



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 Liason 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

**ONSITE
CONFERENCE
BROCHURE**

**4th Annual
National Small Business Conference
"Critical Infrastructure Opportunities"**

May 15-17, 2007

*Hyatt Regency
Houston*

Houston, TX

Event #7140

Raytheon

NDIA
NATIONAL DEFENSE INDUSTRIAL ASSOCIATION
STRENGTH THROUGH INDUSTRY & TECHNOLOGY



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

Ms. Jaye Lampert, Rolls-Royce Corporation, Small Business Liason 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

Conference Promotional Partners



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

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.

4th Annual
National Small Business Conference
"Critical Infrastructure Opportunities"



Thank You to ...

Raytheon

Buchanan Ingersoll & Rooney PC
Attorneys & Government Relations Professionals

KBR

SAIC[®]
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



Homeland
Security



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



**Homeland
Security**

DHS S&T Investment Portfolio

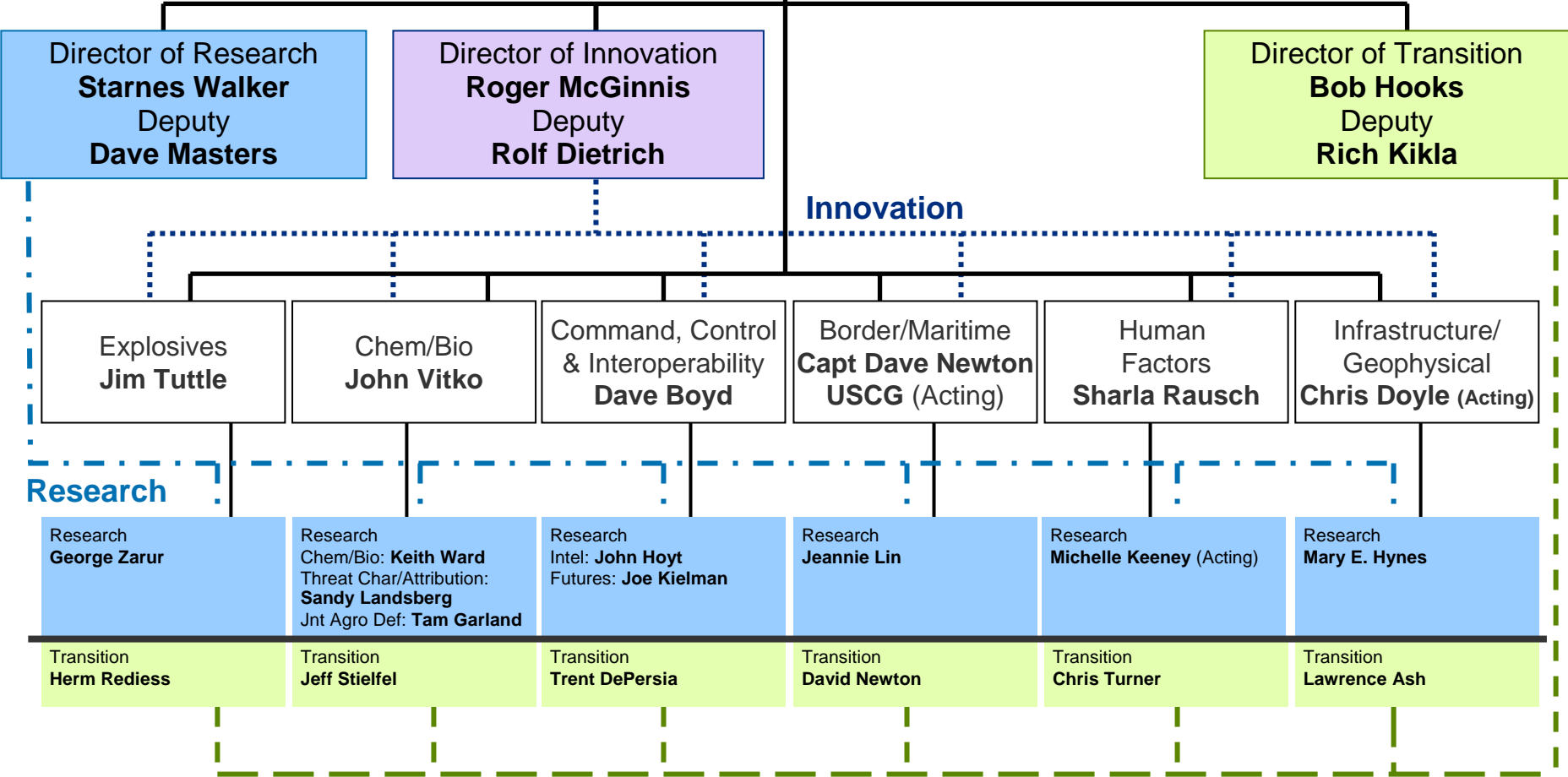
Balance of Risk, Cost, Impact, and Time to Delivery

<p>Product Transition (0-3 yrs)</p> <ul style="list-style-type: none">▪ Focused on delivering near-term products/enhancements to acquisition▪ Customer IPT controlled▪ Cost, schedule, capability metrics	<p>Innovative Capabilities (1-5 yrs)</p> <ul style="list-style-type: none">▪ High-risk/High payoff▪ “Game changer/Leap ahead”▪ Prototype, Test and Deploy▪ HSARPA
<p>Basic Research (>8 yrs)</p> <ul style="list-style-type: none">▪ Enables future paradigm changes▪ University fundamental research▪ Gov’t lab discovery and invention	<p>Other (0-8+ yrs)</p> <ul style="list-style-type: none">▪ Test & Evaluation and Standards▪ Laboratory Operations & Construction▪ Required by Administration (HSPDs)▪ Congressional direction/law

Customer Focused, Output Oriented

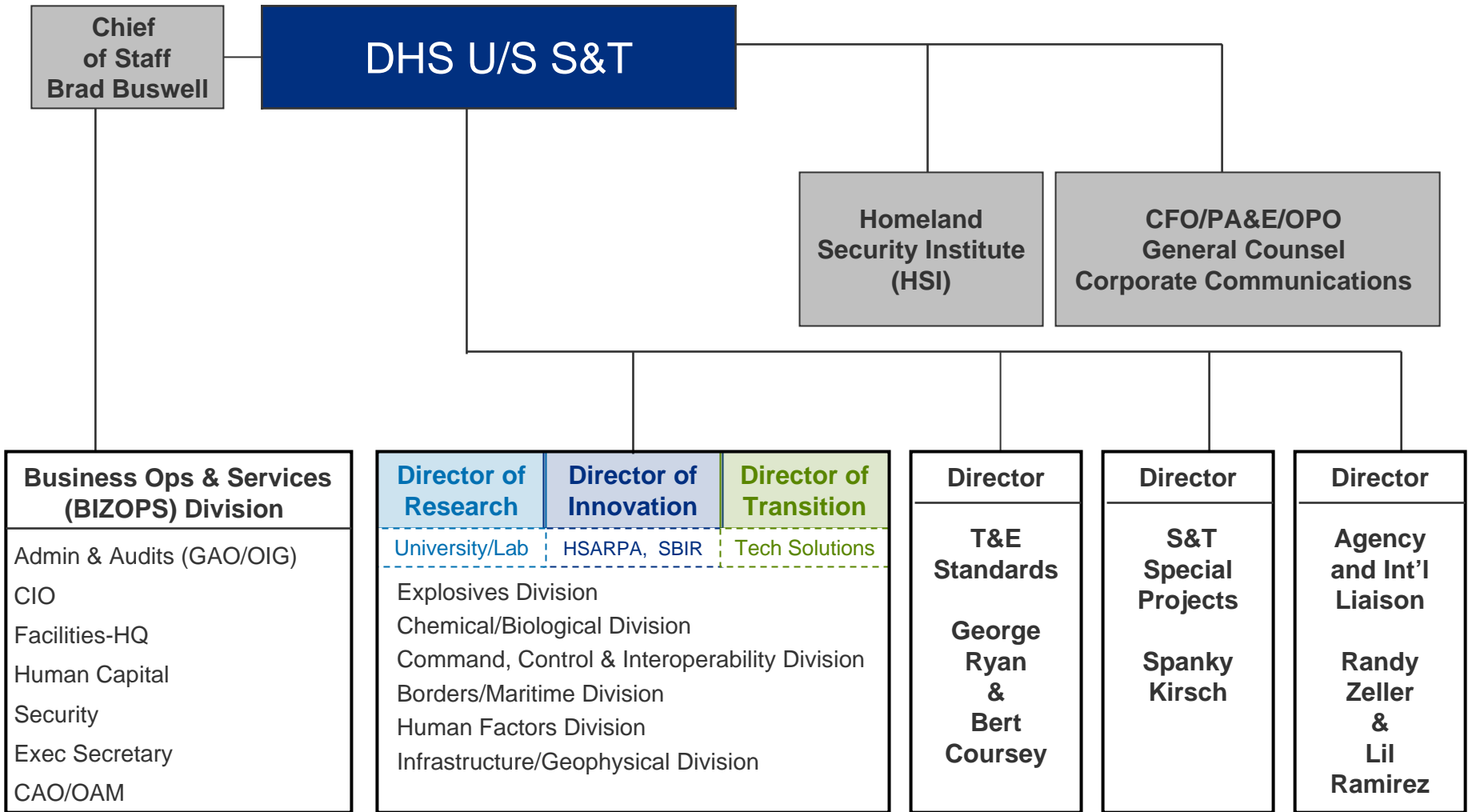
S&T Organization

DHS U/S S&T



Applications

DHS S&T Directorate

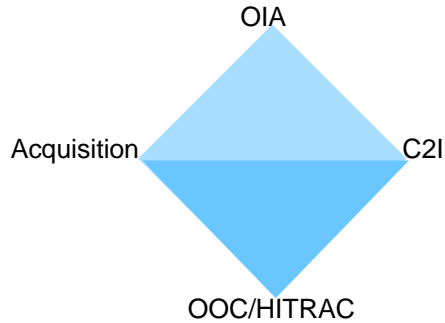


**Homeland
Security**

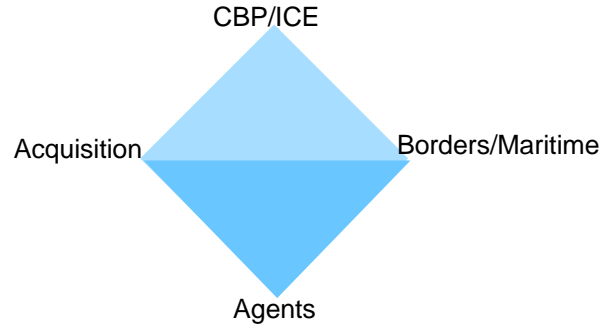
DHS Requirements/Capability Capstone IPTs

DHS S&T Product – “Enabling Homeland Capabilities”

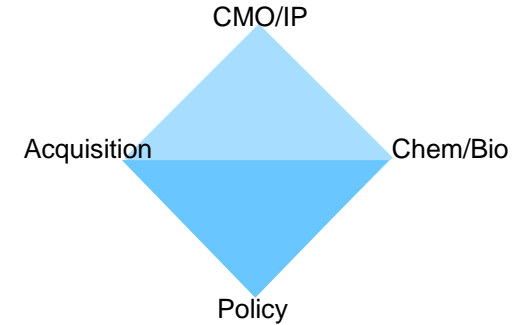
Information Sharing/Mgmt



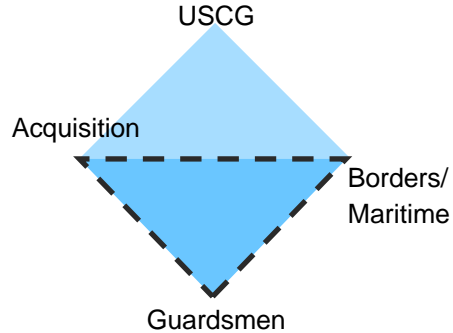
Border Security



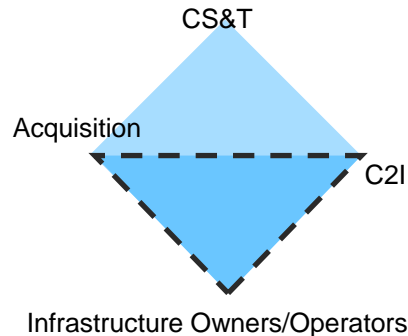
Chem/Bio Defense



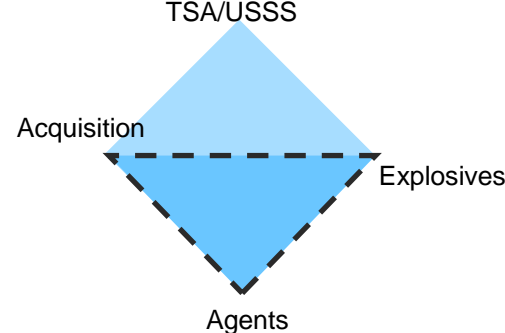
Maritime Security



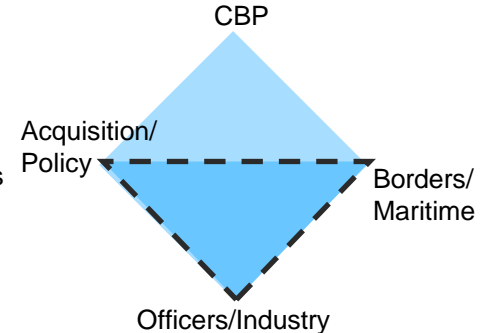
Cyber Security



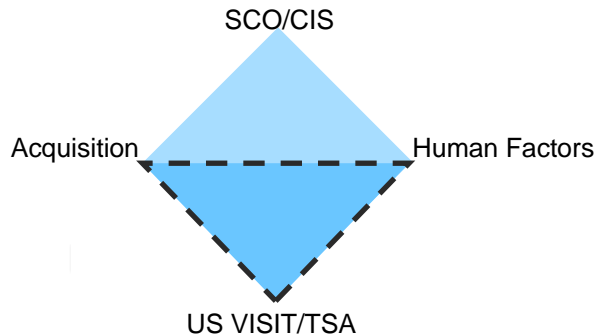
Explosive Prevention



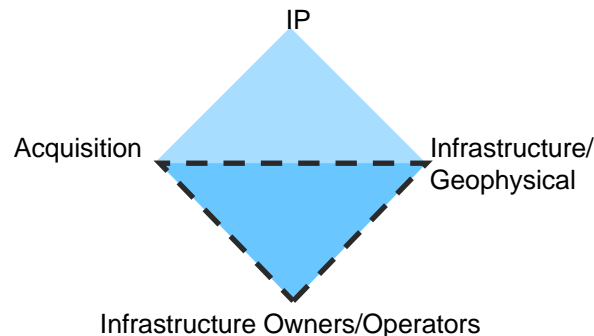
Cargo Security



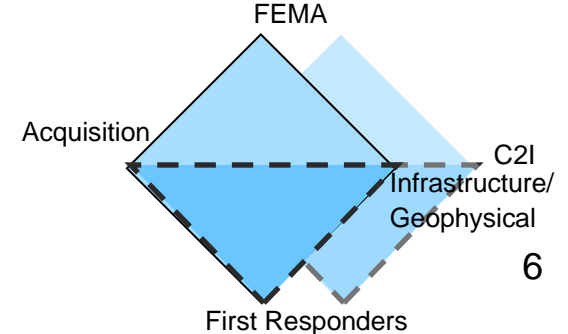
People Screening



Infrastructure Protection



Incident Management

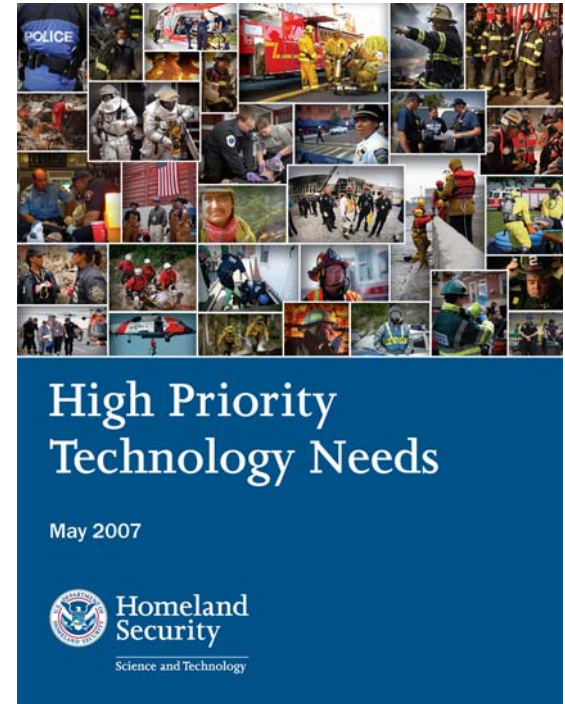


High Priority Technology Needs

- 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

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.”

