07.1-004 Mobile Biometrics Screening
- H-SB07.1-005 Responder Wireless Physiological Monitoring Device
- H-SB07.1-006 Enhanced Project “Safe-Cracker”
- H-SB07.1-007 Improved Chemiresistor Sensing Arrays for Detection of Small Molecules Gases
DHS SBIR 7.1 DNDO Topics

- H-SB07.1-008  Source Surveillance
- H-SB07.1-009  Improved Solid-State Neutron Detection Devices
- H-SB07.1-0010 Development of High Reliability Occupancy Sensors
Key Dates for 7.1 & 7.2
DHS SBIR Solicitation

07.1 Pre-solicitation Posted: April 4, 2007
Proposals Accepted: April 20, 2007 – June 5, 2007
Contracts Award: August 2007 (est.)

07.2 Pre-solicitation Posted: June 11, 2007 (est.)
Proposals Accepted: June 26, 2007 - Aug 12, 2007 (est.)
Contracts Awarded: November 2007 (est.)
Key Dates for FY 08 DHS SBIR Solicitation

- 08.1 Develop Topics: June 25, 2007
- Topics accepted/solicitation ready: July 1, 2007
- Solicitation sent to OPO: July 15, 2007
- 08.1 Pre-solicitation posted: Sept 1, 2007
- Contracts accepted: Sept 15 – Oct 30 (est.)

- 2 more solicitations in FY 08 in the Jan-Feb 08 and May-Jun 08 timeframe
DHS SBIR Program Contacts

- DHS SBIR Program
  - Director, Vinny Schaper
  - 202-254-6119
- S&T SBIR Program
  - Program Manager, Lisa Sobolewski
  - 202-254-6768
- DNDO SBIR Program
  - Program Manager, Anu Bowman
  - 202-254-7474
New Broad Agency Announcements

Released May 1

• IED and Vehicle-Borne Explosive Device Defeat
• First Responder Reliable Link (First NET)
• Document validator
• Biometric detector
• Home Made Explosives Detection System Development
• Emerging Counter-MANPADS Technologies Assessment

For more about BAAs, visit [www.FedBizOpps.gov](http://www.FedBizOpps.gov) and [www.hsarpabaa.com](http://www.hsarpabaa.com)
The SAFETY Act …

- For anti-terrorism technologies and services
- Provides legal liability protections for Qualified Anti-Terrorism Technologies (QATTs)
- Encourages development and deployment of new and innovative anti-terrorism products and services
- Applies only to Acts of Terrorism

What is Eligible for SAFETY Act Protection?

- Products
- Services
- Software and other forms of intellectual property

…that qualify as Anti-Terrorism Technologies
S&T Stakeholders Conference

A World in Change . . .
Homeland Security S&T Stakeholders Conference
May 21-24, 2007
Ronald Reagan Building & International Trade Center
Washington, DC

For more information go to www.ndia.org

Explosives ★ Chemical & Biological ★ Command, Control & Interoperability ★ Borders & Maritime Security ★ Human Factors ★ Infrastructure & Geophysical
<table>
<thead>
<tr>
<th>Explosives</th>
<th>Chemical/Biological</th>
<th>Command, Control, &amp; Interoperability</th>
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<td>![Explosives Image]</td>
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**FROM TECHNOLOGY...TRUST**
Back-Up slides
Levels of SAFETY Act Protection

• Developmental Testing & Evaluation Designation (DTED)
  – Has potential
• Designation (D)
  – Developmental testing
• Certification (D&C)
  – Operational Performance
Applications by Threat Area

- Threat Assessment
- Security Service
- Systems Engineering & Integration
- Information Technology
- Personnel Protection
- Pharmaceutical
- Detector/Sensor
- Other
The Final Rule

- *Emphasizes integration* of SAFETY Act considerations in government procurements
- *Eliminates duplicative* government technical evaluations
- *Decreases DHS’ processing* times
- *Expands geographic scope* of SAFETY Act protections to some technologies deployed overseas
- *Includes a new category:* Development Testing & Evaluation Designation (DTED)
- *Strengthens confidentiality* protections
High Impact Technology Solutions
Cell-All Ubiquitous Chem/Bio Detect
High Impact Technology Solutions

Resilient Tunnel

Prevent Flooding of Subway Tunnels From IED Bomber

Maximize lives saved – provide time to evacuate

Recent advances in inflatable structure technology:
- Stronger Materials
- Rapid Inflation
- Lower Cost than Flood Gates
- Sustainable
High Innovative Prototype Solutions
Improvised Explosive Devices Defeat

- *Puffers* for explosives trace material detection on people, bags/parcels, and vehicles
- Walk-through/whole-body imaging (e.g., backscatter)
- Advanced Protection Explosive (APE): cancellation methods for explosive shock waves
- Drive-through imaging technology (x-ray, neutron of materials only)

Predict, Detect, Defeat and Destroy
IED/VBIED at range (100 yards) to change the calculus of the bomber versus the defender
Plan for FY 08 SBIR

Utilize Capstone High Priority Technology Areas as SBIR Topic Areas

- The selected IPT identifies the need
  - S&T develops the topic
  - SBIR Program publishes the topic
  - S&T author develops the team of evaluators
- SBIR pays for Phases I & II….total $850,000 – $1 million
  - Acquisition or S&T pay for follow-up R&D or install
- Supplement HIPs and HITs
DHS SBIR Funding

- **FY 2007** .................................................................~$25M
  - S&T SBIR .........................~$18M
  - DNDO SBIR ....................~$7M

- **Estimates**

- **FY 2008** .................................................................~$21M
  - S&T SBIR .........................~$13.5M
  - DNDO .............................~$7.5M
High Impact Technology Solutions
Real Time Bio Detect

Systems to detect biological agents in less than 60 seconds, and then provide RF information transfer to various centers for decision making and corrective action.
Doing Business with DHS S&T cont’d

Additional Open BAAs

- Tunnel Detection Technologies – allows rapid detection of tunnels
- SAFE Container (SAFECON) – detect and identify WMD, explosives and contraband cargo and to detect humans in shipping containers
- Future Attribute Screening Technology (FAST) Demonstration Laboratory – rapid screening of people and their credentials and belongings
- CHLOE - High Altitude Endurance Unmanned Aerial System-Based Counter-MANPADS Technology Assessment


Open SBIR Solicitation

- Seven technical topic areas aligned with S&T divisions

For SBIR opportunities, visit www.sbir.dhs.gov
Doing Business with DHS S&T

New BAAs – Released May 1
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BAE Systems
Customer Solutions Operating Group

Small Business Programs
Diane G. Dempsey
Director – Small Business Relations
NDIA Small Business Conference
May 16, 2006
What We Do

Leading provider of integrated technical and professional service solutions for the U.S. national security and Federal civilian markets.

Enterprise IT Solutions
Leading provider of IT technology, infrastructure services, and applications that enable and facilitate mission performance through direct support to operations.

Information Sharing & Mission Analysis Solutions
Principal provider of enterprise architecture, networking technology, collaborative applications and security solutions to enable information sharing, analysis and production across diverse business domains.

