

FROM SCIENCE TO SOLUTIONS™



Large Industry Requirements from
Small Business Contractors
for Combating Terrorism

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Overview

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SAIC Profile

Our Vision

Be a leading systems and solutions company, solving our customers' most important business and mission-critical problems through innovative applications of technology and domain knowledge

"From Science to Solutions™"

Our Values

- Driven by quality and customer satisfaction
- Committed to the highest standards of ethical behavior and professional integrity
- Built by excellent people and team effort
- Focused on technical growth
- Motivated by employee owners
- Energized with an entrepreneurial spirit

Our Successes

- More than 3 decades of continuous revenue growth
 - \$7.2 billion in annual revenues for FY05
 - FORTUNE 500® company - #276
 - 15.5% revenue CAGR over last 5 years
- Superb staff of qualified professionals
 - More than 43,000 personnel worldwide
 - 11,000 employees with advanced degrees
 - 20,000 with security clearances
- Key positions on programs of national importance
 - Including DoD transformation, border security, intelligence analysis, cancer research and other national priorities
- Leading provider of contracted R&D services

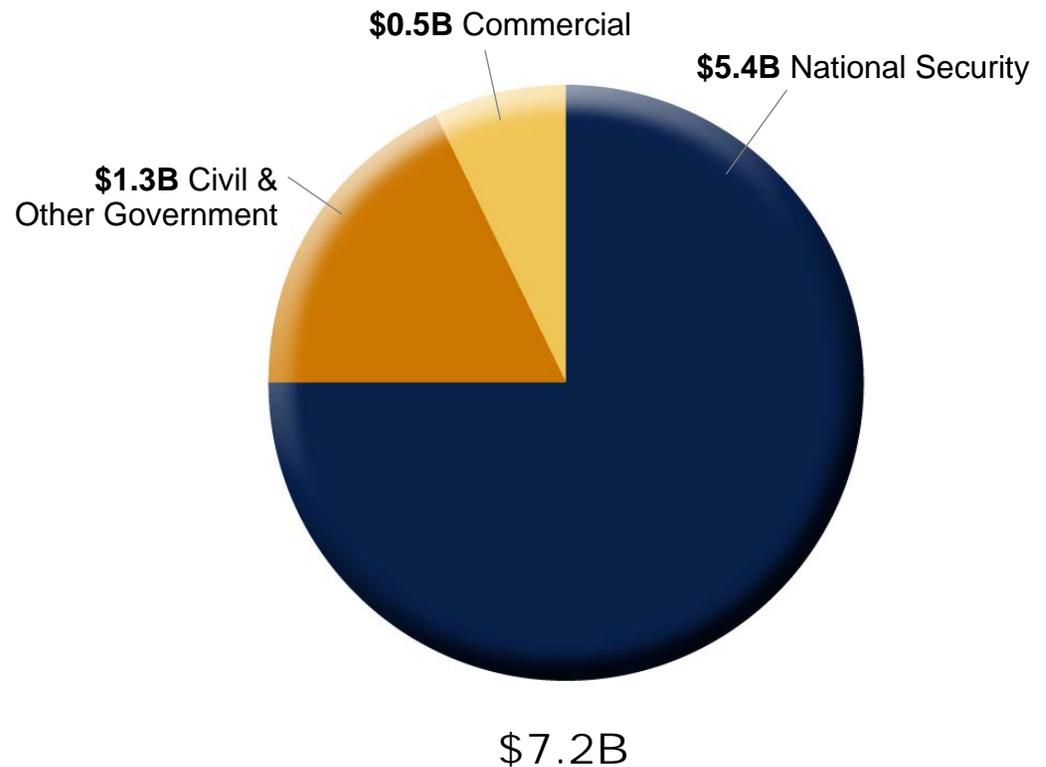
SAIC Business Overview

Core Competencies

- Systems Engineering and Integration
- Information Technology
- Professional Services
- Telecommunications
- Research and Development
- Logistic and Product Support

Competitive Strengths

- Customer intimacy model leads to in-depth understanding of customer missions
- Our reputation as an “honest broker”
- Our reputation for succeeding on the tough jobs
- Breadth and depth of technology expertise second to none
- Proven management track record
- Proven best practices, technologies and systems



Global War on Terrorism

- Immediate focus is on Operation Iraqi Freedom (OIF) and Operation Enduring Freedom (OEF)
- Bigger Picture – Total Global War on Terrorism
 - ◆ Nation at war ~ Prepare for extended conflict
 - ◆ Move from conventional type of warfare to asymmetric
 - ◆ Execute for the “today” conflict, plan and prepare for the “next wave”