**EVERY
TRULY
GREAT
ACCOMPLISHMENT
IS AT FIRST
IMPOSSIBLE!**

(FORTUNE COOKIE)



Homeland
Security

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)

Explosives	Chem/Bio	Command, Control & Interoperability	Borders/ Maritime	Human Factors	Infrastructure/ Geophysical
<p>Project Chloe- High altitude aerial platform existing above civil aviation Counter-MANPADS</p> <p>SENSIT – System to identify numerous liquids in baggage</p> <p>IED Defeat / APE VBIED Defeat – Detection/prevention and mitigation technologies to counter IEDs</p>		<p>SCOPE (Scalable Common Operational Picture Experiment) – Leverages Global Observer JCTD</p>	<p>Scalable Composite Vessel Prototype (SCVP) – Lightweight, composite material with high speed hull</p> <p>SAFECON – 90 second container screening device</p>	<p>FAST M2 (Future Attribute Screening Technology Mobile Module) – Relocatable Lab capable of testing for behavioral/ physiological cues of “hostile intent”</p> <p>Double or triple wide trailer tested at various sites around the country</p>	<p>Resilient Electric Grid – System that will prevent cascading effects of power surge on electrical grids</p> <p>Levee Strengthening and Rapid Repair - rapidly stop a breach in a levee</p> <p>Storm Surge and Hurricane Mitigation</p>

High Impact Technology Solutions (HITS)

	<p>Real Time Bio Detection and Identify</p> <p>Cell-All - Ubiquitous Chem/Bio/agent detector</p>	<p>First Net - First Responder Reliable Relay Link</p> <p>Phone Home – Inter-operative and inexpensive hand-held radios</p>	<p>Tunnel Detect – Ability to detect, identify, and confirm illegal and clandestine underground border structures and activities</p>	<p>Document Validator –High proficiency scanner that can identify fraudulent docs</p> <p>Leverage USSS system</p> <p>Biometric Detector – High proficiency small biometric scanner</p>	<p>Wide Area Surveillance/ Change Detection for Critical Infrastructure</p> <p>Resilient Tunnel– Tunnel Protection/Blast Mitigation</p>
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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

65K Feet

Border & Critical Infrastructure Surveillance

Engagement Time:
3-10 Seconds

Maritime Surveillance & Interdiction



MANPADS

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

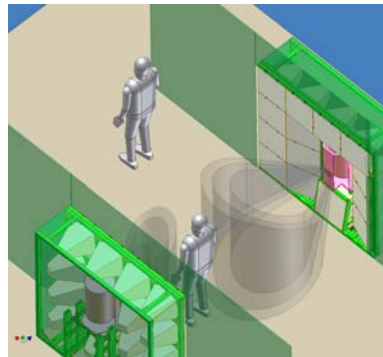
- Real-time sensor fusion/dissemination
- Multi-user / border surveillance requirements
- Commercial Aircraft MANPADS protection
- Automatic target detection/recognition
- Persistence (24/7, all-weather coverage)



**Homeland
Security**

High Impact Technology Solutions

Technologies for Suicide Bomber Defeat & Blast Mitigation



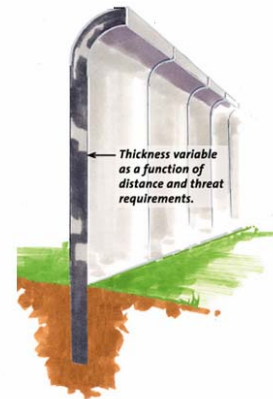
Suicide Bomber & Device Detection



Explosive Device Deactivation



Blast Mitigation



Reactive & Shaping Walls



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
Security**

Homeland Innovative Prototypical Solutions Levee Strengthening and Rapid Repair



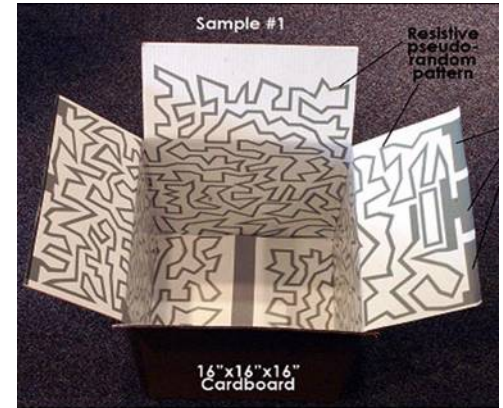
[Click to Play Video](#)



Homeland
Security

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



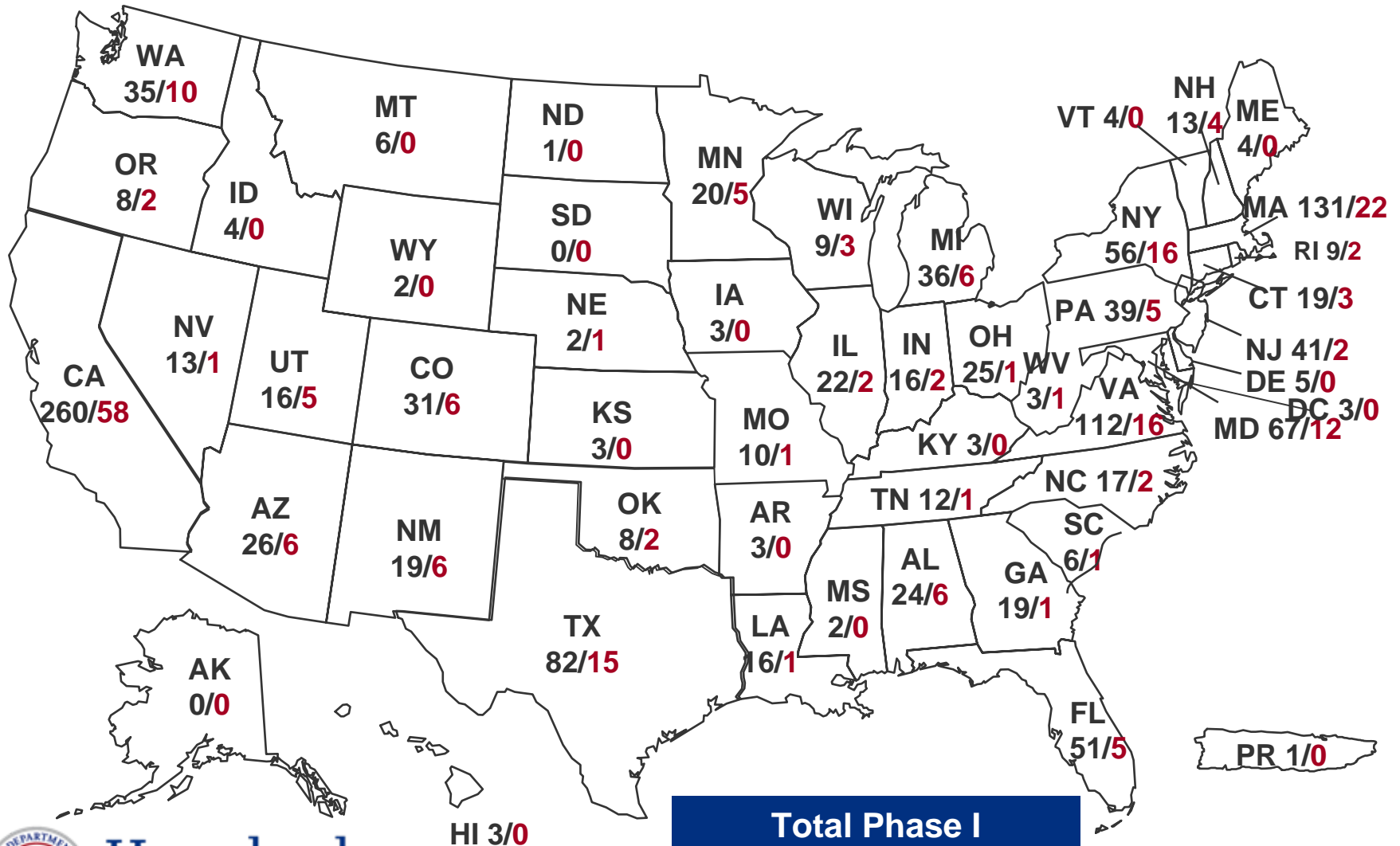
Visit www.dhssbir.com (soon to be .gov)



**Homeland
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DHS SBIR/STTR Phase I

No. of Submissions vs. Awards per State (Nov. 04- Jan. 06)



Homeland Security

Total Phase I
Submissions/Awards
1,320/232



<http://www.sbir.dhs.gov>

Other Funding Opportunities

Collaboration Opportunities

Topic Recommendations

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[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.



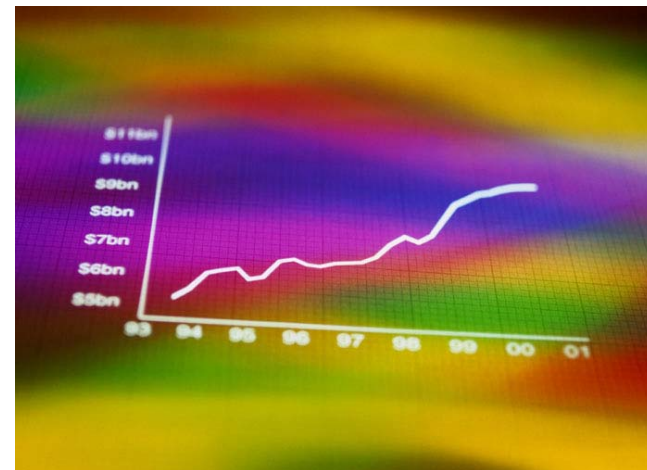
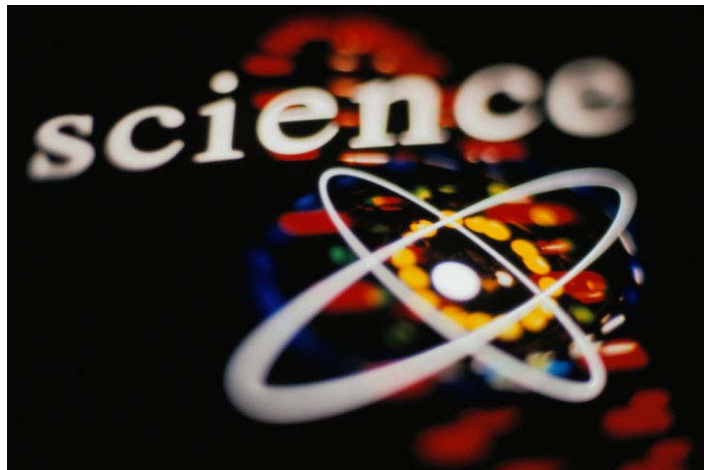
Homeland Security

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 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