Sub-systems Integration and Operations & Maintenance Solutions
Leading provider of systems design, engineering, integration, and testing services and operation and maintenance of ranges, bases, facilities and mission support.

Systems Engineering and Technical Assistance
One of DoD’s largest providers of SETA tailored, integrated service solutions.

Ship Repair Services
America’s leading non-nuclear ship repair, modernization and conversion company.
Customer Solutions Business Units

• BAE Systems Information Technology
  – A full service solutions provider of information technology systems and services, offering a broad spectrum of networked and managed IT operations

• BAE Systems Technology Solutions & Services
  – Provider of tailored, integrated technical and professional services for the U.S. DoD, Federal Civilian government, and Homeland Security markets

• BAE Systems Ship Repair
  – The leading non-nuclear ship repair, modernization, and conversion company focused on dry dock and ship repair services for the U.S. Navy, other defense agencies, and commercial customers
Customer Solutions Locations
BAE Systems Information Technology

Headquartered in
McLean, Virginia USA

- 4,200 Employees
- Locations in 30 States

Capabilities
- Managed IT & Network Operations
  - Enterprise Architecture
  - Information Assurance
- Mission Critical Applications
- Intelligence Analysis and Production

Business Make-up

- Intelligence Agencies: 43%
- Federal Agencies: 37%
- Defense & Military: 20%
BAE Systems IT Procurement Categories

• **Information Technology:**
  – Hardware - networking & workstations
  – Software – cots
  – Hardware maintenance services
  – Computer rental services,
  – Telecommunication equipment & services.

• **Services:**
  – IT consultants/subcontractors
  – Project management,
  – Management consultants,
  – Staff augmentation,
  – Relocations services & training.

• **Security Clearances required in most cases**
BAE-IT Service Offerings

• Recognized provider of management IT operations and business solutions for Managed Network Operations:
  
  – Mission specific applications and operations;

  – Enterprise Architecture and Investment Management;

  – Information Delivery;

  – Information Security Services and Solutions.
DHS Eagle Contract
BAE Systems is a Prime Contractor for two functional areas:

**Functional Category 4 – Software Development**
Provides for any and all phases of software design and development including deployment to ensure DHS applications and databases will enable their users to meet their mission goals and objectives. These efforts can include the full range of software design, development, implementation and integration, including, but not limited to, concept development, planning, requirements definition and analysis, systems design and development, coding and testing, production, deployment, implementation, integration, and software application maintenance.

**Functional Category 5 – Management Support Services**
Provides for the full range of business and technical management services that assist in the development, implementation, and continuous improvement of policies, procedures, guidelines, and directives. These services encompass all areas of IT policy and planning including, but not limited to, enterprise architecture, security, training, enterprise resource management, business process reengineering, IT transformation and strategy, organizational change leadership, and enterprise and program management office support.

In addition to these two areas, BAE systems can provide technical expertise and experience in each of the three other EAGLE Functional Categories:

- (1) Infrastructure Engineering Design, Development, Implementation, and Integration
- (2) Operations and Maintenance
- (3) Independent Test, Validation, Verification, and Evaluation
The DHS Trusted Forum was developed to nurture a group of qualified small businesses of varying categories that are focused on DHS procurement opportunities. By limiting membership, the Trusted Forum offers multiple benefits to its participants:

- Exchange of information
- Deeper understanding of customer requirements
- In-depth discussion of upcoming opportunities
- Development of trust
- Nurtures strategic alliances with other small businesses on other business opportunities
- Requires active participation in meetings
BAE Systems Technology Solutions & Services

Headquartered in Rockville, Maryland USA

- 7,000 Employees
- 40 Major Locations

Capabilities
- Systems Engineering and Technical Assistance (SETA)
- Subsystem Integration
- Operations and Maintenance

Business Make-up

- 88% Defense & Military
- 4% Federal
- 8% Other
TSS Major Customers/Programs

- Strategic Weapons Systems (SSP)
  - US & UK TRIDENT
  - SSGN
- Naval Undersea Warfare Center – Systems Engineering Support and Depot Operations
- PEO (Submarines) – New Attack Submarine Program
- NSWC Carderock – Large Scale Vehicle (LSV) Operation Test and Support
- FAA Engineering and Technical services
- Navy Real-Time Weapons Software
- Army Communications (CECOM)
TSS Major Customers/Programs

- Operate Range and Test Facilities
- Range Instrumentation Radars
- Strategic Defense Facilities
- A-76 Outsourcing
- Naval Ordnance Magazines
- Telecommunications O&M
- Transportation and Logistics Support
TSS Major Customers/Programs

• Navy Shipboard Communications Systems
• Special Purpose Communications
• Electronic Shelter Design and Integration
• Physical and Electronic Security Systems
• Military Air Traffic Control (ATC) and Identification Systems
TSS Major Customers/Programs

• AEGIS Program
• Design and Integration of Shipboard Combat Systems (Tomahawk Weapon System, Standard Missile, NATO Seasparrow)
• Major acquisition program management support
• USMC Ground Combat Weapons (C4I)
• Littoral Combat Ship
• NSWC Dahlgren
TSS Major Customers/Programs

- Army Space and Missile Defense
- NASA Marshall Engineering Services and Scientific Research
- Outsourcing/Consulting (Cost Analysis, Activity Based Costing, Competitive Sourcing)
TSS Major Customers/Programs

• Operating Contractor for Holston Army Ammunition Plant
• Explosive, Propellant and Ordinance manufacture
TSS Subcontracting Opportunities

- Civil Engineering
- Housing Maintenance
- Warehouse Operations
- Storage, property control
- IT Equipment
- IT Services
- Engineering Services
- Office Supplies & Equipment
- Consulting Services
BAE Systems Ship Repair Major Customers/Programs

- Navy Ship Maintenance
  - Selected Restricted Availability (SRA)
  - Post Shakedown Availability (PSA)
  - Planned Maintenance Availability (PMA)
  - Multi-Ship Multi-Option (MSMO)
- DDG Programs
  - MSMO
  - PSA
- Amphibious Vessel Programs
  - LSD phase maintenance
  - LPD phase maintenance and MSMO
- LHA/LHD Programs
- Hawaii Programs
  - Hawaii Surface Ship IDIQ
  - Pearl Harbor Naval Shipyard Support IDIQ
- Other Programs
  - Military Sealift Command
  - Commercial
  - Aircraft Carriers
- Corrosion Control for U.S. Navy and Commercial Vessels
Ship Repair Subcontracting Opportunities

- BAE Systems Maritime Engineering and Services:
  - paint,
  - solvent,
  - brushes,
  - rollers,
  - tyvek suits,
  - tape,
  - printing,
  - calibration of test equipment,
  - TMA containments,
  - shop clothing
  - rigging
  - crane Parts
  - lumber
  - power & transmission items such as bearings
The BAE Customer Solutions website is web enabled and created to provide information to the small business community regarding the Customer Solutions Small Business Program.