*Our ability to succeed requires “thinking outside the box”
and truly embracing the concept of partnerships*

Focus Area

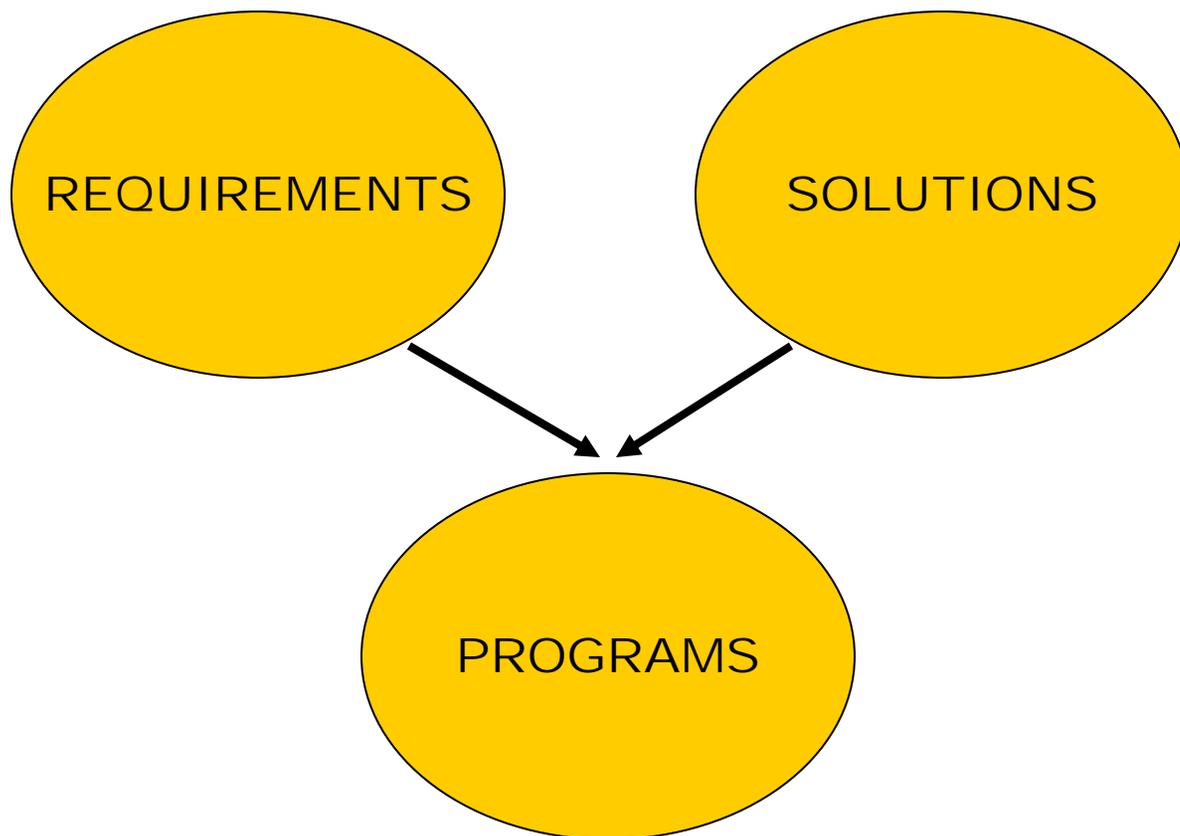
PRESENT

- Protect

PRESENT TO FUTURE

- Deter
- Detection
- Tracking and locating
- Denial
- Protect
- Defeat

Reality



Doing Business with SAIC

- Entrees
 - ◆ Contacts with individual groups
 - ◆ Sr. VP for Corp Development (SB) *G. Otchere*
- Teaming Considerations
 - ◆ Niches / Capabilities
 - ◆ Reliability and speed-to-field are critical
 - ◆ Customer Knowledge
 - ◆ Past Performance
 - ◆ Market
 - ◆ Customer Requirements
 - ◆ Cost competitive

Summary

- GWOT is a complex, multidimensional problem
- Large industries don't have the total answer
- Need
 - ◆ Options for each phase
 - ◆ Time span ~ immediate, short-term, mid-term, long-term
- Risks in solutions as there are in the dangers we face
 - ◆ Accept reasonable risk
 - ◆ Need to be realistic
- Success depends upon accepting and implementing a true partnership across government, industry (large & small) and academia