**Homeland
Security**

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

Event #7680

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



**Homeland
Security**



Homeland Security

FROM SCIENCE...SECURITY

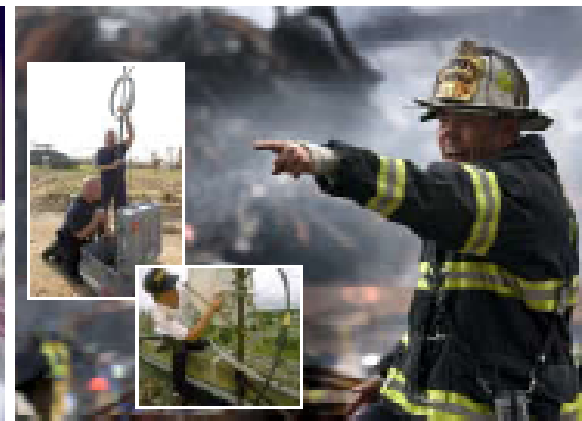
Explosives



Chemical/Biological



Command, Control, & Interoperability



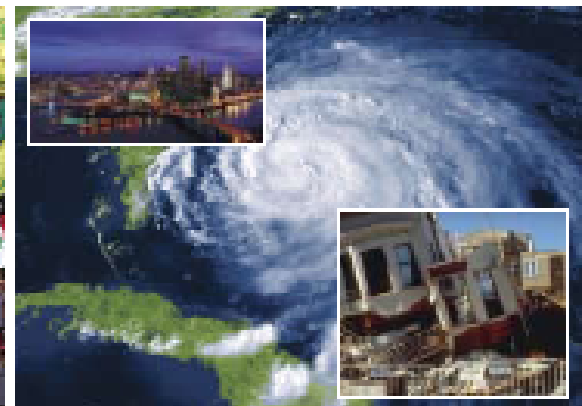
Borders/Maritime



Human Factors



Infrastructure/Geophysical



FROM TECHNOLOGY...TRUST

Back-Up slides

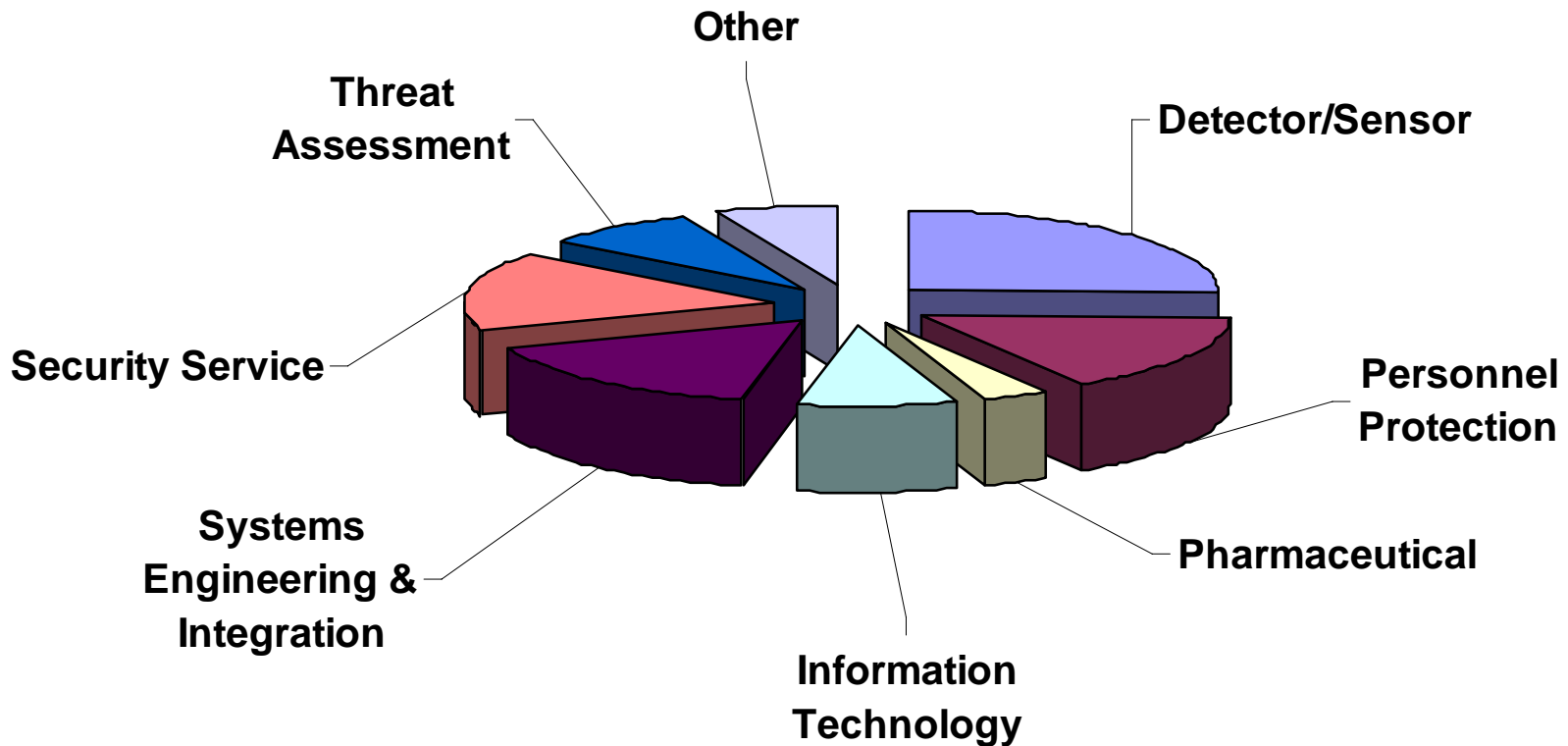


Homeland
Security

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

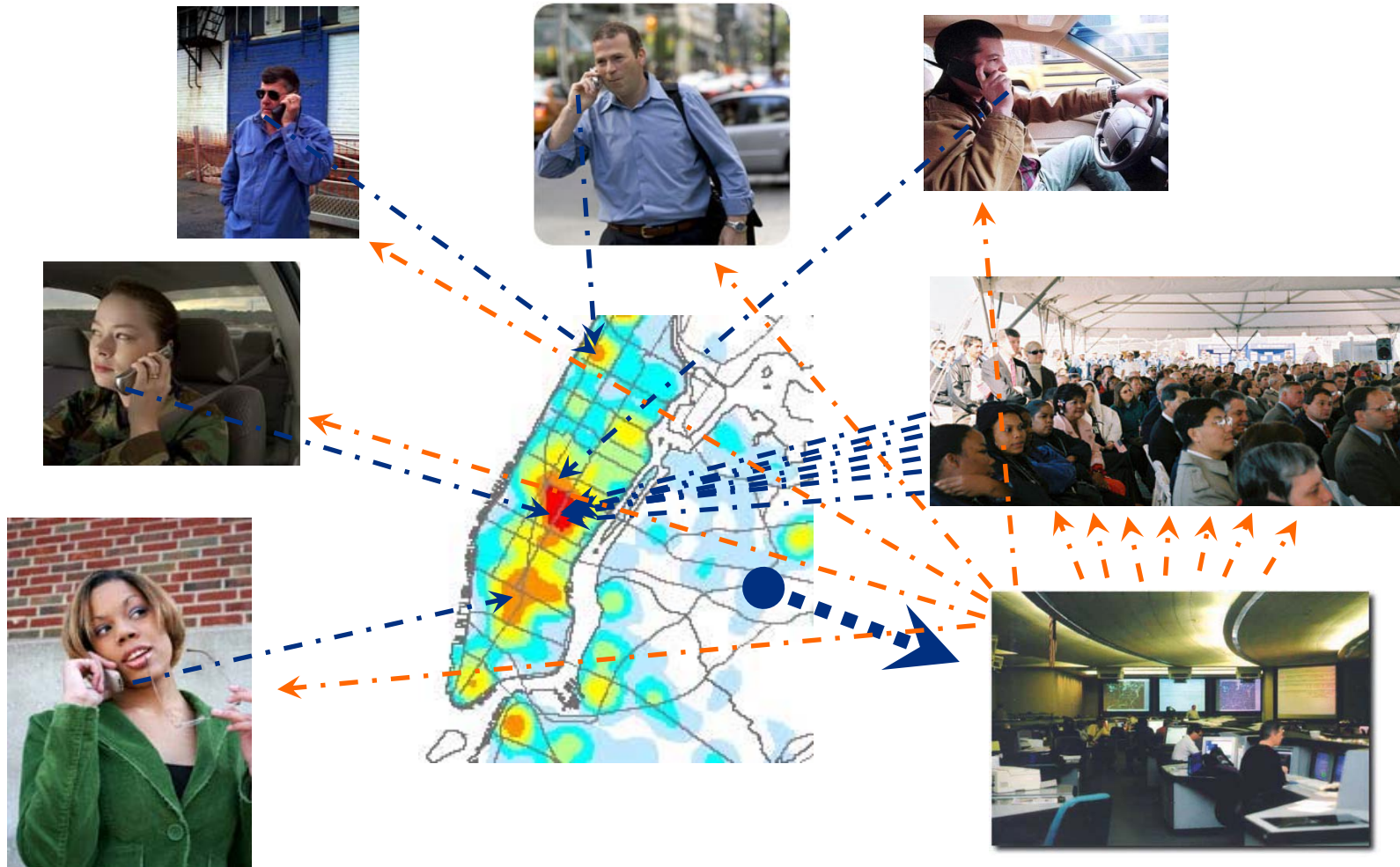


The Final Rule

- *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

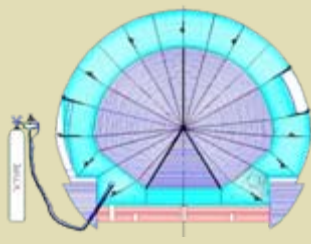
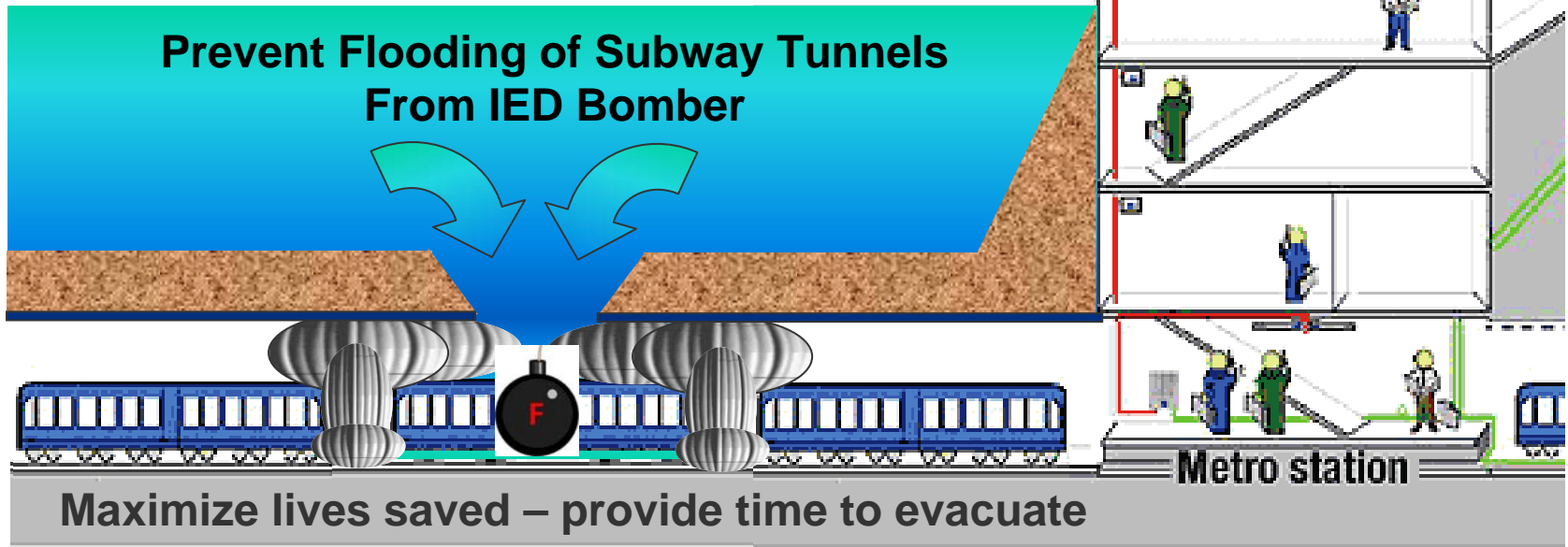
Cell-All Ubiquitous Chem/Bio Detect



Homeland
Security

High Impact Technology Solutions

Resilient Tunnel



Recent advances in inflatable structure technology:

- Stronger Materials
- Rapid Inflation
- Lower Cost than Flood Gates
- Sustainable



**Homeland
Security**

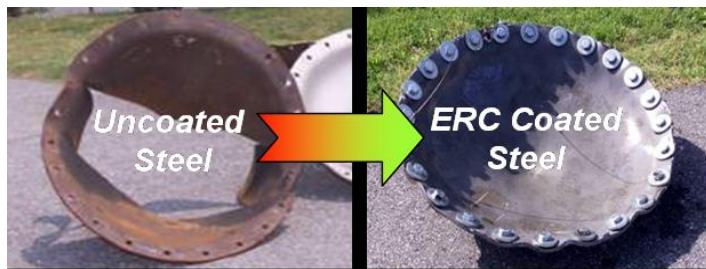
High Innovative Prototype Solutions

Improvised Explosive Devices Defeat



Masonry Walls

Explosive Resistant Coating



- *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



Homeland Security

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**

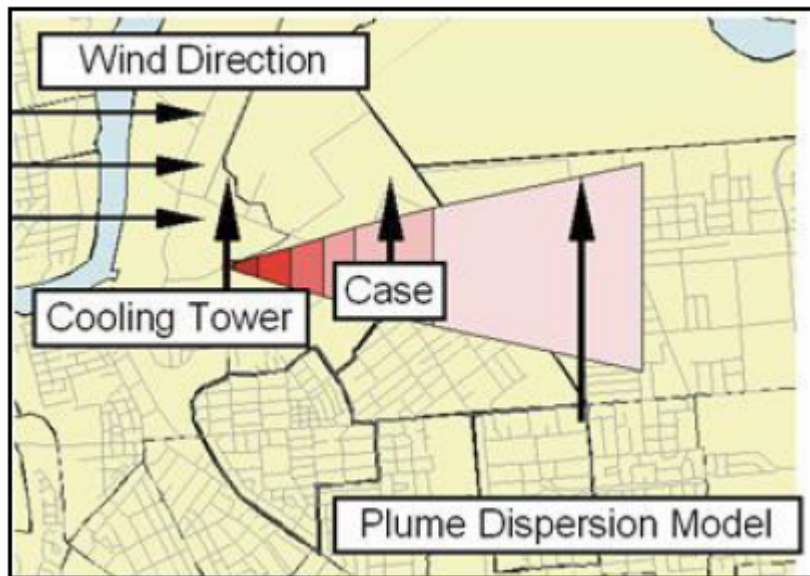
- FY 2008.....~\$21M
 - S&T SBIR.....~13.5M
 - DNDO.....~7.5M



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.



Detection via cell culture

VS



Homeland
Security

Doing Business with DHS S&T *cont'd*

Additional Open BAAs

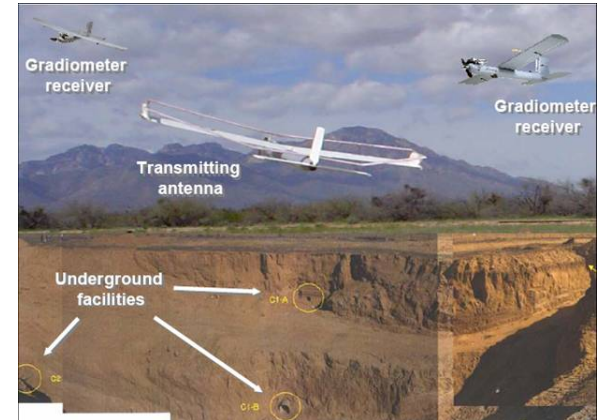
- Tunnel Detection Technologies – allows rapid detection of tunnels
- SAFE Container (SAFECON) – detect and identify WMD, explosives and contraband cargo and to detect humans in shipping containers
- Future Attribute Screening Technology (FAST) Demonstration Laboratory – rapid screening of people and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

Visit www.FedBizOpps.gov and www.hsarpabaa.com

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

- 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*



**Homeland
Security**

BAE Systems Customer Solutions Operating Group

Small Business Programs

Diane G. Dempsey

Director – Small Business Relations

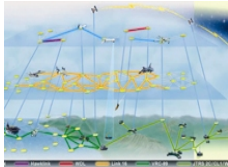
NDIA Small Business Conference

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

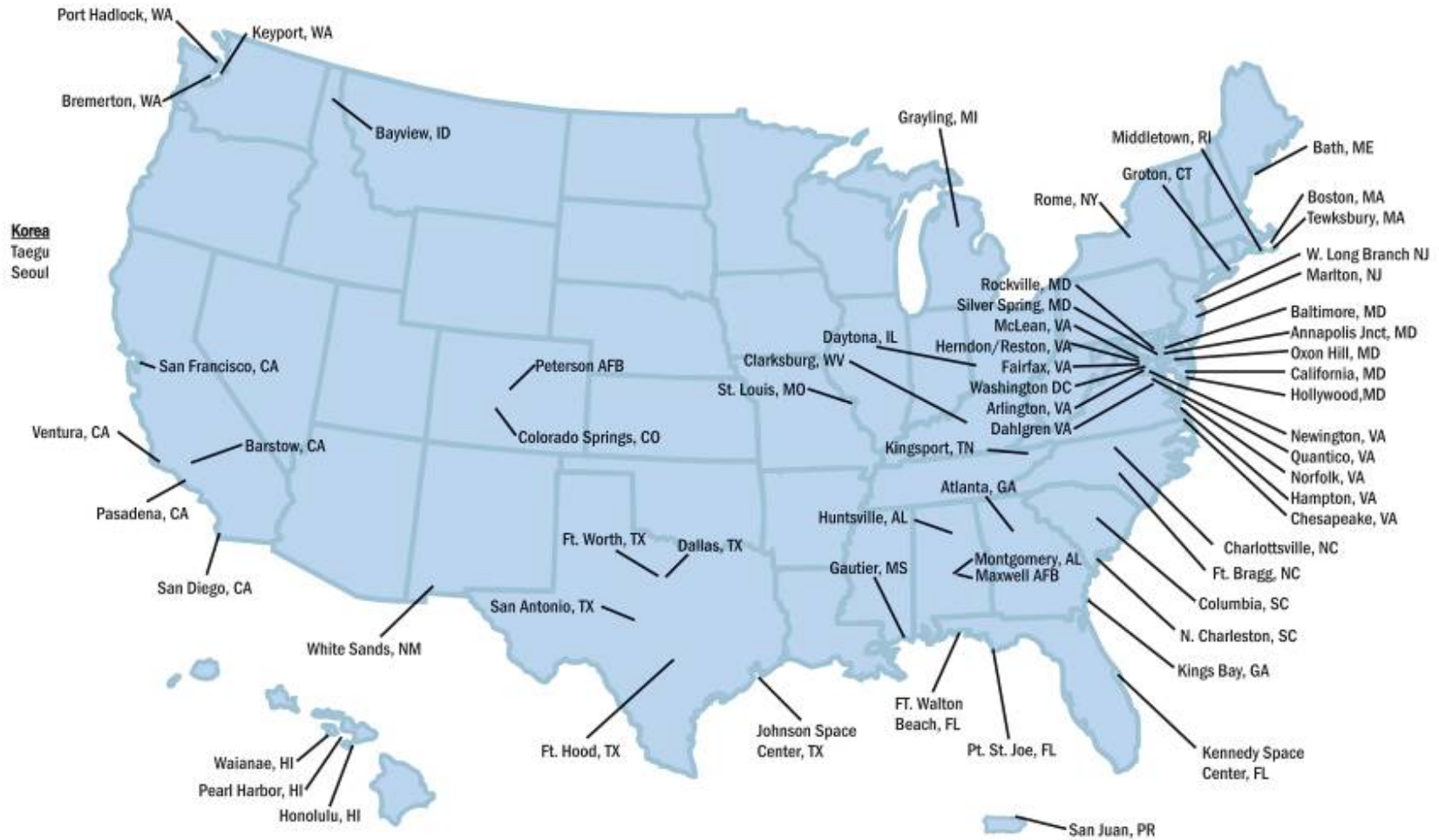
America's leading non-nuclear ship repair, modernization and conversion company

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

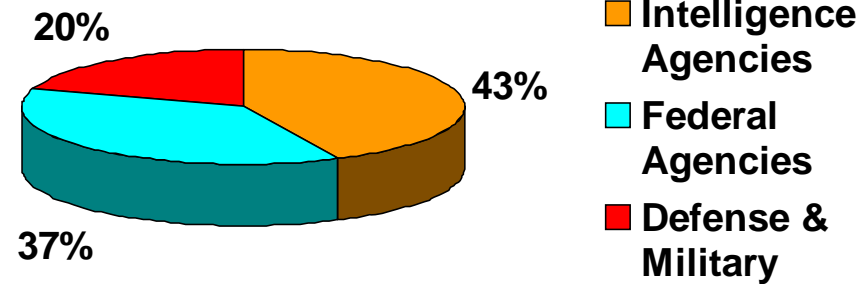
Headquartered in
McLean, Virginia USA

- 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



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.

Department of Homeland Security - DHS

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

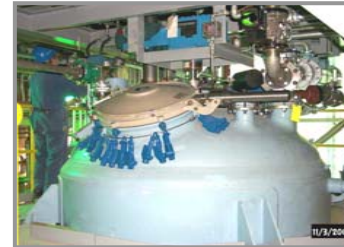
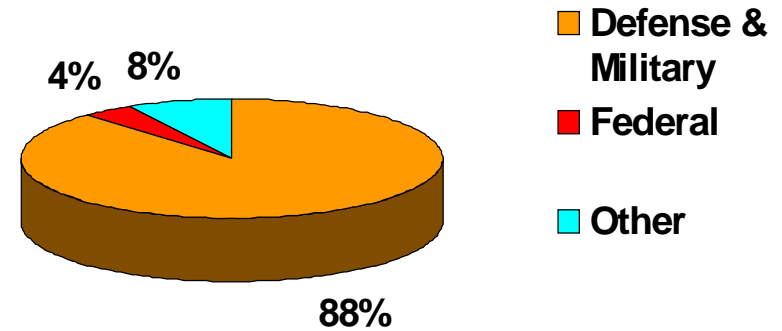
Headquartered in
Rockville, Maryland USA

- 7,000 Employees
- 40 Major Locations

Capabilities

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

Business Make-up



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



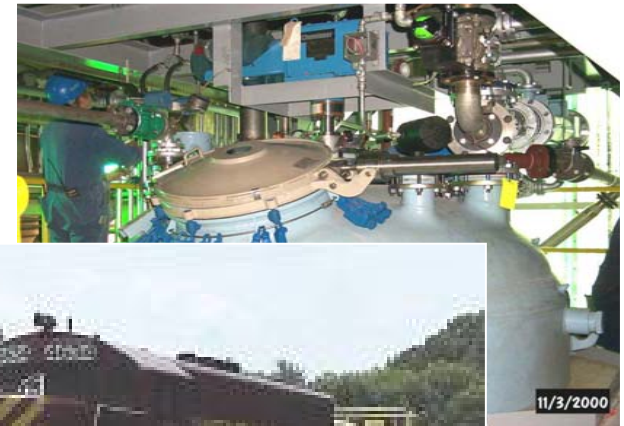
TSS Major Customers/Programs

- 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 Ordnance 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

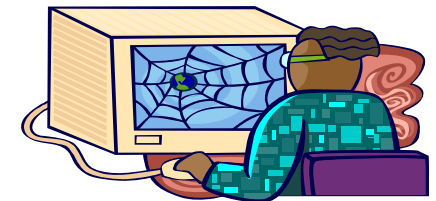
- BAE Systems Maritime Engineering and Services:
 - paint,
 - solvent,
 - brushes,
 - rollers,
 - tyvek suits,
 - tape,
 - printing,
 - calibration of test equipment,
 - TMA containments,
 - shop clothing
 - rigging
 - crane Parts
 - lumber
 - power & transmission items such as bearings

BAE Customer Solutions Small Business Webpage

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.



<http://www.baesystems.com/Businesses/CustomerSolutions/SmallBusiness/>

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 vs. Homeland Defense

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*)





DCIP Program-Wide Mission-Vision-Goals

Mission:

Enhance Risk Management Decisions At All Levels To Ensure That Defense Critical Infrastructure Is Available When Required

Vision:

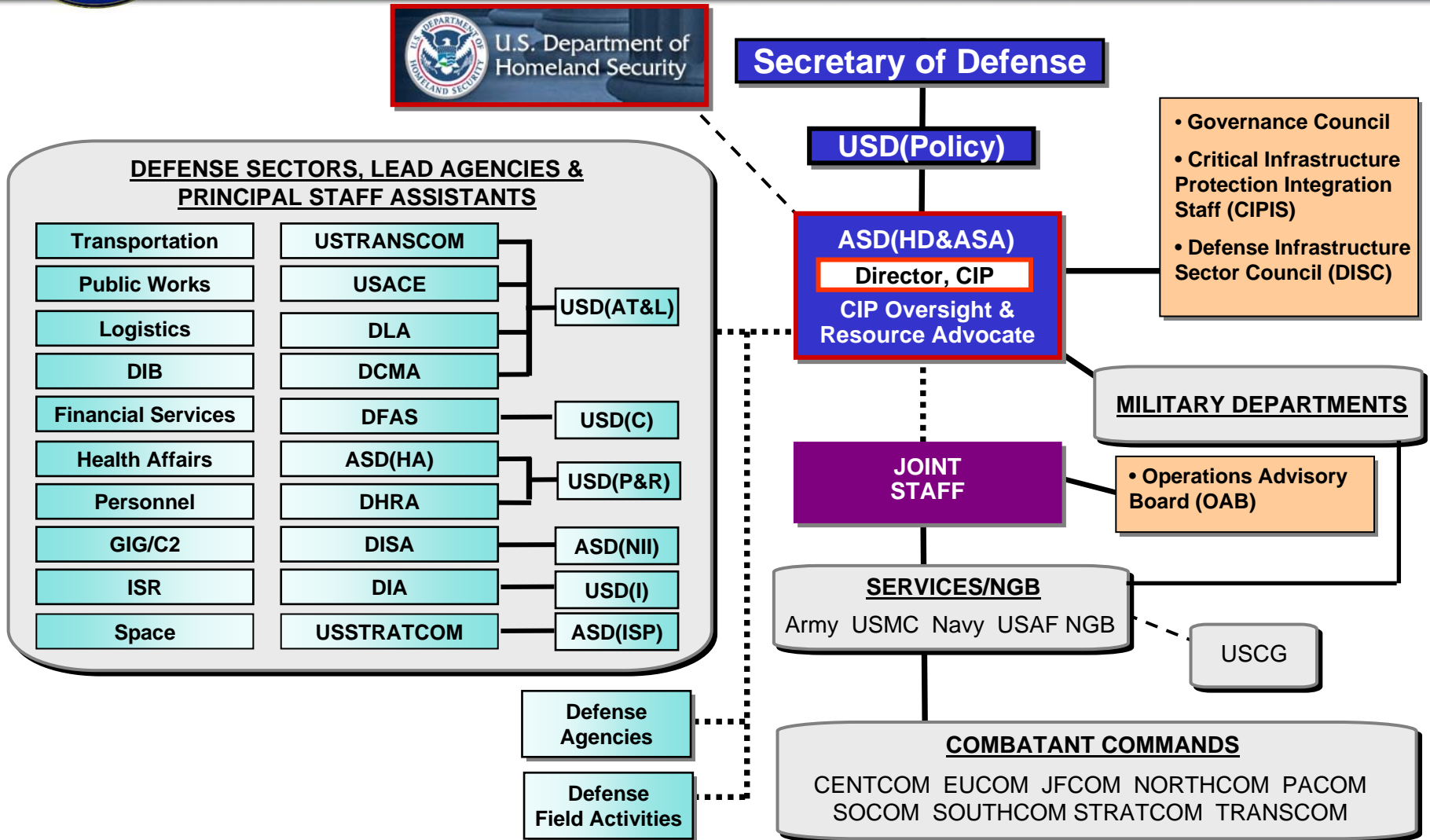
Assurance of Defense Mission Critical Infrastructure in an All Hazards Environment