- **Events Calendar** – Listing of major events attendance scheduled allowing small businesses to meet staff members.
- **Mentor Protégé Program** – Requirements, current protégés, Nunn Perry Award Winner, etc.
- **Points of Contact** – SBLO Listing, telephone & e-mail addresses with BAE/US Government Agencies.
- **Expectations** – What BAE Systems typically seeks in a small business subcontractor
- **Supplier Profile** - Ability to upload corporate data that will be available to BAE acquisition teams.

Supplier Profiles may be queried 24/7 by BAE Systems Acquisition Teams.

Small Business Programs Representatives

BAE Systems - Customer Solutions Operating Group Points of Contact:
Director of Small Business Programs – Diane Dempsey 703 563 7991
diane.dempsey@baesystems.com

• Information Technology – Herndon, VA
  Bill Mitchell – Director of Procurement – Business Unit SBLO,
  william.mitchell@baesystems.com

• Technology Solutions & Services – Rockville, MD
  Fran Galloway, Purchasing Manager – Business Unit SBLO
  frances.a.galloway@baesystems.com
  – Systems Engineering Solutions, Huntsville, AL, - Tim Henke,
    Tim.henke@baesystems.com
  – Integrated Technical Solutions, California, MD – Charles Stambaugh,
    charles.stambaugh@baesystems.com
  – Integrated Technical Solutions, Ft. Walton Beach, FL – Greg Shillings,
    greg.shillings@baesystems.com

• Ship Repair – Norfolk, VA – Brad Moyer – Business Unit SBLO
  Brad Moyer, brad.moyer@baesystems.com
~Inclusion is the key to success!!!!!~
Defense Critical Infrastructure Program

NDIA
National Small Business Conference
May 15-17, 2007

Antwane V. Johnson
Deputy Director, DCIP (Enterprise Architecture)
Office of the Assistant Secretary of Defense for Homeland Defense & Americas’ Security Affairs
“Possibly the single most transforming thing in our forces will not be a weapons system, but a set of interconnections and a substantially enhanced capability because of that awareness.”

Secretary of Defense
Donald Rumsfeld
August 9, 2001
**HOMELAND SECURITY (HLS):** A concerted national effort to prevent terrorist attacks within the U.S., reduce America’s vulnerability to terrorism, and minimize the damage and recover from attacks that do occur. *(from National Strategy for Homeland Security, The White House, 16 July 2002)*

**HOMELAND DEFENSE (HD):** The protection of U.S. sovereignty, territory, domestic population, and *critical defense infrastructure* against external threats and aggression. *(DoD Directive 5111.13, draft)*
**Mission:**
Enhance Risk Management Decisions At All Levels To Ensure That Defense Critical Infrastructure Is Available When Required

**Vision:**
Assurance of Defense Mission Critical Infrastructure in an All Hazards Environment

**Goals:**
- Policy and Program Guidance
- Strategic Partnerships & Enabling Technologies
- Plans, Programs and Capabilities Integrated and Implemented At All Levels
- Resourcing At All Levels
- Education and Outreach
Risk Assessment: A systematic examination of risk, using disciplined processes, methods, and tools. It provides an environment for decision making to continuously evaluate and prioritize risks and recommend strategies to remediate or mitigate those risks. (from DoDD 3020.40)

Risk Management: A process by which decision makers accept, reduce, or offset risk. (from DoDD 3020.40)
• Enhance the protection of our Nation’s critical infrastructure and key resources against terrorist attacks

• Identify, prioritize and coordinate the protection of critical infrastructure and key resources in order to prevent, deter and mitigate the effects of deliberate efforts to destroy, incapacitate or exploit them.

• Work closely with State and local governments and the private sector.

<table>
<thead>
<tr>
<th>NATIONAL CI/KR SECTORS</th>
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<tbody>
<tr>
<td><strong>Department of Agriculture</strong></td>
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<tr>
<td>• Agriculture, food (meat, poultry, egg products)</td>
</tr>
<tr>
<td><strong>Department of Health and Human Services</strong></td>
</tr>
<tr>
<td>• Public Health and healthcare</td>
</tr>
<tr>
<td>• Food (other than meat, poultry, egg products)</td>
</tr>
<tr>
<td><strong>Environmental Protection Agency</strong></td>
</tr>
<tr>
<td>• Drinking water and wastewater treatment systems</td>
</tr>
<tr>
<td><strong>Department of Energy</strong></td>
</tr>
<tr>
<td>• Energy, including the production, refining, storage, and distribution of oil and gas, and electric power (except for commercial nuclear power facilities)</td>
</tr>
<tr>
<td><strong>Department of the Treasury</strong></td>
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<tr>
<td>• Banking and Finance</td>
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<tr>
<td><strong>Department of the Interior</strong></td>
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<tr>
<td>• National monuments and icons</td>
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<tr>
<td><strong>Department of Defense</strong></td>
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<td>• Defense Industrial Base</td>
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<tr>
<td><strong>Department of Homeland Security</strong></td>
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<tr>
<td>• Chemical</td>
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<tr>
<td>• Commercial facilities</td>
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<tr>
<td>• Dams</td>
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<tr>
<td>• Emergency services</td>
</tr>
<tr>
<td>• Commercial nuclear reactors, materials, and waste</td>
</tr>
<tr>
<td>• Information Technology</td>
</tr>
<tr>
<td>• Telecommunications</td>
</tr>
<tr>
<td>• Postal and shipping</td>
</tr>
<tr>
<td>• Transportation systems</td>
</tr>
<tr>
<td>• Government facilities</td>
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</table>
The Defense Industrial Base

- The Defense Industrial Base (DIB) is the DoD, government, and private-sector worldwide industrial complex with capabilities to perform research and development, design, produce, and maintain military weapon systems, subsystems, components, or parts to meet military requirements.

- Because the DIB is inherent to and integrated with the infrastructure vital to the DoD execution of the National Military Strategy, the Defense Critical Infrastructure Program (DCIP) includes DoD efforts to identify, prioritize and coordinate the protection of critical DIB assets.
The Department of Defense (DoD) Pilot Mentor-Protégé Program seeks to encourage major DoD prime contractors (mentors) to develop the technical and business capabilities of small disadvantaged businesses (SDBs) and other eligible protégés. [www.acq.osd.mil/osbp/mentor_protege](http://www.acq.osd.mil/osbp/mentor_protege)

The Department of Defense (DoD) SBIR and STTR programs fund $900 million each year in early-stage R&D projects at small technology companies -- projects that serve a DoD need and have commercial applications. [www.acq.osd.mil/osbp/sbir/index.htm](http://www.acq.osd.mil/osbp/sbir/index.htm)

- The Indian Incentive Program (IIP) is a congressionally sponsored program that provides a 5 percent rebate, on the total amount subcontracted to an Indian-Owned Economic Enterprise or Indian Organization, back to the prime contractor in accordance with [DFARS Clause 252.226-7001](http://www.acq.osd.mil/osbp/programs/iip/index.htm). Through the generation of subcontracts to the above mentioned entities, the IIP fulfills its purpose as an economic multiplier for Native American communities. DoD prime contractors, regardless of size of contract, that contain the above referenced clause(s) are eligible for incentive payments. [www.acq.osd.mil/osbp/programs/iip/index.htm](http://www.acq.osd.mil/osbp/programs/iip/index.htm)

Note: DoD prime contractors with a contract of $500,000.00 or more, that contain the above referenced clause(s), are eligible for incentive payments.
The DoD Women-Owned Small Business (WOSB) Program highlights the DoD efforts to achieve the 5 percent goal for prime and subcontract awards to small business concerns owned and controlled by women.