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

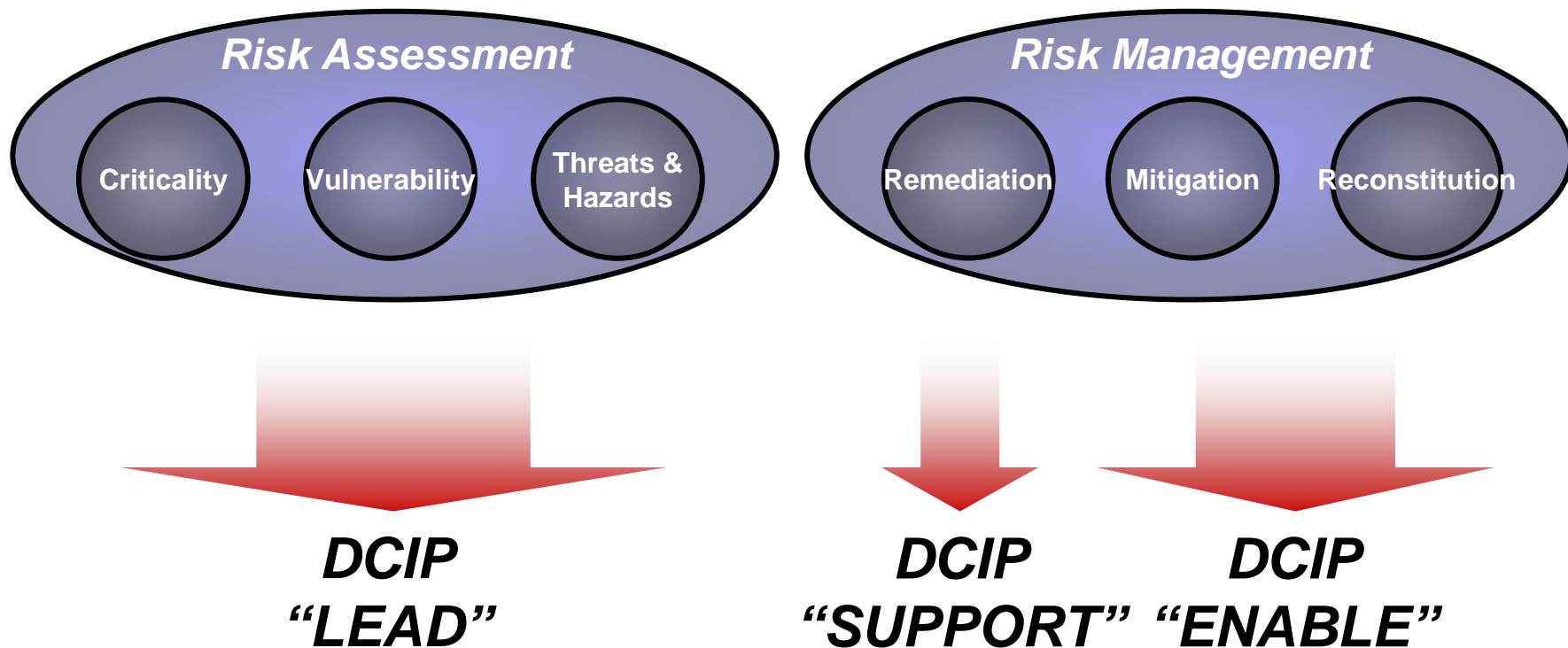


DoD CIP Organizational Framework



Defense Critical Infrastructure Program

Core 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)



Homeland Security Presidential Directive (HSDP)-7

- 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.**

NATIONAL CI/KR SECTORS

Department of Agriculture

- Agriculture, food (meat, poultry, egg products)

Department of Health and Human Services

- Public Health and healthcare
- Food (other than meat, poultry, egg products)

Environmental Protection Agency

- Drinking water and wastewater treatment systems

Department of Energy

- Energy, including the production, refining, storage, and distribution of oil and gas, and electric power (except for commercial nuclear power facilities)

Department of the Treasury

- Banking and Finance

Department of the Interior

- National monuments and icons

Department of Defense

- **Defense Industrial Base**

Department of Homeland Security

- Chemical
- Commercial facilities
- Dams
- Emergency services
- Commercial nuclear reactors, materials, and waste
- Information Technology
- Telecommunications
- Postal and shipping
- Transportation systems
- Government facilities



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.



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



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



- 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

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.





Office of Small Business Programs

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.

www.acq.osd.mil/osbp/programs/wosb/index.htm

— *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.

www.acq.osd.mil/osbp/programs/csp/index.htm





Office of Small Business Programs



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

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



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/>



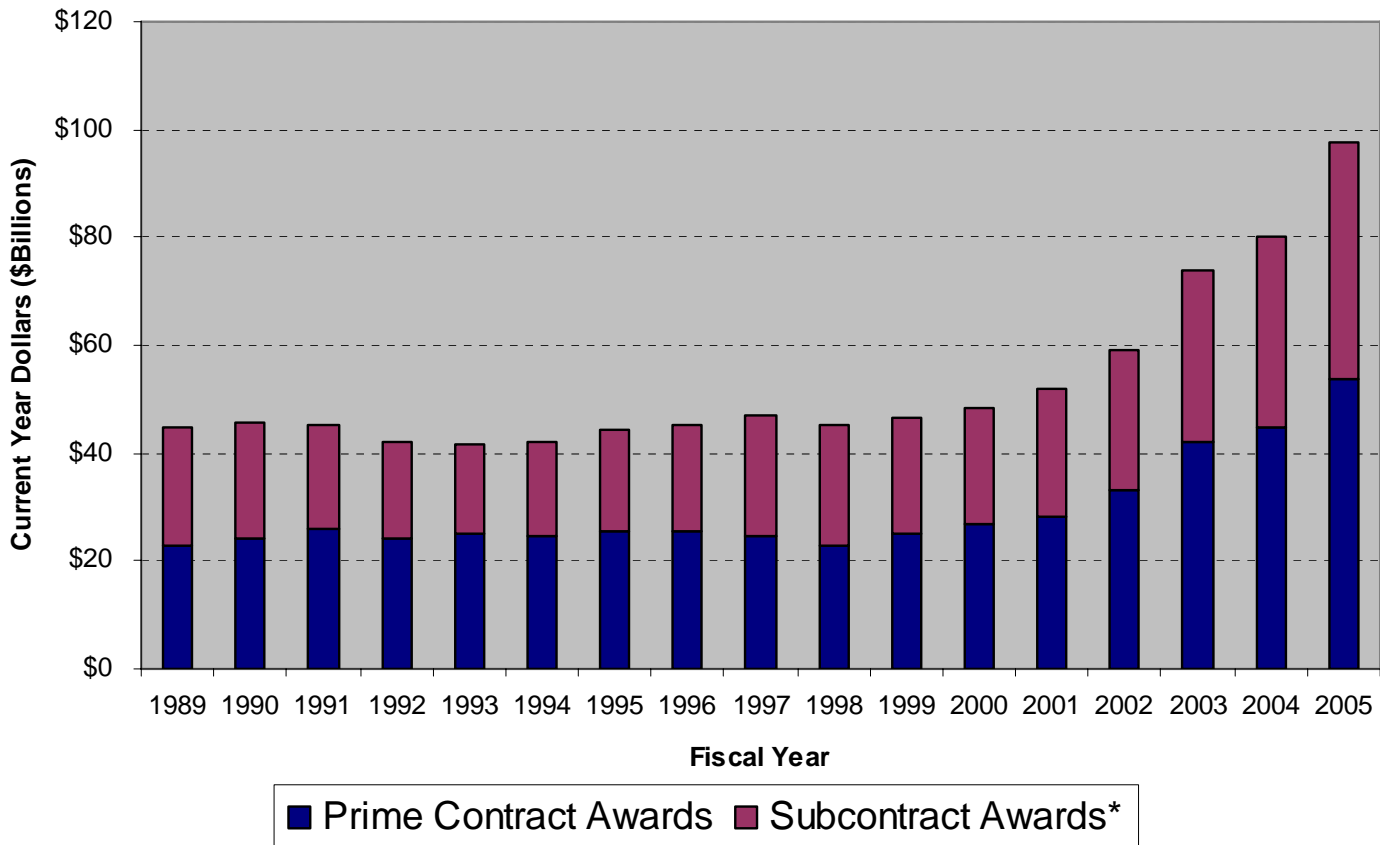
Office of Small Business Programs



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.



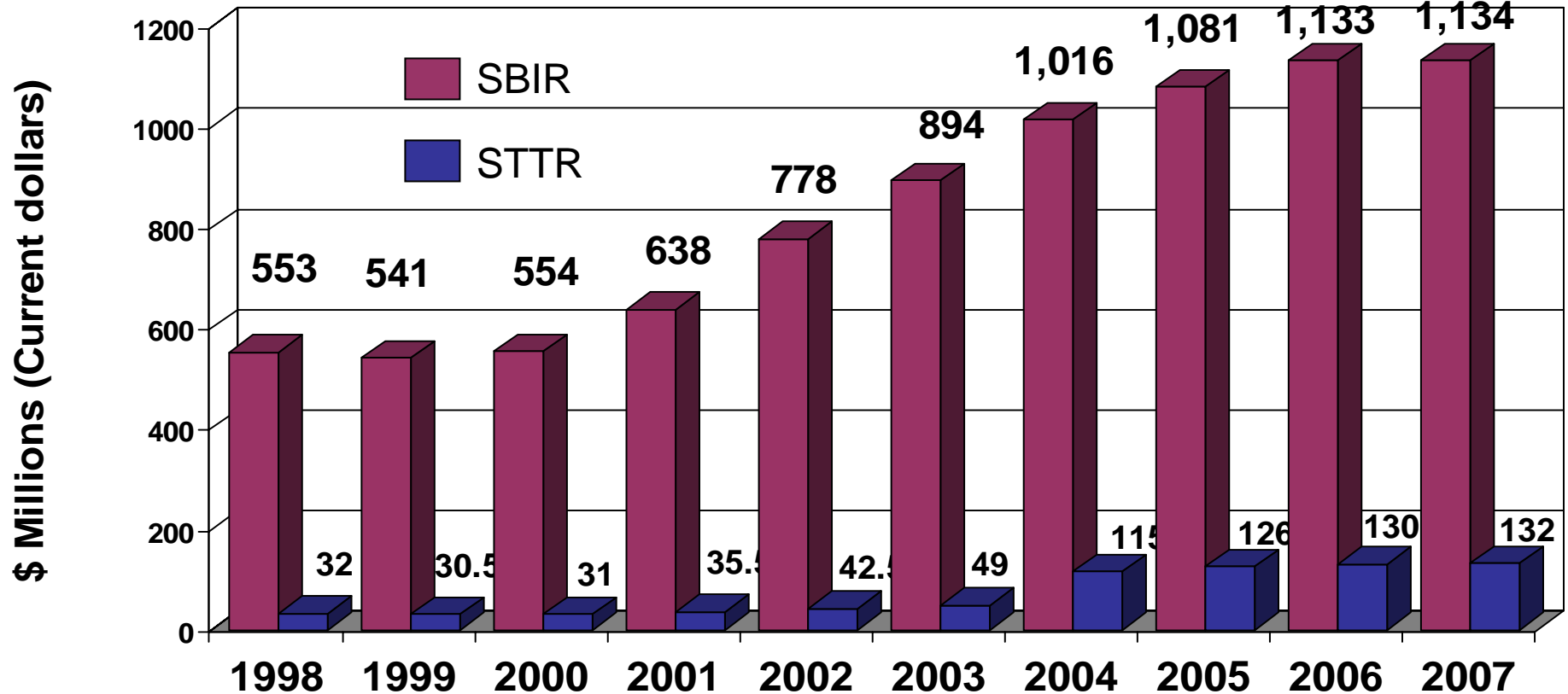
DoD Prime and Subcontract Awards to Small Businesses



Small businesses play a critical role within the defense supplier base—prime and subcontract dollars are increasing.



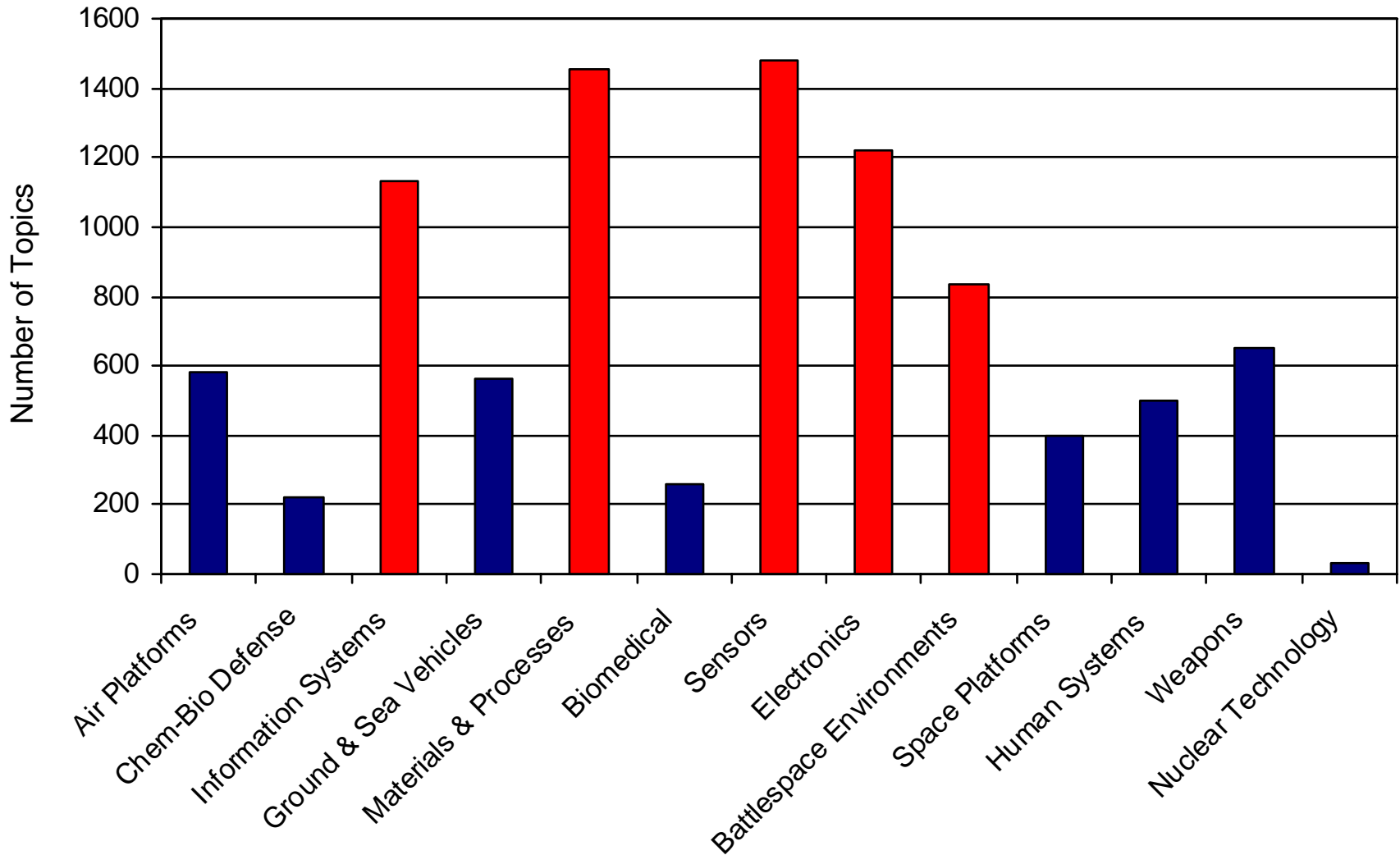
SBIR & STTR BUDGETS HAVE GROWN



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

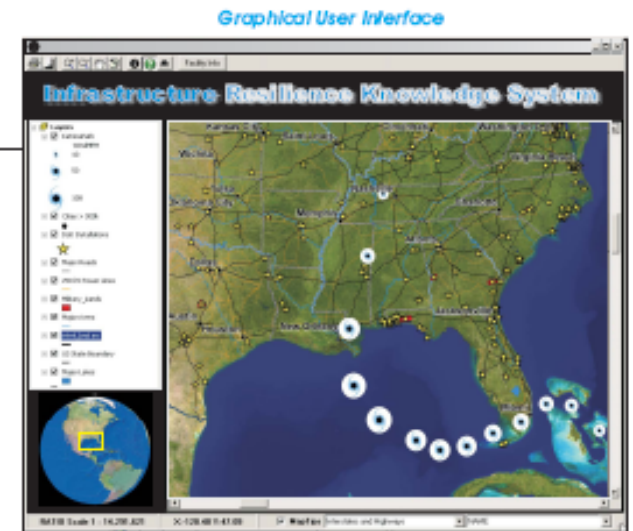
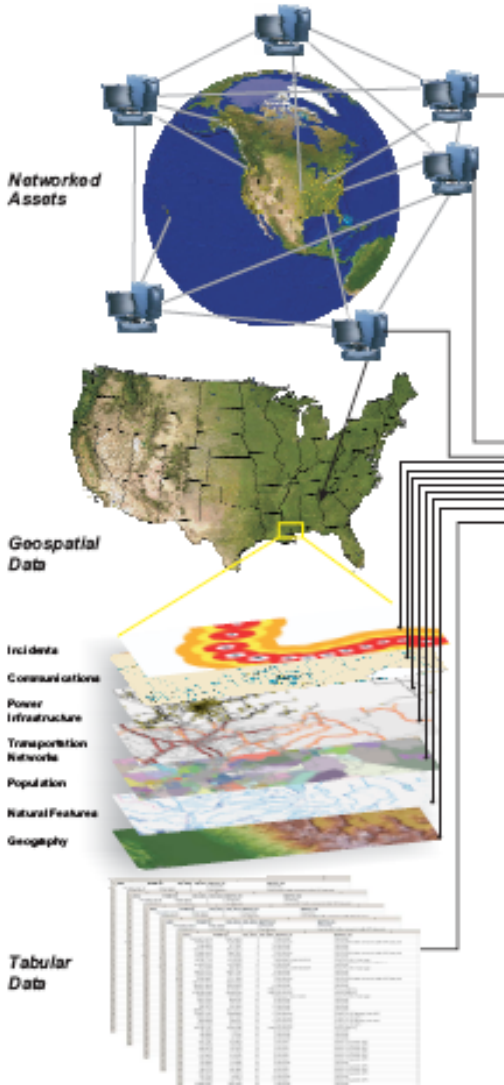


Knowledge Display & Aggregation System (KDAS)

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 graphic user interface (GUI) and toolset 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, 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.

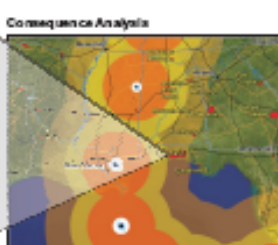


Link disparate databases through a common user interface.

- Visualize**
- Digital Representations
 - Database Visualizations
 - Vendor Distributions
 - System Distributions
 - Infrastructure Distributions
 - Spatial Model Results

- Analyze**
- Proximity
 - Network
 - Geographic Dependency
 - Multi Criteria
 - Consequences
 - Prioritization

- Output**
- Incident Reports
 - Risk Calculations
 - Hard Copy Reports and Maps
 - Digital Reports and Maps
 - Restoration Prioritization
 - Recovery Planning





Data Sources

GOVERNMENT AGENCIES

Department of Defense



Cabinet Departments



Bureau of Transportation Statistics
U.S. Department of Transportation



GIS & RSI Source Agencies



Federal Agencies & Commissions



Law Enforcement Agencies



Intelligence Agencies



PRIVATE INDUSTRY





Acquiring data

Various methods of data acquisition

Government

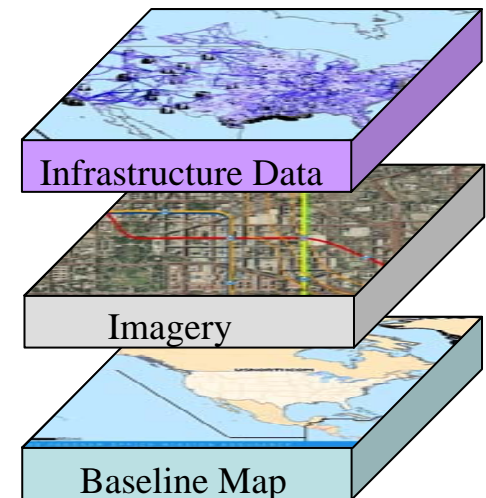
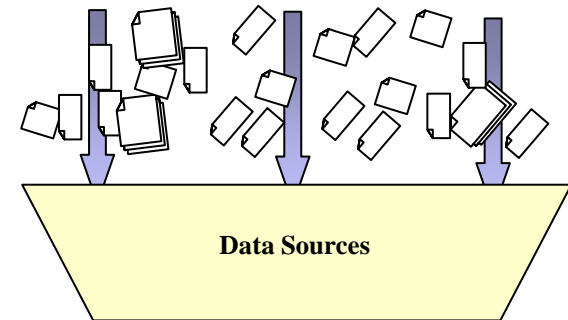
- Direct data exchanges/partnerships
 - NGA, USGS, IVT, DISDI
- Omnibus federal use license (NGA)
 - NAVTEQ, PLATTS, TGS, IONICS/MCH, Dunn & Bradstreet

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





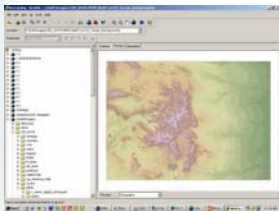
Data Management and Analysis

Data Verification, Management, and Analysis

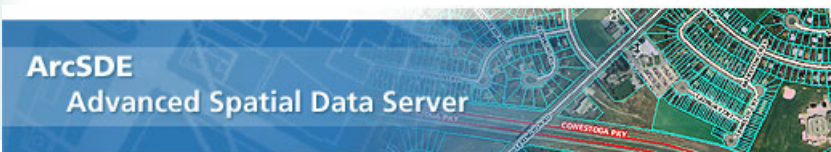
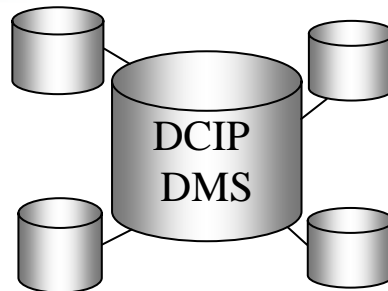
Data Review and Verification

- *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

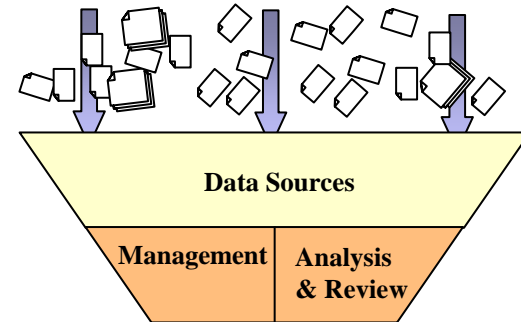
Data Management and Organization



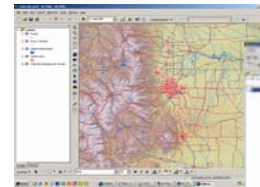
ArcCatalog



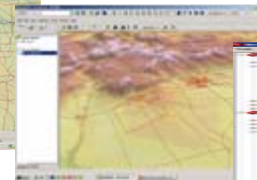
ArcSDE
Advanced Spatial Data Server



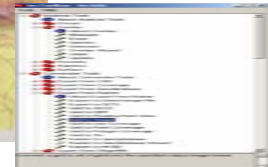
Commercial Software Tools



ArcMap



ArcScene



ArcToolbox

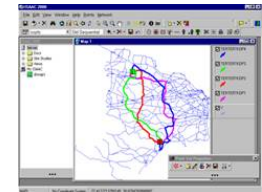
Custom Software Tools



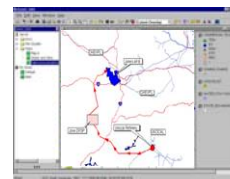
Telecommunications



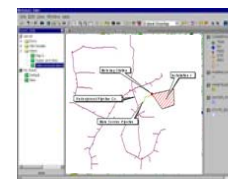
Electric Power



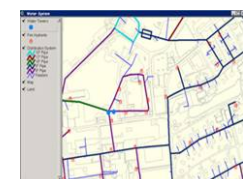
Road & Rail



Petroleum



Natural Gas

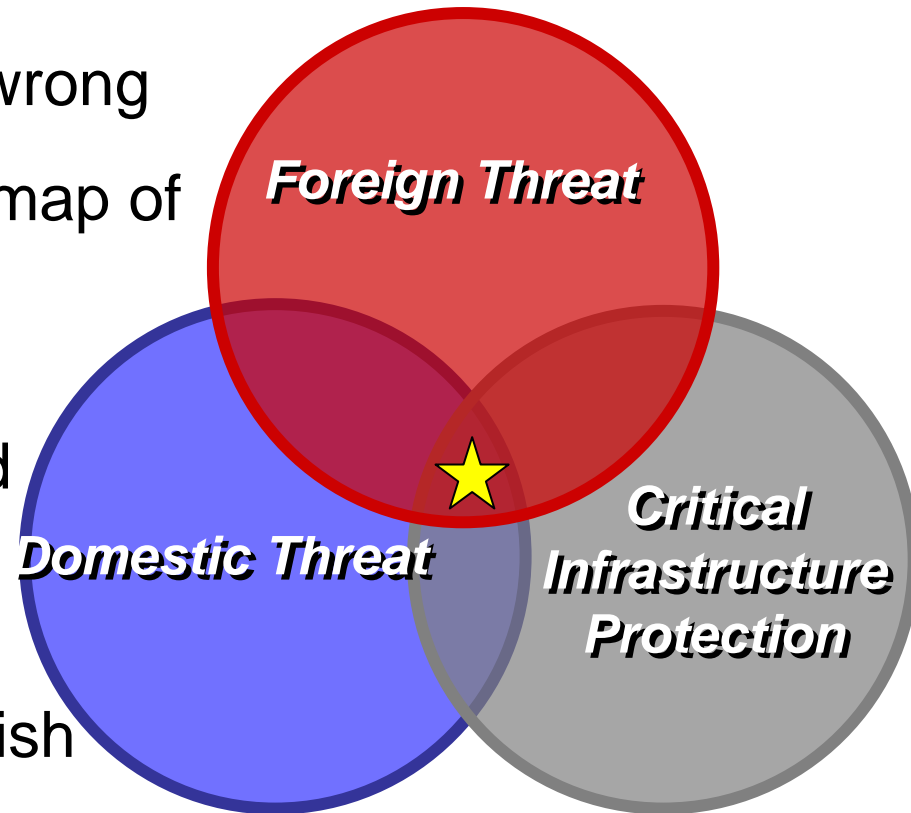


Water



Why HIFLD Started

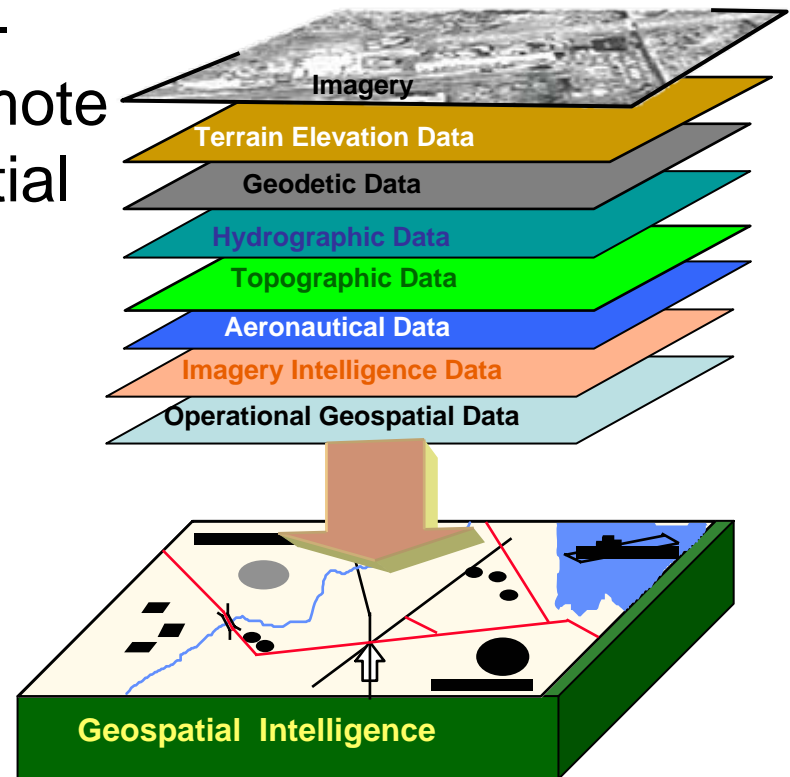
- Needed to fuse, analyze and visualize information – everything has a location
- Maps for decision makers were wrong
- PowerPoint Clip Art was default map of U.S.
- Needed a common geospatial foundation for multiple Homeland Defense/Homeland Security (HD/HLS) uses
- Needed partnerships to accomplish





HIFLD Objective

- Collaborate with DoD, the Inter-Agency and its partners to promote domestic infrastructure geospatial information
 - **Gathering**
 - **Sharing**
 - **Protection**
 - **Visualization**
 - **Knowledge management**





Visit the HIFLD Website

- **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



The screenshot shows the HIFLD website interface. At the top left is the HIFLD logo, a circular emblem with a star and the text 'HOMELAND INFRASTRUCTURE FOUNDATION LEVEL DATABASE WORKING GROUP'. To the right of the logo, the text reads 'HIFLD' and 'Homeland Infrastructure Foundation Level Database Working Group'. Below this is a navigation menu with links: 'home | about us | library | roster | calendar | acronyms | organizations | password | log out | admin'. On the right side of the page, there is a welcome message: 'Welcome Jeffrey C. Wiser!'. The main content area is divided into two columns. The left column has a 'News' section with a sub-heading 'HSIP Gold Available for Distribution'. The text below states: 'NGA has compiled their first annual HSIP Gold data release, which is now available for distribution.* You may request a copy of the HSIP Gold Data by submitting the following on-line data request form:'. Below this is a link for 'HSIP Gold Data Request Form'. A note follows: '*For more information on HSIP Gold, what it contains, and its format, please download the HSIP GOLD Production Status Brief, which was presented at the June 05 HIFLD session.' The date 'Date added: 10-04-2005' is shown at the bottom right of this section. The right column has a 'Next HIFLD Meeting' section. It lists: 'When: 7-8 February 2006 (Tues-Wed)', 'Where: USGS HQ Auditorium, Reston, VA', 'Focus Sectors: Financial Services / Food & Agriculture', 'Registration: Please [register here](#) if you plan to attend.', 'Logistics: [Interactive Map](#), [Map, Directions and Hotel](#)', and 'Security: Meeting will be at UNCLAS-FOUO level. There will be no need to pass clearances.' The date 'Date added: 10-20-2005' is shown at the bottom right of this section. Below the meeting information, there are links for 'Agenda (Word)', 'Attendee List (Excel)', and 'Briefings'.



Contact Information

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(703) 602-5725 (fax)

Antwane.Johnson@osd.mil



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Trusted to deliver excellence

Rolls-Royce Corporation, Indianapolis

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



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VSN-0467

Critical Infrastructure

Why is that important to Rolls-Royce?



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MAY 2007

For all the people who depend on our engines...

AE 2100



AE 3007



Citation X



SAAB 2000



ERJ-145



ERJ-135



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What comes to mind when you
hear the words
Rolls-Royce?



Rolls-Royce

QUALITY



Rolls-Royce

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So.....



Rolls-Royce

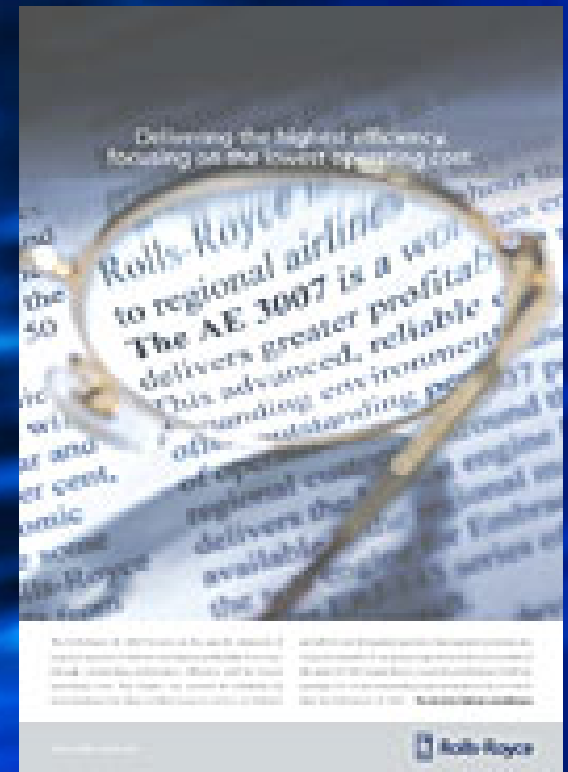
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What is Rolls-Royce looking for from suppliers?



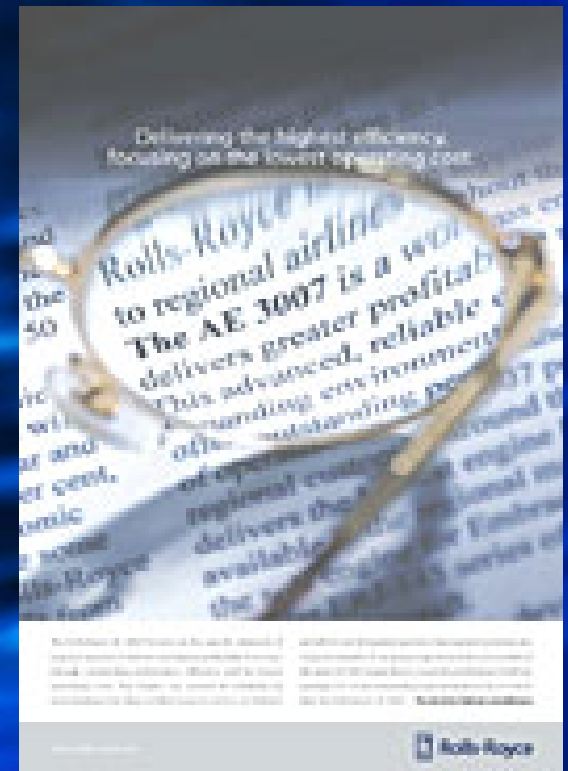
Rolls-Royce

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What is Rolls-Royce looking for from suppliers?