The program objectives are:

• To facilitate, preserve, and strengthen full participation for WOSB concerns in the DoD acquisition programs for goods and services.

• Through programs and activities, including outreach and technical assistance, support the growth of women-owned small business concerns.

The DoD Comprehensive Subcontracting Plan Test Program authorizes the negotiation, administration, and reporting of subcontracting plans on a plant, division, or company-wide basis as appropriate. The purpose of the test is to determine whether comprehensive subcontracting plans will result in increased subcontracting opportunities for Small Business while reducing the administrative burdens on contractors.

The DoD Regional Councils for Small Business Education and Advocacy are a nationwide network of small business specialists organized to promote the National Small Business Programs of the United States. [www.acq.osd.mil/osbp/programs/regional/index.htm](http://www.acq.osd.mil/osbp/programs/regional/index.htm)

The DoD has undertaken an aggressive outreach effort to identify small business concerns that are owned and controlled by veterans and service-disabled veterans. The purpose of the DoD outreach effort is to improve prime and subcontracting opportunities for veteran and service-disabled veteran-owned small business concerns. [www.acq.osd.mil/osbp/programs/veterans/index.htm](http://www.acq.osd.mil/osbp/programs/veterans/index.htm)

The HUBZone Empowerment Contracting Program stimulates economic development and creates jobs in urban and rural communities by providing Federal contracting preferences to small businesses. These preferences go to small businesses that obtain HUBZone (Historically Underutilized Business Zone) certification in part by employing staff who live in a HUBZone. [http://www.sba.gov/hubzone/](http://www.sba.gov/hubzone/)
The Department of Defense has entered into agreements with Historically Black Colleges and Universities (HBCUs), Hispanic Serving Institutions (HSIs), Tribal Colleges and Universities (TCUs), and other minority institutions of higher education.
Small businesses play a critical role within the defense supplier base—prime and subcontract dollars are increasing.

*Includes only reportable subcontracts
Increasing RDT&E appropriations have driven strong SBIR and STTR budget growth.
TOPIC TECHNOLOGY AREAS: Focus of SBIR Investments

Source: SBIR & STTR solicitations, FY02-FY06

CONCENTRATION OF EFFORT
Knowledge Display & Aggregation System (KDAS)

DCIP Infrastructure Resilience Knowledge System

The Infrastructure Resilience Knowledge System is a tool set to provide capabilities that support DoD’s Defense Critical Infrastructure Program (DCIP) missions and objectives of ensuring the availability of critical networked assets through the identification and assessment of resources essential for executing the national military strategy. This integrated, comprehensive system consists of an intuitive GIS-based graph user interface (GUI) and toolsset that allows for the collection, integration, analysis, visualization, and output of disparate data related to defense critical infrastructure worldwide. These tools provide a means to assess the status as well as the adequacy of resources in the event of a loss or degradation of critical infrastructure elements through identification and prioritization of critical infrastructures, assessment on the military industrial complex, assessment of infrastructure interdependencies, resource location and allocation analysis, and facilitation of critical decision making. The system is also useful for efficiently disseminating information gleaned from the analytic results via digital and hardcopy maps, consequence analysis reports, and database visualizations, related to vulnerability, threat assessments, warnings, and mitigation options.

In addition to providing critical information at the time of loss or degradation, this GIS application can also be used for pre-event planning to formulate mitigation, preparedness, and possible recovery scenario priorities through analysis of existing and real-time data.
Data Sources

GOVERNMENT AGENCIES

Department of Defense

Cabinet Departments

Federal Agencies & Commissions

Law Enforcement Agencies

Intelligence Agencies

GIS & RSI Source Agencies

PRIVATE INDUSTRY

GIS & RSI Source Agencies

Federal Agencies & Commissions

Law Enforcement Agencies

Intelligence Agencies

ESRI

RDI

NAVTEQ

GDT

American Hospital Association

MAPSearch

cesa

Burns & McDonnell
Various methods of data acquisition

- **Government**
  - Direct data exchanges/partnerships
    - NGA, USGS, IVT, DISDI
  - Omnibus federal use license (NGA)
    - NAVTEQ, PLATTS, TGS, IONICS/MCH, Dunn & Bradstreet

- **Commercial/Industry**
  - Purchase existing data sets
    - Telcordia
  - MOU’s/ Non-disclosure agreements
  - Contract to build new data sets

- **Coordination activities**
  - HIFLD – Homeland Infrastructure Foundation Level Database
    - Federal, state and local government participation
    - Commercial/Industry participation
  - DISDI – Defense Installation Spatial Data Infrastructure
    - Standardize installation data for all services
  - HSIP – Homeland Security Infrastructure Program
    - Joint effort with USGS and NGA
  - NADB-National Asset Database Working Group
Data Verification, Management, and Analysis

Data Review and Verification

- Data alone does not produce a quality DCIP product. It needs evaluation for quality/accuracy.
- Infrastructure experts integrate and evaluate multiple data sources using various tools to produce DCIP products.
  - Criticality
  - Dependencies
  - Single Points of Failure

Data Management and Organization

ArcCatalog

ArcMap
ArcScene
ArcToolbox

DCIP DMS

Commercial Software Tools

Custom Software Tools

Telecommunications
Electric Power
Road & Rail
Petroleum
Natural Gas
Water

ArcSDE
Advanced Spatial Data Server
Why HIFLD Started

- Needed to fuse, analyze and visualize information – everything has a location
- Maps for decision makers were wrong
- PowerPoint Clip Art was default map of U.S.
- Needed a common geospatial foundation for multiple Homeland Defense/Homeland Security (HD/HLS) uses
- Needed partnerships to accomplish
HIFLD Objective

- Collaborate with DoD, the Inter-Agency and its partners to promote domestic infrastructure geospatial information
  - Gathering
  - Sharing
  - Protection
  - Visualization
  - Knowledge management
• MUST be a Federal government member or be sponsored by one
• Access can be requested via non-passworded website (http://hifldwg.org)
  • “How to Join” link at top of page
  • Web-based access request template
  • If not a Federal government member, you will be prompted to provide contact info for your Federal government sponsor
• HIFLD Website Content:
  • Information and on-line registration for upcoming WG meetings
  • Agendas, attendee lists, briefings, and minutes from previous meetings
  • Searchable library of HIFLD and homeland infrastructure-related documents
  • Roster and contact info for all HIFLD WG members
  • Federal geospatial data guidance
  • On-line HSIP Gold data request form
Antwane V. Johnson
Deputy Director, DCIP (Enterprise Architecture)
1235 S. Clark Street, Suite 1540
Arlington, VA. 22203
(703) 602-5730 x147 (office)
(703) 602-5725 (fax)
Antwane.Johnson@osd.mil
 Rolls-Royce

Trusted to deliver excellence
4TH Annual National Small Business Conference

Houston, TX

“Critical Infrastructure Opportunities”

Jaye Lampert
Small Business Liaison Officer
317-230-5730
Jaye.lampert@rolls-royce.com
Critical Infrastructure

Why is that important to Rolls-Royce?
For all the people who depend on our engines...
What comes to mind when you hear the words Rolls-Royce?
QUALITY
So.....
What is Rolls-Royce looking for from suppliers?
What is Rolls-Royce looking for from suppliers?