- QUALITY

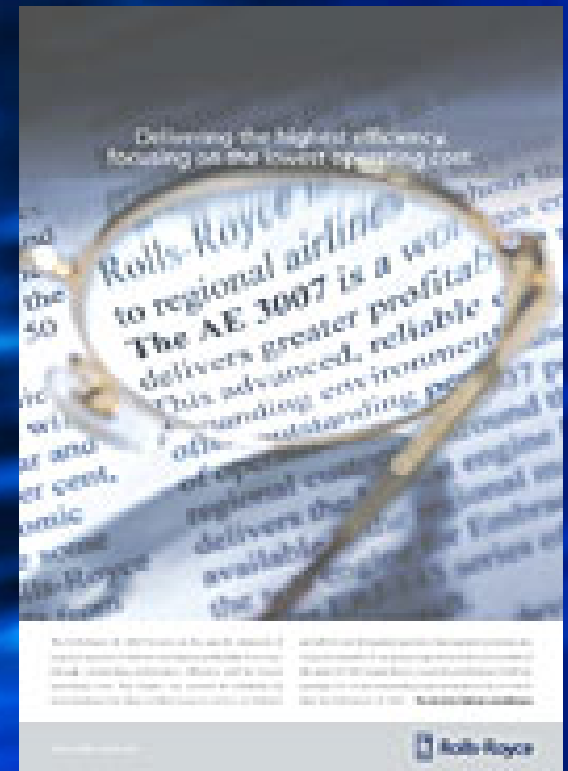


Rolls-Royce

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What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING



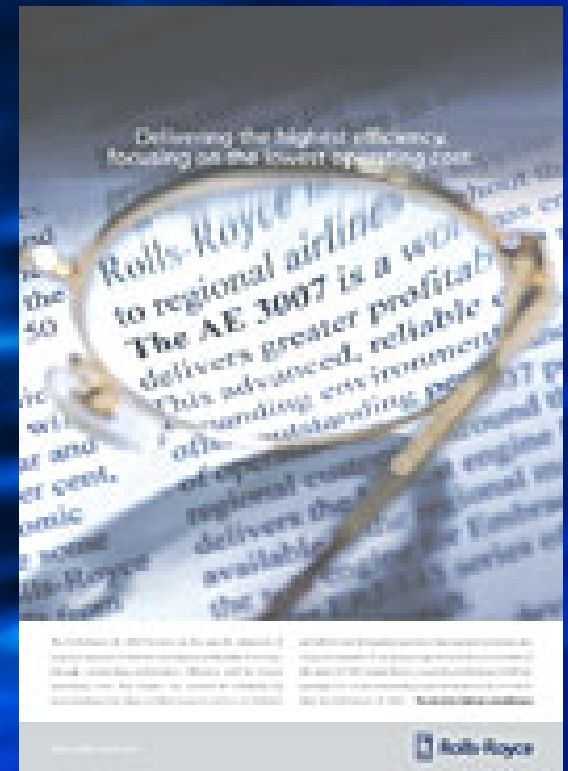
Rolls-Royce

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What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION



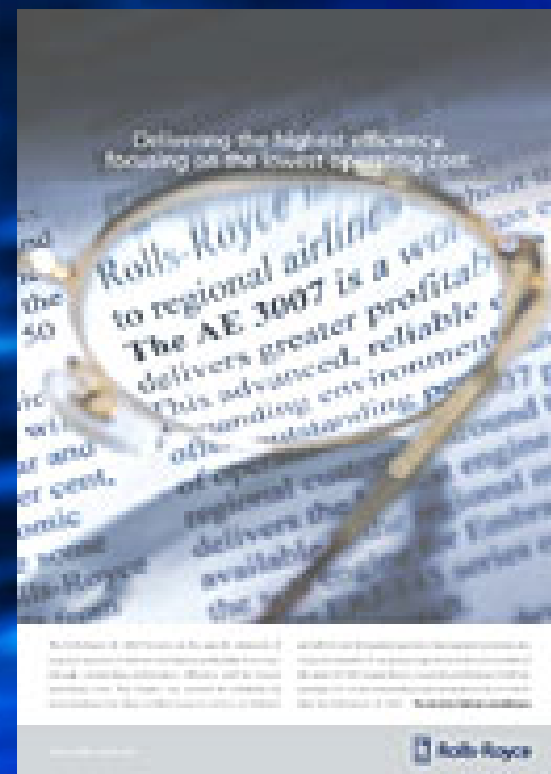
Rolls-Royce

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What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP



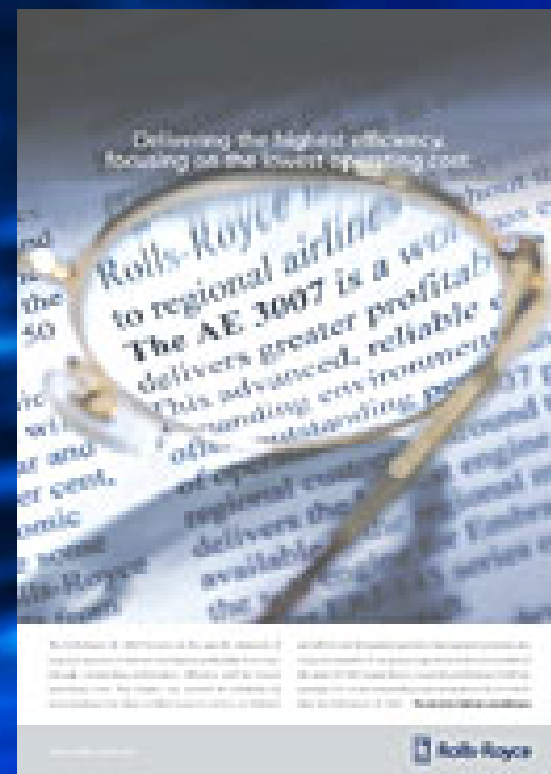
Rolls-Royce

MAY 2007



What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY



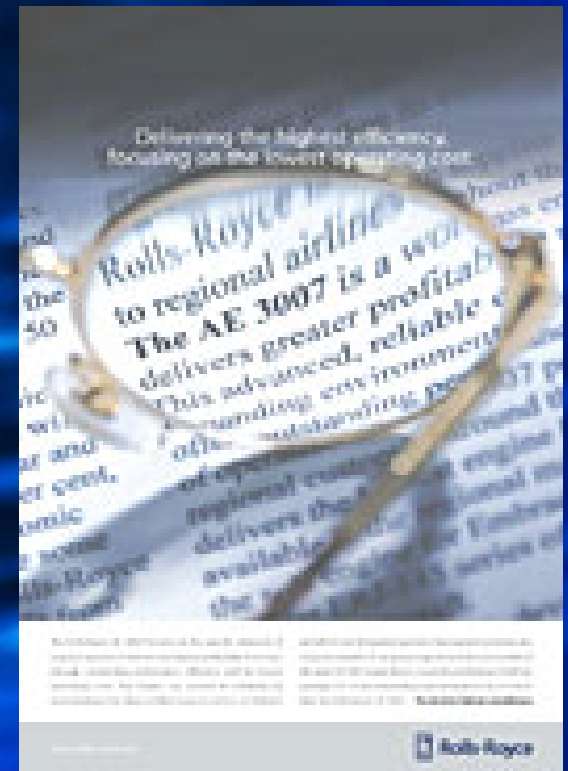
Rolls-Royce

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What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY
- ON TIME DELIVERY



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OUR PURCHASING DECISIONS
ARE DRIVEN BY



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OUR PURCHASING DECISIONS
ARE DRIVEN BY
QUALITY



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REMEMBER, THERE ARE TWO
PARTS TO THE SALE....

Customer
and
Supplier



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



Rolls-Royce

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

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



Rolls-Royce

MAY 2007

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)



Rolls-Royce

MAY 2007

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



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WHAT ABOUT THE SUPPLIER??



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- Understand *your* business strategy



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



Rolls-Royce

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- 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.



Rolls-Royce

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- 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.



Rolls-Royce

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- 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?



Rolls-Royce

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- 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?



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OTHER TIPS



Rolls-Royce

MAY 2007

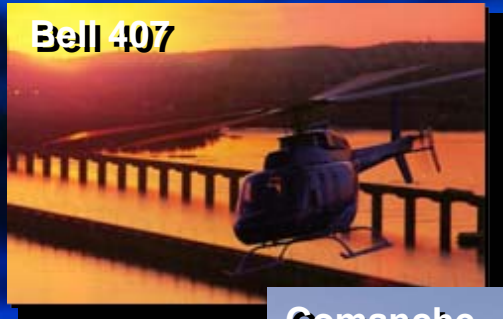
- Generally buyers want to talk to the representatives that can answer their technical questions. Business brokers generally can't.
- Do not sign up for anything that falls outside your scope of business.
- Don't be afraid to say NO!



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Civil and Military Helicopters



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VSM-0303.PPT

What next?



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For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.



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For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.
- Track Government awards to Rolls-Royce.



Rolls-Royce

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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.



Rolls-Royce

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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.



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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.



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Request the Buyer to provide the last RFQ document. This will provide insight as to what future requirements may entail.



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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.



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- 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



Rolls-Royce

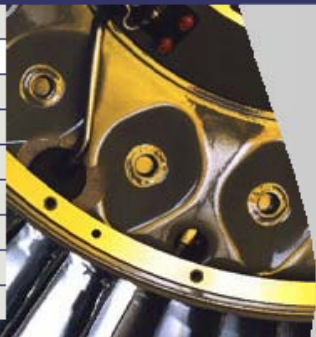
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[contact us](#) | [useful links](#)

Suppliermanager



- [Home](#)
- [About Suppliermanager](#)
- [Notices to suppliers \(NTS\)](#)
- [SABRe](#)
- [Standards and specifications](#)
- [Nadcap approval status](#)
- [Terms of business](#)
- [Supplier training](#)
- [FAQs](#)



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.

Suppliermanager online service

It is our mission to make Rolls-Royce the first choice for power systems, products and services, allied with being trusted to deliver excellence to our customers and investors. Key to this is the support of our suppliers.

The **Suppliermanager** website provides a one-stop-shop for all the Rolls-Royce information suppliers need to manage their operations effectively.

SABRe processes

SABRe (Supplier Advanced Business Relationship) is

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.

[Go to this section »](#)

Nadcap approval status

Nadcap is an industry-managed approach to

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.

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.

[Go to this section »](#)

Supplier training

Read and download training materials to accompany the SABRe

LINK magazine

Suppliers can read the latest supplier quarterly news updates from Rolls-Royce.

[Launch magazine »](#)

Write to us via the **Contact us** section if you would like to be added to the electronic mailing list for future editions of LINK magazine.

Creating a healthy workplace

Read about the new guide which aims to improve health, well-being and productivity amongst



Be Patient



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QUALITY TAKES TIME

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

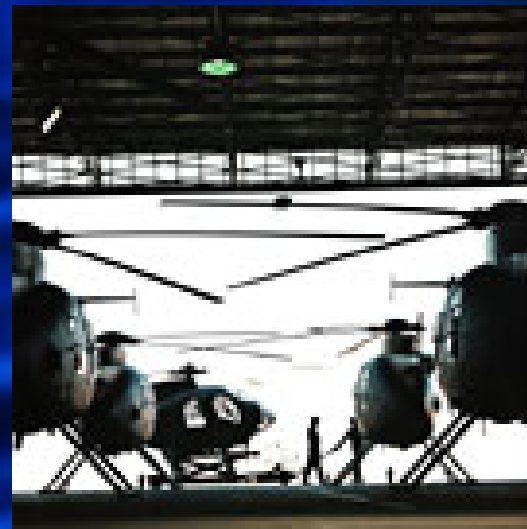
We are looking to develop long term relationships with them.

Think of it as a partnership.



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VSM-0303.PPT

Supplier Diversity Contact Information

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.



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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



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Infrastructure/Geophysical Division Overview

NDIA Conference

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



Homeland
Security

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):

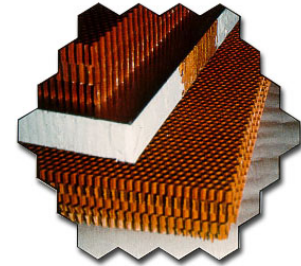
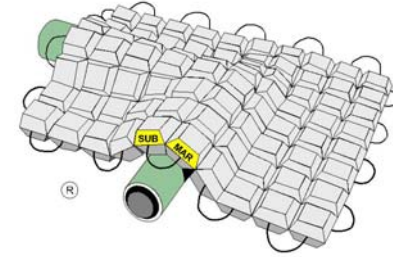
- Protective Technologies
 - Modeling, Simulation, and Analysis
 - Advanced Surveillance
 - Rapid Response and Recovery
-
- Southeast Region Research Initiative (SERRI)
-
- Incident Management Enterprise
 - Integrated Modeling, Mapping and Simulation for Incident Planning and Response
 - Personnel Monitoring and Tracking



Homeland
Security

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



Current Programs:

- Blast Analysis Tool for CI

Future Programs:

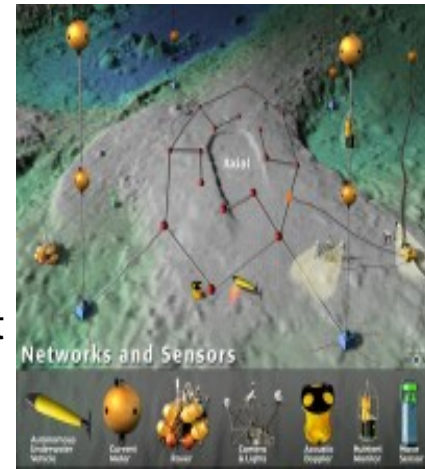
- Advanced materials and blast mitigating design tools
- Blast mitigating materials that can be retrofitted into existing CI (performer TBD)



**Homeland
Security**

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



Current Programs:

- Critical Infrastructure Protection Decision Support System

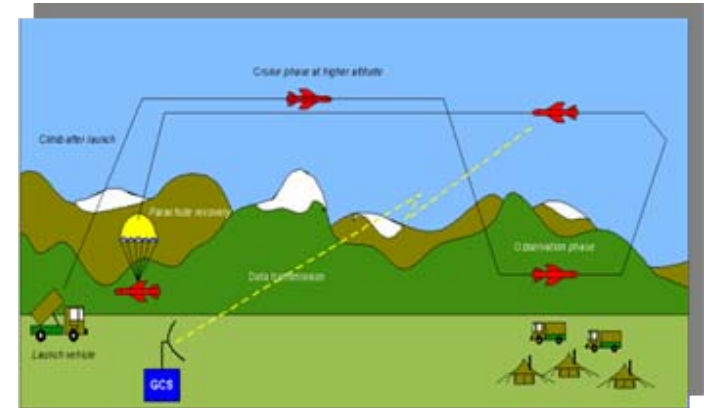
Future Programs:

- Real-time database updating capability, using sensor and software technologies (performer TBD)
- Real-time Decision Support System for Federal decision-makers



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



Current Programs:

- Examine other agencies' activities in advanced surveillance and detection

Future Programs:

- Testing and Evaluation of Advanced Surveillance and Detection technologies in IP environments



Homeland
Security

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



Current Programs:

- Rapid Levee Repair

Future Programs:

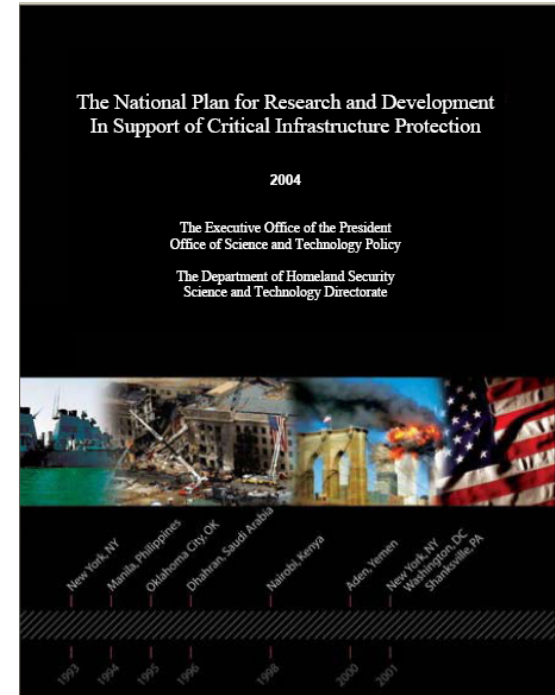
- Development of Tier 1 and 2 rapid response and recovery technologies



Homeland
Security

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



Current Programs:

- Currently getting the 2006 Update to the National CIP R&D Plan signed off by DHS and OSTP

Future Programs:

- Development of updated plans and roadmaps for CIP Research and Development (performer TBD)



Homeland
Security

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

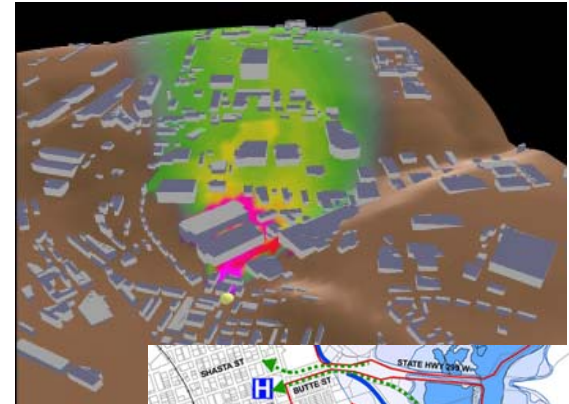


Research Partners

- 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



Current Program:

- Prototype 3D Locator Sensor for First Responders

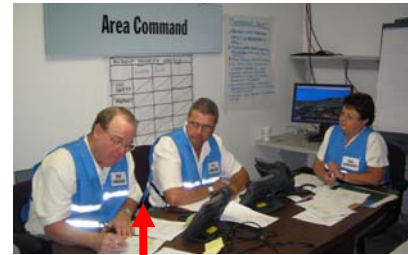
Future Program:

- Responder Locator System
- Physiological Monitoring System



EHC: Incident Management Enterprise

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



Current Program:

- Unified Incident Command and Decision Support (UICDS)
- Simulation Based Training and Decision Analysis [Training Exercise & Lessons Learned (TELL)]

Future Program:

- Advanced Incident Management Enterprise System



Homeland
Security

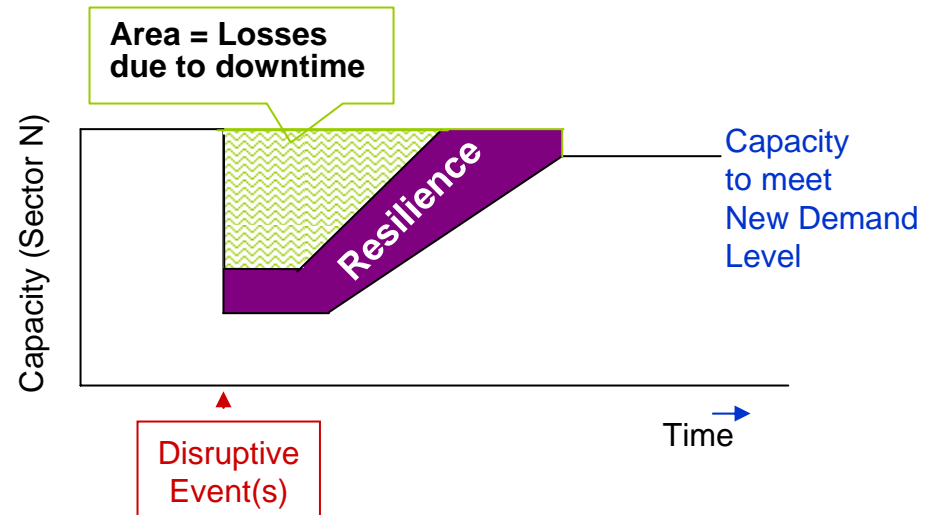
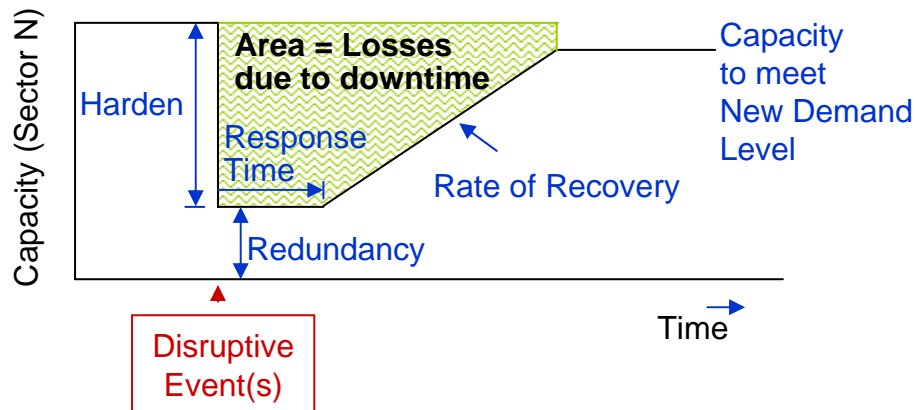
Critical Infrastructure Protection

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



What We Need From You:

Critical Infrastructure Protection

- Real-time data collection
- Advanced surveillance
- Hardening technologies
- Automatic response/repair
- Rapid reconstruction
- Strong economic and systems modeling
- Insights for private industry technical directions
- Critical infrastructure sector requirements

Incident Management

- Insight into internal R&D Programs
- Systems in difficult environments
- Plug&Play, interoperable, distributed modeling & simulation
- Intelligent, easy to use, secure workflow IM engines
- Innovative System integration framework/platform
- Integrated First Responder protection systems

Natural Hazards

- Hurricane Mitigation
- Storm surge defeat
- Long-term solutions, sustainable
- Early warning for all hazards
- Affordable protection
- Flood proofing – e.g. hospitals
- New directions from basic research
- Full spectrum of hazards





Homeland Security



SAIC's Small Business Program

May 16, 2007

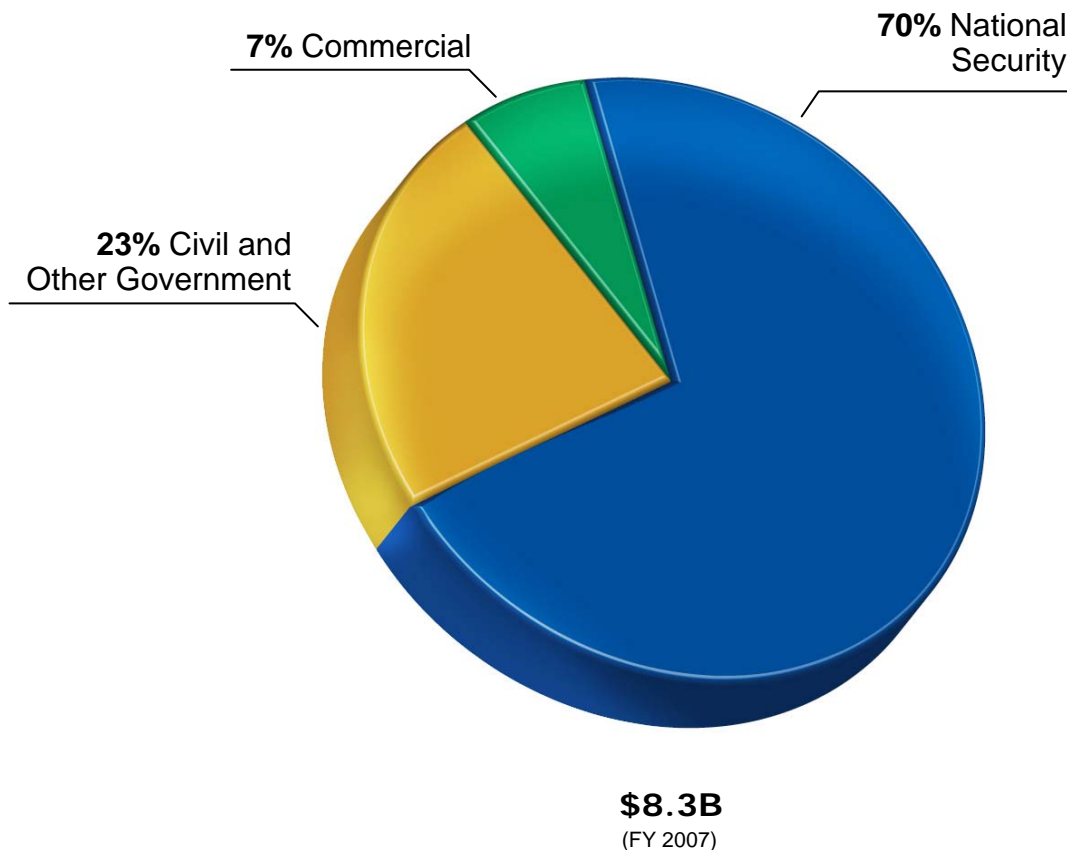


Company Organization



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





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

	GFY 2006	GFY 2005	GFY 2004	GFY 2003	GFY 2002
Small Business	\$1,232.5M	\$1,352.2M	\$960.7M	\$793M	\$490M
Small Disadvantaged Business	\$241.1M	\$231.5M	\$197.3M	\$152M	\$116M
Women-Owned Small Business	\$238.7M	\$236.5M	\$179.9M	\$130M	\$77M
HUBZone Small Business	\$56.8M	\$39.5M	\$24.1M	\$16.7M	\$6M
Veteran-Owned Small Business	\$140.7M	\$115.6M	\$103.5M	\$42M	\$22.8M
Service Disabled Veteran-Owned Small Business	\$51.4M	\$36.0M	\$49.5M	\$3.64M	\$5M
Historically Black Colleges/Universities	\$3.1M	\$2.7M	\$427K	\$332K	\$195K

“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

- 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

Customer Success Is Our Mission

4th Annual NDIA National Small Business Conference

16 May 2007

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Customer Success Is Our Mission is a trademark of Raytheon Company.

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

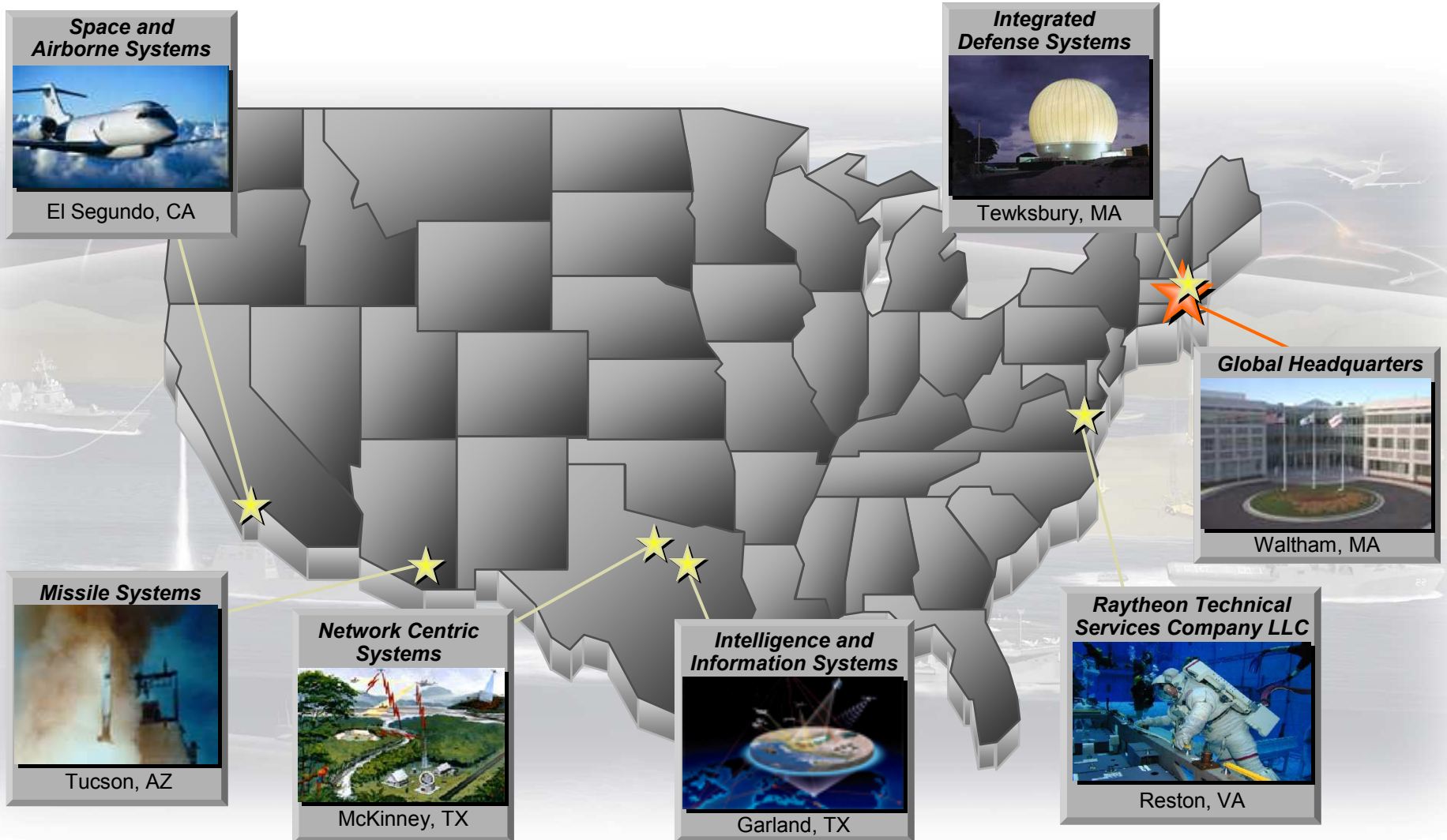
Markets Align with Customer Priorities

Raytheon
Integrated Defense Systems



- 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



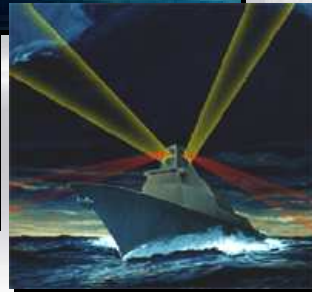
International



National and Theater Security Programs



Naval



Homeland Defense

Industry-Leading Mission Systems Integrator

IDS Partnering ...

42% Small Businesses



600
Suppliers

DDG 1000 – \$2.7B



66
Suppliers

ASP – [\$100M - 500M]



168
Suppliers

Missile Defense System – \$4.4B



100
Suppliers

SLAMRAAM – \$152M

428
Suppliers



JLENS & RAID – \$1.4B



361
Suppliers

Cobra Judy Replacement – \$1B

Connected performance and solutions

Small Business Partnering as a Component to IDS Growth ...

Raytheon
Integrated Defense Systems



16 Active Engagements



**5 Active/
2 Planned**

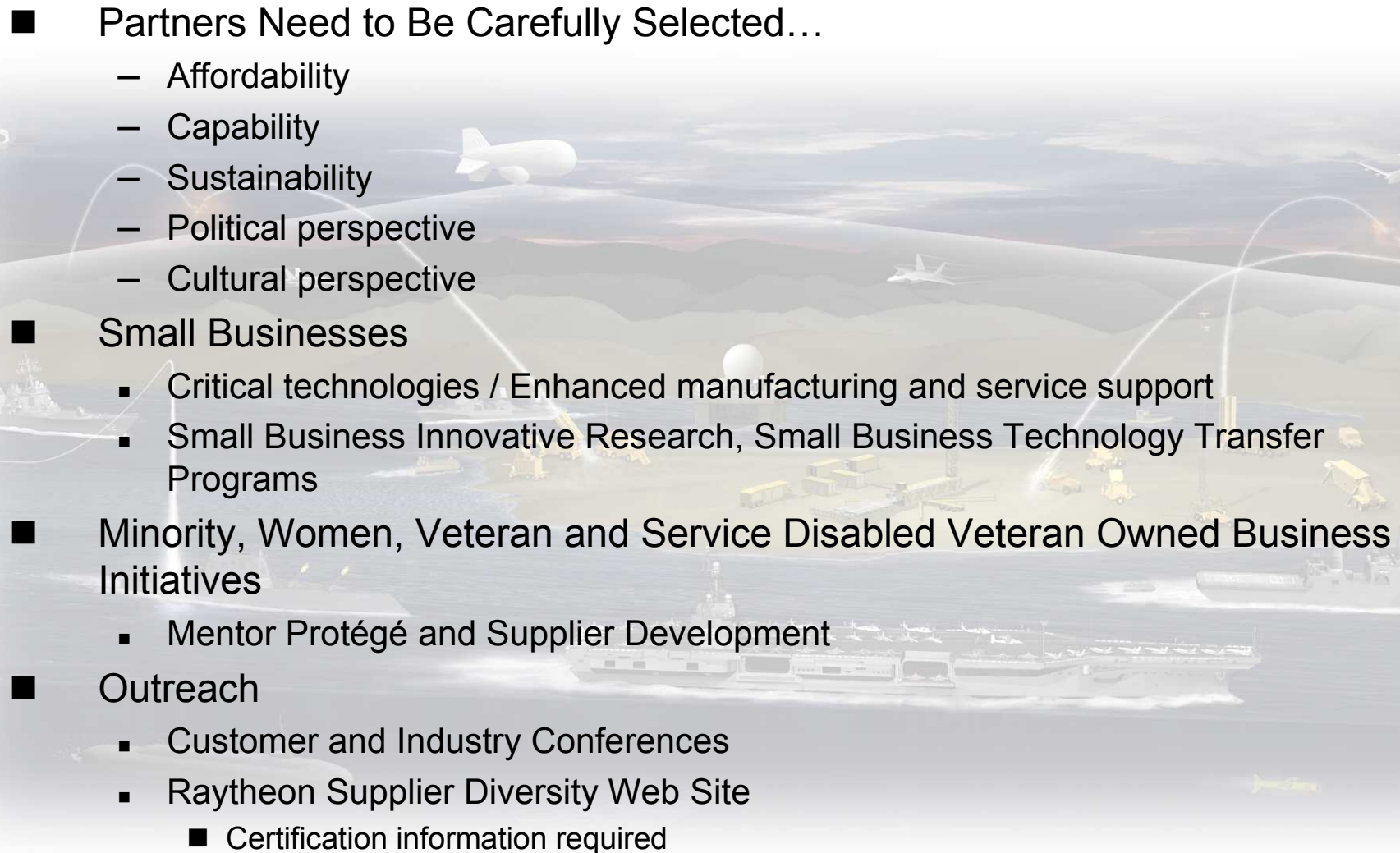


OA Small Business Team

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

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

Contacting Supplier Diversity Advocates

Raytheon
Integrated Defense Systems

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

Raytheon

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/H109 San Diego, CA 92123-1502

Phn: 858/522-2477 Fax: 858/522-2580

kadarouie@raytheon.com

Ferlandos Davis

350 Lowell Street, Andover, MA 01810

Phn: 978/470-9289 Fax: 978/470-7354

ferlandos_davis@raytheon.com

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

Intelligence and Information Systems - (IIS)

Barbara Osborn - (Business Unit Leader)

P.O. Box 660023 M/S FK66100, Dallas, TX 75266-0023

Phn: 972/205-7202 Fax: 972/205-7761

barbara_H_Osborn@raytheon.com

Warren A. Elbeck

16800 E. Centretch 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: 703/876-1983 Fax: 703/940-0679

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 FK66100, Dallas, TX 75266-0023

Phn: 972/205-7199 Fax: 972/205-7761

Raytheon Online Supplier Registration/Search System

Raytheon
Integrated Defense Systems

The image shows two overlapping browser windows. The left window displays the Raytheon Company website's 'Supplier Diversity' page, featuring a navigation menu, a sidebar with links like 'Customer Connections' and 'Supplier Connections', and a main content area with a photograph of a woman and the text 'We are building a...'. A large blue arrow points from this page to the right window. The right window shows the 'Supplier Registration' form, which includes sections for 'Using a Registration Key', 'Business ID Number' (with fields for Country, Federal Tax ID Number, and DUN & Bradstreet Number), and a 'VeriSign Secured' logo. A large grey diagonal banner is overlaid on the registration form with the text: 'The On-line Supplier Registration tool will aid in matching suppliers to opportunity.'

Raytheon Contact Us | Connect With Us

About Us | Diversity | Businesses | Products & Services | Strategic Business Areas

Home > Connect With Us > Supplier Connections > Raytheon Supplier Diversity

Customer Connections
Employee Connections
Raytheon Company Store
Supplier Connections
IDIQ Contract Vehicles
ECE iCenter

"We are building a..."

The goal of Raytheon Supplier Diversity is to provide an environment that fosters the inclusion of businesses owned and controlled by minorities, small businesses (including small businesses owned by minorities, women, service disabled veterans, and businesses located in HUB Zones). Raytheon also provides an inclusive environment for historically disadvantaged colleges, universities, and minority institutions to participate in the procurement of technical, engineering, and research services.

Join Our Team... One Vision

- [Potential Supplier Registration](#)
- [Related Links](#)
- [Supplier Diversity E-Learning Portal](#)

Top of the Page

Supplier Registration

Using a Registration Key

You may register using a registration key if you have been previously registered. If you have a registration key, please enter it in the space provided and continue on to the next section of this registration page and complete the registration information.

Registration Key:

Business ID Number

Please enter your 9-digit Taxpayer Identification Number (Also known as your Employer Identification Number.) If you are a sole proprietorship and you have not established a separate Taxpayer Identification Number, you may utilize your 9-digit social security number.

Country:

* **Federal Tax ID Number:** -

DUN & Bradstreet Number

If you know your 9-digit "DUNS" number, please enter it in the space provided. If you do not have a "DUNS" number, [click here](#) to find out more about obtaining one from Dun & Bradstreet.