- QUALITY
What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY
What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY
- ON TIME DELIVERY
OUR PURCHASING DECISIONS ARE DRIVEN BY .....
OUR PURCHASING DECISIONS ARE DRIVEN BY QUALITY
REMEMBER, THERE ARE TWO PARTS TO THE SALE....

Customer and Supplier
Here are some areas to keep in mind when approaching Rolls-Royce:
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- Emphasize solutions – which can be effectively done if you know our business
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- Emphasize solutions – which can be effectively done if you know our business

- We are looking for suppliers that provide more than one product or service in a wide geographic area (either North America and/or Europe and/or World)
Here are some areas to keep in mind when approaching Rolls-Royce:

- Emphasize solutions – which can be effectively done if you know our business

- We are looking for suppliers that provide more than one product or service in a wide geographic area (either North America and/or Europe and/or World)

- We are looking for AS9100 and NADCAP for manufacturing companies
WHAT ABOUT THE SUPPLIER??
• Understand your business strategy
• Understand your business strategy

• Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?
• Understand your business strategy
• Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?
• Articulate your business capabilities.
• Understand your business strategy
  • Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?
• Articulate your business capabilities.
• Ensure the representatives of your organization can communicate your strategy and capabilities.
• Understand your business strategy
  • Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?
• Articulate your business capabilities.
• Ensure the representatives of your organization can communicate your strategy and capabilities.
  • Can you clearly state who your best audience is within the organization?
• Understand your business strategy

  • Does it fit with your potential customer (Rolls-Royce as a whole, a division of Rolls-Royce, etc.)?

• Articulate your business capabilities.

• Ensure the representatives of your organization can communicate your strategy and capabilities.

  • Can you clearly state who your best audience is within the organization?

• Target audience?
• Generally buyers want to talk to the representatives that can answer their technical questions. Business brokers generally can’t.

• Do not sign up for anything that falls outside your scope of business.

• Don’t be afraid to say NO!
Civil and Military Helicopters

- Bell 407
- Comanche
- Bell Long Ranger

Models:
- Model 250
- T800
What next?
For Rolls-Royce:

• Engage the Small Business Liaison officer, Jaye Lampert.
For Rolls-Royce:

• Engage the Small Business Liaison officer, Jaye Lampert.

• Track Government awards to Rolls-Royce.
For Rolls-Royce:

• Engage the Small Business Liaison officer, Jaye Lampert.
• Track Government awards to Rolls-Royce.
• Follow up with other contacts within Rolls-Royce.
For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.

- Track Government awards to Rolls-Royce.

- Follow up with other contacts within Rolls-Royce.

- Keep up with the changing dynamics of Supply Chain Management.
Rolls-Royce is looking for suppliers to support local as well as North American strategies.

If opportunities do not exist immediately, ask when Rolls-Royce may again go out to bid.
Request the Buyer to provide the last RFQ document. This will provide insight as to what future requirements may entail.
If you do get an opportunity to respond to an RFQ:

• Make sure you understand the requirements.
• Ask questions to clear up any confusion.
• Respond to each point on the RFQ.
• Engage the Buyer/Commodity Specialist and ensure you understand how pricing should be presented.
• Be specific. Do not leave anything to interpretation.
• If you decide to “No Bid” provide an explanation.
• Turn your response in on time.
•Find out when the award decision will be made.

•If you are not awarded, ask for a detailed explanation.

•If you take issue with the explanation given by the buyer, contact the SBLO via e-mail at SupplierDiversity@Rolls-Royce.com.

•Ask about next steps.
  •SABRE Assessments
  •Development plans
Supplier manager

About Suppliermanager
This website pulls together all the information our suppliers need in order to ensure quality for their contribution to the product life cycle.

Global standards and specifications
This website enables the secure distribution of specifications to the Rolls-Royce supplier network. These documents are divided and hosted by region, Europe and North America, to ensure compliance to export control regulations. These documents are available once registration has been approved by the regional teams.

Nadcap approval status
Nadcap is an industry-managed approach to maintaining processes and products in conformance with requirements set out in the NATO Specifications and Standards (NATO STANAGs).

Terms of business
You will find on this site, Rolls-Royce plc, Marine, Energy, Rolls-Royce North America and Rolls-Royce Deutschland General Conditions of Sale. These Terms and Conditions outline the obligations of each party and are referenced on the face of an order and raised on the supplier to enable them to carry out work.

Supplier training
Read and download training materials to accompany the SABRE processes.

SABRe processes
SABRe (Supplier Advanced Business Relationship) is a website that provides a one-stop-shop for all the Rolls-Royce information suppliers need to manage their operations effectively.

CONTACT US | USEFUL LINKS

 Rolls-Royce

MAY 2007
Be Patient
QUALITY TAKES TIME

We spend a lot of time bringing on a new supplier.

We are looking to develop long term relationships with them.

Think of it as a partnership.
Email: SupplierDiversity@Rolls-Royce.com

Send all company information electronically to the above e-mail address. Please remove any color backgrounds from PowerPoint presentations. All literature will be added to our internal Supplier Diversity website.

Please do not send anything via US Mail unless requested to do so.
Jaye Lampert
Small Business Liaison Officer
2355 South Tibbs Ave, Speed Code N-16
Indianapolis, IN 46206-0420
317-230-5730
Infrastructure/Geophysical Division Overview

NDIA Conference

Mike Matthews
Infrastructure/Geophysical Division
Department of Homeland Security
Science and Technology Directorate
May 2007
Infrastructure/Geophysical Division

Mission Statement: Increase the Nation’s preparedness for and response to natural and man-made threats through superior situational awareness, enhanced emergency responder capabilities, and critical infrastructure protection.

Key Deliverables:
• Decision tools for interdependency analysis of sectors
• Protective measures for critical infrastructure against multiple hits
• Advanced first responder technologies, such as
  • 3-D locator for person (i.e. firefighter) in building
  • Real-time system for stand-off measurement of structural stability
  • Advanced urban search and rescue breaching tool
• Next generation protective gear for first responders
• Unified Incident Command Decision Support for multiple jurisdictional response
• Interactive emergency response training and exercise system
• Unified blast tool for critical infrastructure
• Evacuation, surge capacity modeling
• Real-time decision support tools

Customers: Office of Infrastructure Protection, Preparedness, FEMA

End User: First responders, S/L/Fed emergency managers and Private Sector infrastructure owners and operators
Infrastructure/Geophysical Division

Thrust Areas:

Critical Infrastructure Protection (CIP)

Geophysical

Preparedness and Response (P&R)

Programs:

Enabling Homeland Capabilities (EHC):

- Protective Technologies
- Modeling, Simulation, and Analysis
- Advanced Surveillance
- Rapid Response and Recovery

- Southeast Region Research Initiative (SERRI)

- Incident Management Enterprise
- Integrated Modeling, Mapping and Simulation for Incident Planning and Response
- Personnel Monitoring and Tracking
Protective (Risk Reduction) Technologies - EHC

• Enable owners and operators of the most vital critical infrastructure sites to implement affordable, reliable blast and projectile mitigation measures

• Improve Critical Infrastructures and Key Resources (CI/KR) capabilities to withstand blast and projectile threats

• Provide design and innovative construction methods to harden or increase resiliency of critical assets

• Provide innovative response technologies to prevent catastrophic losses

<table>
<thead>
<tr>
<th>Current Programs:</th>
<th>Future Programs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Blast Analysis Tool for CI</td>
<td>• Advanced materials and blast mitigating design tools</td>
</tr>
<tr>
<td></td>
<td>• Blast mitigating materials that can be retrofitted into existing CI (performer TBD)</td>
</tr>
</tbody>
</table>
Modeling, Simulation and Analysis - EHC

- Aid in understanding consequences of policy and investment options before enacting solutions
- Enable rapid examination of: interdependencies; trade-offs between risk reduction benefits and protective actions costs; the incorporation of threat information; vulnerability assessments; and disruption consequences
- Visualize analytically-based, quantitative changes in risk and readiness conditions as a function of resource investments
- Facilitate “what-if” scenarios and near real-time analysis of emerging threats

<table>
<thead>
<tr>
<th>Current Programs:</th>
<th>Future Programs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Critical Infrastructure Protection Decision Support System</td>
<td>• Real-time database updating capability, using sensor and software technologies (performer TBD)</td>
</tr>
<tr>
<td></td>
<td>• Real-time Decision Support System for Federal decision-makers</td>
</tr>
</tbody>
</table>
Advanced Surveillance and Detection - EHC

- Examine other agencies’ activities in advanced surveillance and detection
- Transition other agencies’ GOTS and COTS for Critical Infrastructure Protection
- Integrate affordable, effective, chemical, biological, and explosives detection into Critical Infrastructure and key assets
- Facilitate testing environments for suites of advanced surveillance and detection technologies

<table>
<thead>
<tr>
<th>Current Programs:</th>
<th>Future Programs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Examine other agencies’ activities in advanced surveillance and detection</td>
<td>• Testing and Evaluation of Advanced Surveillance and Detection technologies in IP environments</td>
</tr>
</tbody>
</table>
Rapid Response and Recovery - EHC

- Develop rapid response and recovery technologies for infrastructure assets, including underwater tunnels, levees, and dams
- Integrate technologies into testing environments
- Facilitate deployment of tested technologies – may include program to make technologies affordable, or for appropriate retrofit

<table>
<thead>
<tr>
<th>Current Programs:</th>
<th>Future Programs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Rapid Levee Repair</td>
<td>• Development of Tier 1 and 2 rapid response and recovery technologies</td>
</tr>
</tbody>
</table>
National CIP R&D Plan - EHC

• DHS S&T is required to develop the annual Update to the NCIP R&D Plan in coordination with the OSTP by Homeland Security Presidential Directive – 7

• Providing the first and only National coordination program for Research and Development in Critical Infrastructure Protection

<table>
<thead>
<tr>
<th>Current Programs:</th>
<th>Future Programs:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Currently getting the 2006 Update to the National CIP R&amp;D Plan signed off by DHS and OSTP</td>
<td>• Development of updated plans and roadmaps for CIP Research and Development (performer TBD)</td>
</tr>
</tbody>
</table>
Southeast Regional Research Initiative (SERRI)

Research Topics Areas

• Structural Water Management
  • Levees, Dams, Marshes, Spillways and Floodgates

• Natural Disaster Recovery
  • Innovative Debris Removal
  • Sustainable Reconstruction
  • Rapid Restoration of Services

• Building Regional Resilience
  • Mutual Aid Structures
  • Continuity of Operation Plans
  • Decision Maker Awareness Training
  • Business Cases for Regional Resilience

Research Partners

• Oak Ridge National Laboratories
• Mississippi State University
• University of Mississippi

• Southern Mississippi University
• Alcorn State University
• Jackson State University
EHC: Integrated Modeling, Mapping, & Simulation

• Models of possible hazards from a wide range of natural and terrorist events (NRP)

• Predictive route mapping during mass evacuations or the post-event flow of emergency supplies

• Impact Analysis – Natural and Terrorist Events

<table>
<thead>
<tr>
<th>Current Program:</th>
<th>Future Program:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Modeling Pilot in NY</td>
<td>• Model and Simulation Based Disaster Planning</td>
</tr>
</tbody>
</table>
EHC: Emergency Responder Technology

- Develop advanced protection technologies for first responders, emergency managers, and incident commanders
- Real-Time Tracking and Monitoring
- Situational Awareness for Incident Commanders

<table>
<thead>
<tr>
<th>Current Program:</th>
<th>Future Program:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Prototype 3D Locator Sensor for First Responders</td>
<td>• Responder Locator System</td>
</tr>
<tr>
<td></td>
<td>• Physiological Monitoring System</td>
</tr>
</tbody>
</table>
EHC: Incident Management Enterprise

- Situational awareness of incident activities for Incident Manager
- Unified Incident Management Common Operating Picture
- Incident Information and Resource Management

<table>
<thead>
<tr>
<th>Current Program:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unified Incident Command and Decision Support (UICDS)</td>
</tr>
<tr>
<td>Simulation Based Training and Decision Analysis [Training Exercise &amp; Lessons Learned (TELL)]</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Future Program:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced Incident Management Enterprise System</td>
</tr>
</tbody>
</table>
Critical Infrastructure Protection

High Impact Technical Solutions

- Wide area surveillance and change detection for urban and remote locations
- Resilient Tunnel – ways to rapidly limit extent of damage in tunnel emergencies

Homeland Innovative Prototypical Solutions

- Resilient electric grid – prevent cascading effects of surge
- Levee evaluation, strengthening, and rapid repair
- Hurricane mitigation and storm surge defeat

![Diagram showing resilience, hardening, and rate of recovery over time.](image-url)
What We Need From You:

<table>
<thead>
<tr>
<th>Critical Infrastructure Protection</th>
<th>Incident Management</th>
<th>Natural Hazards</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real-time data collection</td>
<td>Insight into internal R&amp;D Programs</td>
<td>Hurricane Mitigation</td>
</tr>
<tr>
<td>Advanced surveillance</td>
<td>Systems in difficult environments</td>
<td>Storm surge defeat</td>
</tr>
<tr>
<td>Hardening technologies</td>
<td>Plug&amp;Play, interoperable, distributed modeling &amp; simulation</td>
<td>Long-term solutions, sustainable</td>
</tr>
<tr>
<td>Automatic response/repair</td>
<td>Intelligent, easy to use, secure workflow IM engines</td>
<td>Early warning for all hazards</td>
</tr>
<tr>
<td>Rapid reconstruction</td>
<td>Innovative System integration framework/platform</td>
<td>Affordable protection</td>
</tr>
<tr>
<td>Strong economic and systems modeling</td>
<td>Integrated First Responder protection systems</td>
<td>Flood proofing – e.g. hospitals</td>
</tr>
<tr>
<td>Insights for private industry technical directions</td>
<td></td>
<td>New directions from basic research</td>
</tr>
<tr>
<td>Critical infrastructure sector requirements</td>
<td></td>
<td>Full spectrum of hazards</td>
</tr>
</tbody>
</table>
SAIC’s Small Business Program

May 16, 2007
Company Organization

Defense Solutions

Infrastructure, Logistics and Product Solutions

Intelligence, Security, and Technology

IT and Network Services
SAIC Business Overview

Business Areas

- Defense
- Intelligence
- Homeland Security
- Logistics and Product Support
- Science and Technology
- Health and Life Sciences
- Space and Earth Sciences
- Enterprise Management
- Global Commercial Services

$8.3B
(FY 2007)
SAIC’s Philosophy – “Small Business is Good Business”

- Small Businesses provide tremendous value to our customers
- Small Businesses bring new ideas, innovations, capabilities and diversity to our customers and SAIC
- SAIC is committed to effectively working with and using Small Businesses
- Small business is good business and is important to SAIC’s management
SAIC is Organized to Support Small Business

- A Corporate Oversight Committee that includes SAIC executives and members of SAIC’s Board of Directors monitors overall performance of the Small Business Program

- SAIC’s Small Business Program Office oversees the following:
  - Assist our small business partners in identifying and developing new business opportunities
  - Provide marketing and bid assistance
  - Monitor and manage compliance with small business participation plans
  - Conduct small business assessments
  - Measure and report performance

- Small Business Advocates are assigned to our line organizations
<table>
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<tr>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$1,232.5M</td>
<td>$1,352.2M</td>
<td>$960.7M</td>
<td>$793M</td>
<td>$490M</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$241.1M</td>
<td>$231.5M</td>
<td>$197.3M</td>
<td>$152M</td>
<td>$116M</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>$238.7M</td>
<td>$236.5M</td>
<td>$179.9M</td>
<td>$130M</td>
<td>$77M</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$56.8M</td>
<td>$39.5M</td>
<td>$24.1M</td>
<td>$16.7M</td>
<td>$6M</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>$140.7M</td>
<td>$115.6M</td>
<td>$103.5M</td>
<td>$42M</td>
<td>$22.8M</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned Small Business</td>
<td>$51.4M</td>
<td>$36.0M</td>
<td>$49.5M</td>
<td>$3.64M</td>
<td>$5M</td>
</tr>
<tr>
<td>Historically Black Colleges/Universities</td>
<td>$3.1M</td>
<td>$2.7M</td>
<td>$427K</td>
<td>$332K</td>
<td>$195K</td>
</tr>
</tbody>
</table>
Working with large companies

“The only good is knowledge and the only evil is ignorance” – Socrates

- KNOW the business areas, needs and customer sets of the large business
- KNOW your audience – program manager, business development, contracts, etc.
- KNOW what opportunities are present at the customers you are targeting.
- KNOW what are your strengths unique to the prime and the opportunity
- KNOW the competitive landscape and your potential weaknesses
- Be specific about and opportunity

Avoid “I contact”
Teaming – What Does SAIC Look For

- **Skills** – What is it that you do best
  - Niche Technical and Functional Expertise
  - Employees with Certified/Desired Skills
  - Skills that complement SAIC’s capabilities as a whole and on specific opportunities

- **Past Performance**
  - Subcontracting performance on related efforts
  - Prime contracting experience

- **“Marketability” – Customer Knowledge**
  - Customer Knowledge – Do you know them and the “real environment”? Do they know you?
  - Active Teaming = Good Teaming

- **Type of Business** – SB/SDB/WOB/HUBZone/SDVOB/VOB

- **Strong Financial Capabilities** – essential in exploring set-aside opportunities
Other Key Factors

- Hiring of cleared people – invest in obtaining/retaining clearances
- High profile projects will often include certification requirements – seek to obtain SEI-CMMI or ISO certifications.
- Enhance knowledge of federal acquisition environment
  - Understand the lifecycle of an acquisition
  - Understand the diversity of contracting vehicles
  - “Politics” – Budget process, personnel changes, leverage
- PERFORM, PERFORM, PERFORM
Federal Marketplace – What SAIC is pursuing

- Department of Defense Transformation
  - C3
  - Net-Centric warfare and battlespace awareness.
  - Force management, protection and deployment strategies
  - Logistics, supply chain and sustainment

- Intelligence
  - Interdependence among commands and agencies – convergence and sharing
  - Human intelligence and increased support “downrange”
  - Analysis, operations and support activities

- Homeland Defense
  - WMD Threats – Chemical, Biological Radiological, Nuclear (CBRN) assessments and countermeasures
  - Security – Physical and Information Security
  - The Homeland – First Responders, Border Protection/Inspection
  - Infrastructure Protection – Ports, Airports, Energy
The Subcontracting Process – “I want to work with you”

- SAIC teams up front
  - Teaming discussions begin well in advance of an opportunity
  - Requires active marketing
  - Selectively add-on members post award

- Outreach really means “Reaching Out”
  - Attend Acquisition Industry Days
  - Trade Associations and Other Networking Events
  - Identify opportunities and organizations that mesh with your focus
The Homeland Security Mission
There Are Many Specialty Areas and Providers

- Supporting First Responders
- Defending Against Bio-Terrorism
- Counterterrorism
- Securing America’s Borders
- Aviation and Transportation Security
- Critical Infrastructure Protection

- Cyber Security
- Information Sharing
- HLS-related eGovernment
Points of Contact

- Web page – www.saic.com/sbp

- Babak Nouri
  Email: nourib@saic.com
  Phone: 703-676-7492
Raytheon … Who We Are

We are …

- A Customer Focused Company that places the highest value on People, Integrity, Commitment and Excellence
- 2006 Sales: $20.3 billion
- More than 73,000 employees worldwide
- Headquarters: Waltham, Massachusetts

Our Vision

- Be the most admired defense and aerospace systems supplier through world-class people and technology.

Working as One Company Focused on the Customer
Markets Align with Customer Priorities

- Homeland Security
  - Knowledge-driven security
- Missile Defense
  - Enable any sensor, any shooter
- Intelligence, Surveillance and Reconnaissance
  - Enabling decision superiority
- Precision Engagement
  - Joint...speed...effects
Raytheon Business Headquarters

73,000 employees; 2006 Revenue: $20.3B
Integrated Defense Systems

Dan Smith
President
2004 Revenue: $3.5B
Employees: 12,000
HQ: Tewksbury, MA

National and Theater Security Programs

Naval
International
Homeland Defense

Industry-Leading Mission Systems Integrator
IDS Partnering …

Connected performance and solutions

- DDG 1000 – $2.7B
- ASP – [$100M - 500M]
- Missile Defense System – $4.4B
- SLAMRAAM – $152M
- JLENS & RAID – $1.4B
- Cobra Judy Replacement – $1B

600 Suppliers
66 Suppliers
168 Suppliers
428 Suppliers
361 Suppliers

42% Small Businesses
Small Business Partnering as a Component to IDS Growth …

### Two Year Focus on Small Business = Results

<table>
<thead>
<tr>
<th>Category</th>
<th>FY2004 Actual Dollars/Percent</th>
<th>FY2006 Actual Dollars/Percent</th>
<th>% Delta Over 2 Years Dollars/Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small</td>
<td>$125.8M / 29.3%</td>
<td>$236.3M / 42.1%</td>
<td>+87.8% / +43.7%</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>$17.2M / 3.8%</td>
<td>$25.1M / 4.5%</td>
<td>+45.6% / +12.5%</td>
</tr>
<tr>
<td>Small Woman Owned</td>
<td>$19.7M / 4.6%</td>
<td>$28.7M / 5.1%</td>
<td>+45.7% / +10.9%</td>
</tr>
</tbody>
</table>

16 Active Engagements

5 Active / 2 Planned

Small and Disadvantaged Business Utilization

Department of Defense

Small Disadvantaged Business Utilization

OA Small Business Team

SUCCESS TOGETHER
Partnership Forum 2006

ZUMWALT CLASS DESTROYER DDG 1000

OA Small Business Team
Opportunity Focus Areas

- Partners Need to Be Carefully Selected…
  - Affordability
  - Capability
  - Sustainability
  - Political perspective
  - Cultural perspective

- Small Businesses
  - Critical technologies / Enhanced manufacturing and service support
  - Small Business Innovative Research, Small Business Technology Transfer Programs

- Minority, Women, Veteran and Service Disabled Veteran Owned Business Initiatives
  - Mentor Protégé and Supplier Development

- Outreach
  - Customer and Industry Conferences
  - Raytheon Supplier Diversity Web Site
    - Certification information required
Supplier Requirements

- Quality, price, delivery
- Leading edge technology
- Advanced processes in manufacturing / delivery / service / customer satisfaction
- E-enabled business processes
- Specific Technologies:

<table>
<thead>
<tr>
<th>Specific Technologies</th>
<th>Information Security</th>
</tr>
</thead>
<tbody>
<tr>
<td>RF System on a chip in silicon</td>
<td>First Responder (hardware/software)</td>
</tr>
<tr>
<td>CBRN (chem., bio, radio, nuclear) sensing</td>
<td>– Incident management, decision support systems</td>
</tr>
<tr>
<td>Decontamination technologies</td>
<td>IR and Optical technologies</td>
</tr>
<tr>
<td>Low loss RF tunable components for phase shifting/filtering</td>
<td>– Fiber, Multi-spectral Windows, Device</td>
</tr>
<tr>
<td>Efficient high density power conversion and regulation</td>
<td>Waveform Generation/ Polimetry/ Signal Processing technologies (Radar &amp; Sonar)</td>
</tr>
<tr>
<td>Fuel Cells</td>
<td>Low Cost Advanced Composite Structures</td>
</tr>
<tr>
<td>Wide bandgap technologies</td>
<td>Low Cost Composite Sandwich Structures and Fabrication Techniques</td>
</tr>
<tr>
<td>– Substrate and Epitaxial material providers</td>
<td>Sonar signal processing technologies</td>
</tr>
<tr>
<td>– Thermal Management/modeling techniques</td>
<td>– Automatic detection and discrimination of submarines from surface ships</td>
</tr>
<tr>
<td>Radiation Hardened/ Tolerant Electronics</td>
<td>– Computer aided detection (CAD) / Computer aided classification (CAD)</td>
</tr>
<tr>
<td>Software acquisition/development</td>
<td>Rapid prototyping tools and techniques – Software &amp; Hardware</td>
</tr>
<tr>
<td>– Migration technologies to enable Open Architecture</td>
<td></td>
</tr>
<tr>
<td>– Translation of old codes to common UML or HTML</td>
<td></td>
</tr>
<tr>
<td>– Cognitive Computing Knowledge Management Technologies</td>
<td></td>
</tr>
</tbody>
</table>
Contacting Supplier Diversity Advocates

http://www.raytheon.com/connections/supplier/diversity/

SUPPLIER DIVERSITY PROGRAM CONTACT POINTS

Listed below are the Supplier Diversity Program contact points for Raytheon Company. This network of administrators will help assist small, small disadvantaged, and woman-owned small businesses become acquainted with Raytheon procurement requirements.

<table>
<thead>
<tr>
<th>Integrated Defense Systems - (IDS)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Edward A Bogacz</strong> - (Business Unit Leader)</td>
<td></td>
</tr>
<tr>
<td>350 Lowell Street, Andover, MA 01810, M/S AA2W102</td>
<td></td>
</tr>
<tr>
<td>Phn: 978/470-7199 Fax: 978/964-0144</td>
<td></td>
</tr>
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<td><strong>Kathy Darouie</strong></td>
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<tr>
<th>Intelligence and Information Systems - (IIS)</th>
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<tr>
<td><strong>Barbara Osborn</strong> - (Business Unit Leader)</td>
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<td>P.O. Box 660023 M/S FK66100, Dallas, TX 75266-0023</td>
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<td>Phn: 703/876-1082 Fax: 703/890-0670</td>
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|  |
|-----------------------------------------------|---|
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The On-line Supplier Registration tool will aid in matching suppliers to opportunity.
“Critical Infrastructure Opportunities”

Prime Contractors Panel

Wednesday, May 16, 2007

Moderated by
Ron Perlman
Breakout Session: Prime Contractors
Moderator: Ron Perlman, Buchanan Ingersoll & Rooney

3:30pm -5:00 pm

**SAIC**: Babak Nouri, Assistant Vice President, Small Business Programs

**Raytheon**: Doug Patrick, Director of Subcontract Partnering for Raytheon Integrated Defense Systems

**Rolls-Royce Corporation**: Jaye Lampert, Small Business Liaison Officer

**BAE Systems**: Diane Dempsey, Director Small Business Relations
VA’s Mission

With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us strive on to finish the work we are in, to bind up the Nation’s wounds, to care for him who shall have borne the battle, and for his widow and orphan, to do all which may achieve and cherish a just and lasting peace among ourselves and with all nations.”

--Abraham Lincoln
VA Structure

- Veterans Health Administration (VHA)
- Veterans Benefits Administration (VBA)
- National Cemetery Administration (NCA)
- Staff Offices
<table>
<thead>
<tr>
<th>Category</th>
<th>Secretary’s Goal</th>
<th>VA-wide Accomplishments</th>
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<tr>
<td>Small Business</td>
<td>25%</td>
<td>29.45%</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>4%</td>
<td>4.93%</td>
</tr>
<tr>
<td>Section 8(a)</td>
<td>5%</td>
<td>3.92%</td>
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<tr>
<td>Women-Owned Small Business</td>
<td>5%</td>
<td>5.00%</td>
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<tr>
<td>Veteran-Owned Small Business</td>
<td>7%</td>
<td>6.49%</td>
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<td>Service-Disabled Veteran-Owned Small Business</td>
<td>3%</td>
<td>3.39%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>3.05%</td>
<td>3.28%</td>
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