* **DUNS:** - -

VeriSign Secured

NATIONAL SMALL BUSINESS CONFERENCE

“Critical Infrastructure Opportunities”

Prime Contractors Panel

Wednesday, May 16, 2007

***Moderated by
Ron Perlman***

Buchanan Ingersoll & Rooney PC
Attorneys & Government Relations Professionals

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

United States Department of Veterans Affairs



4th Annual NDIA
National Small Business Conference
Houston, TX
May 17, 2007





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

Category	Secretary's Goal	VA-wide Accomplishments
Small Business	25%	29.45%
Small Disadvantaged Business	4%	4.93%
Section 8(a)	5%	3.92%
Women-Owned Small Business	5%	5.00%
Veteran-Owned Small Business	7%	6.49%
Service-Disabled Veteran-Owned Small Business	3%	3.39%
HUBZone Small Business	3.05%	3.28%



VA Office of Small &
Disadvantaged
Business Utilization

1-800-949-8387

202-461-4300

osdbu@va.gov

www.va.gov/osdbu

VA Center for Veterans
Enterprise

1-866-584-2344

202-303-3296

www.vetbiz.gov

vacve@va.gov



**ONSITE
CONFERENCE
BROCHURE**

**4th Annual
National Small Business Conference
"Critical Infrastructure Opportunities"**

May 15-17, 2007

*Hyatt Regency
Houston*

Houston, TX

Event #7140

Raytheon

NDIA
NATIONAL DEFENSE INDUSTRIAL ASSOCIATION
STRENGTH THROUGH INDUSTRY & TECHNOLOGY



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

Ms. Jaye Lampert, Rolls-Royce Corporation, Small Business Liason 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, Manger, 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

Conference Promotional Partners



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

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.

4th Annual
National Small Business Conference
"Critical Infrastructure Opportunities"



Thank You to ...

Raytheon

Buchanan Ingersoll & Rooney PC
Attorneys & Government Relations Professionals

KBR

SAIC[®]
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



Homeland
Security



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



**Homeland
Security**

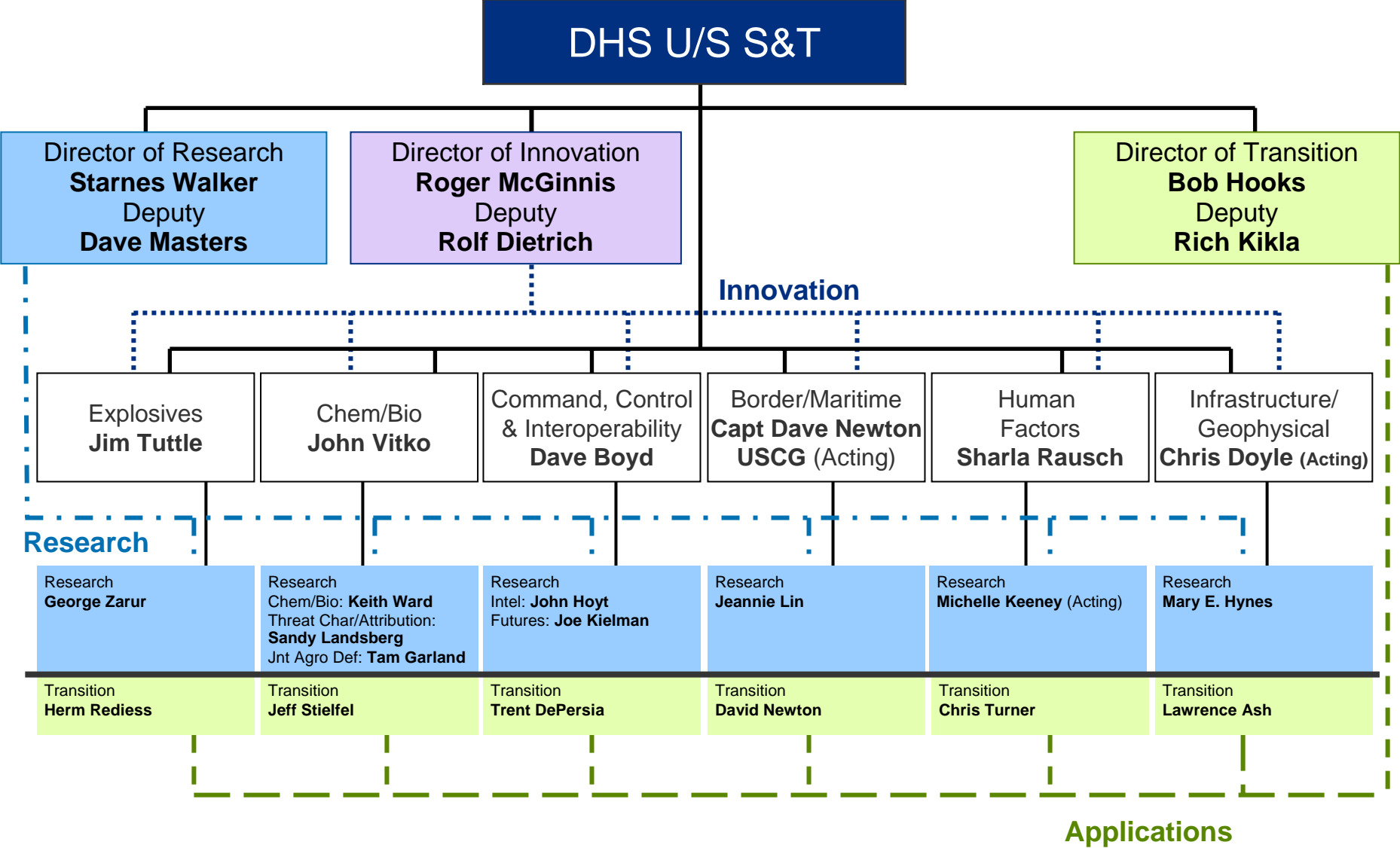
DHS S&T Investment Portfolio

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

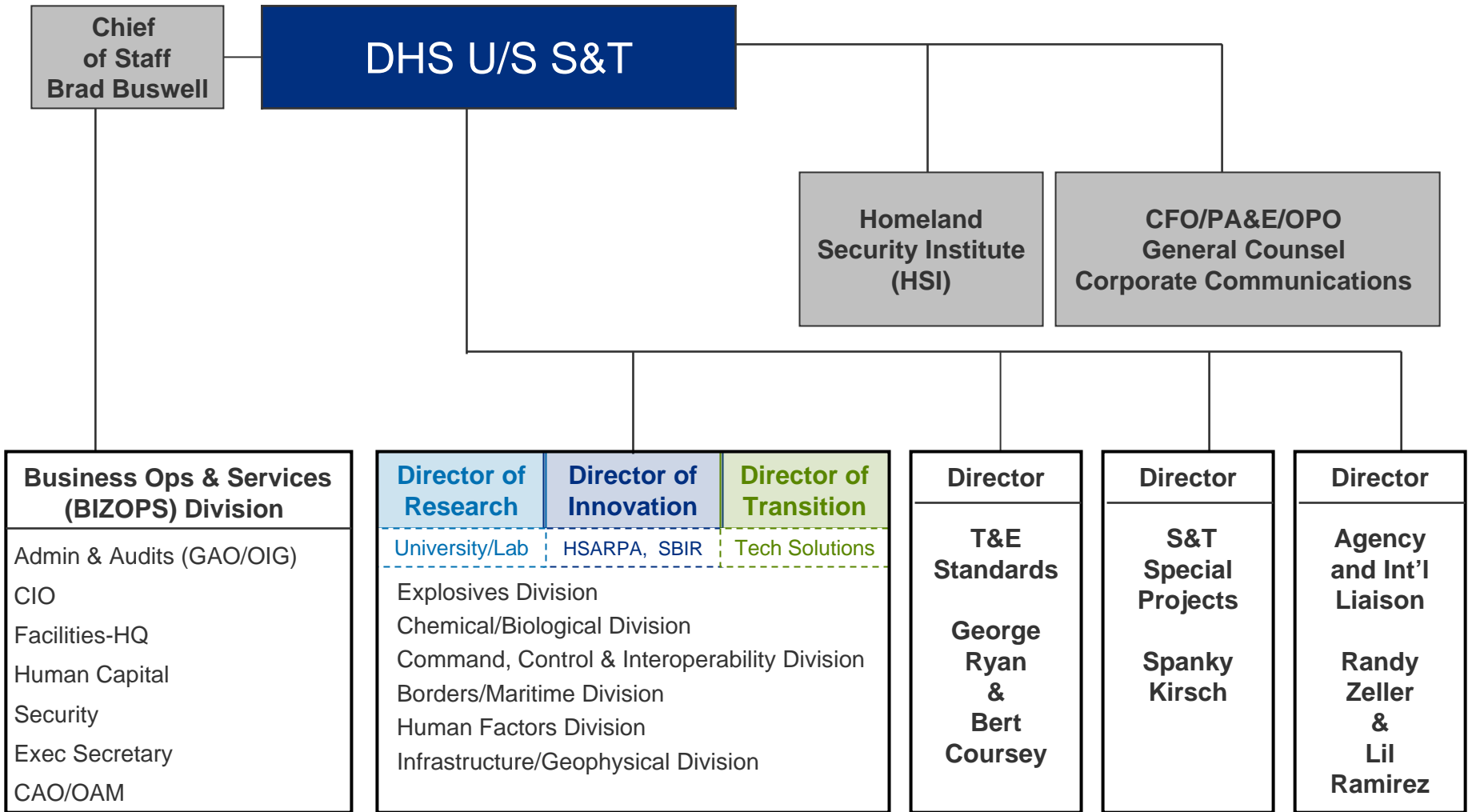
<p>Product Transition (0-3 yrs)</p> <ul style="list-style-type: none">▪ Focused on delivering near-term products/enhancements to acquisition▪ Customer IPT controlled▪ Cost, schedule, capability metrics	<p>Innovative Capabilities (1-5 yrs)</p> <ul style="list-style-type: none">▪ High-risk/High payoff▪ “Game changer/Leap ahead”▪ Prototype, Test and Deploy▪ HSARPA
<p>Basic Research (>8 yrs)</p> <ul style="list-style-type: none">▪ Enables future paradigm changes▪ University fundamental research▪ Gov’t lab discovery and invention	<p>Other (0-8+ yrs)</p> <ul style="list-style-type: none">▪ Test & Evaluation and Standards▪ Laboratory Operations & Construction▪ Required by Administration (HSPDs)▪ Congressional direction/law

Customer Focused, Output Oriented

S&T Organization



DHS S&T Directorate

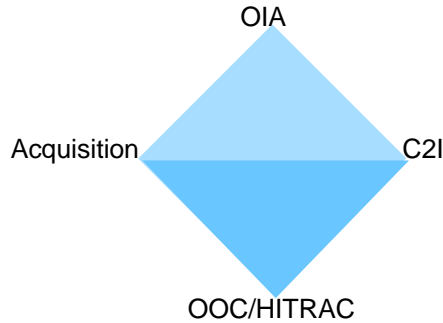


Homeland Security

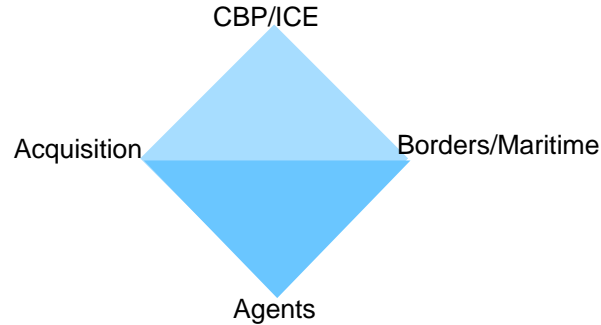
DHS Requirements/Capability Capstone IPTs

DHS S&T Product – “Enabling Homeland Capabilities”

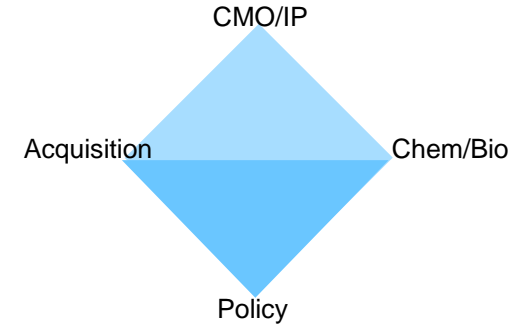
Information Sharing/Mgmt



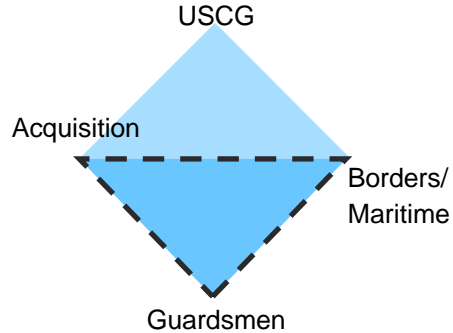
Border Security



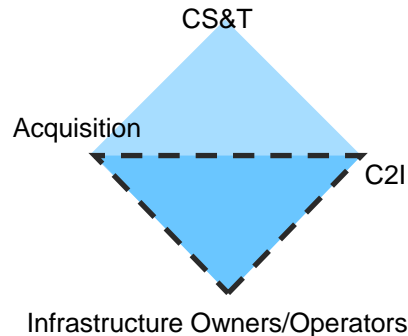
Chem/Bio Defense



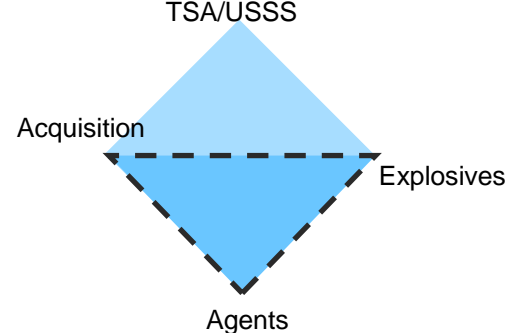
Maritime Security



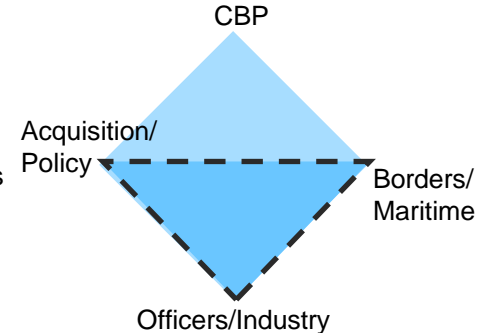
Cyber Security



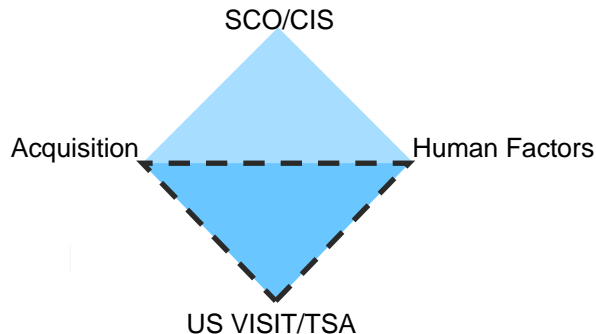
Explosive Prevention



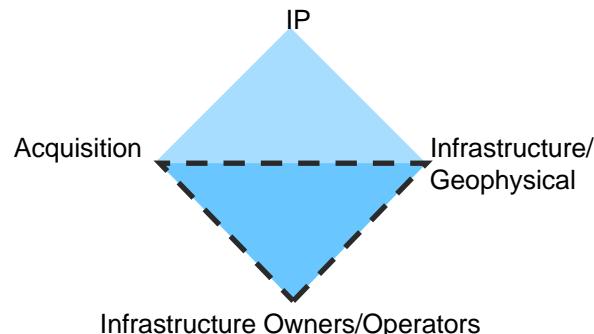
Cargo Security



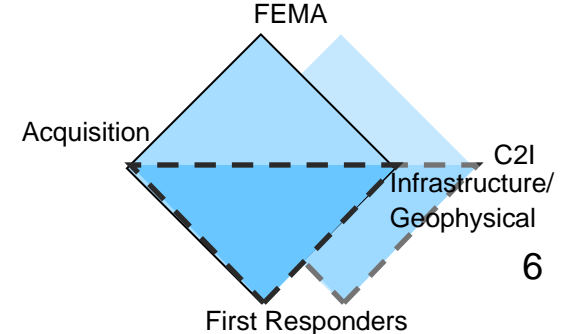
People Screening



Infrastructure Protection



Incident Management



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



High Priority Technology Needs

May 2007



Homeland
Security

Science and Technology

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

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.”

**EVERY
TRULY
GREAT
ACCOMPLISHMENT
IS AT FIRST
IMPOSSIBLE!**

(FORTUNE COOKIE)



Homeland
Security

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)

Explosives	Chem/Bio	Command, Control & Interoperability	Borders/ Maritime	Human Factors	Infrastructure/ Geophysical
<p>Project Chloe- High altitude aerial platform existing above civil aviation Counter-MANPADS</p> <p>SENSIT – System to identify numerous liquids in baggage</p> <p>IED Defeat / APE VBIED Defeat – Detection/prevention and mitigation technologies to counter IEDs</p>		<p>SCOPE (Scalable Common Operational Picture Experiment) – Leverages Global Observer JCTD</p>	<p>Scalable Composite Vessel Prototype (SCVP) – Lightweight, composite material with high speed hull</p> <p>SAFECON – 90 second container screening device</p>	<p>FAST M2 (Future Attribute Screening Technology Mobile Module) – Relocatable Lab capable of testing for behavioral/ physiological cues of “hostile intent”</p> <p>Double or triple wide trailer tested at various sites around the country</p>	<p>Resilient Electric Grid – System that will prevent cascading effects of power surge on electrical grids</p> <p>Levee Strengthening and Rapid Repair - rapidly stop a breach in a levee</p> <p>Storm Surge and Hurricane Mitigation</p>

High Impact Technology Solutions (HITS)

	<p>Real Time Bio Detection and Identify</p> <p>Cell-All - Ubiquitous Chem/Bio/agent detector</p>	<p>First Net - First Responder Reliable Relay Link</p> <p>Phone Home – Inter-operative and inexpensive hand-held radios</p>	<p>Tunnel Detect – Ability to detect, identify, and confirm illegal and clandestine underground border structures and activities</p>	<p>Document Validator –High proficiency scanner that can identify fraudulent docs</p> <p>Leverage USSS system</p> <p>Biometric Detector – High proficiency small biometric scanner</p>	<p>Wide Area Surveillance/ Change Detection for Critical Infrastructure</p> <p>Resilient Tunnel– Tunnel Protection/Blast Mitigation</p>
--	--	---	---	--	---

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

65K Feet

Border & Critical Infrastructure Surveillance

Engagement Time:
3-10 Seconds

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



MANPADS

Operational Characteristics

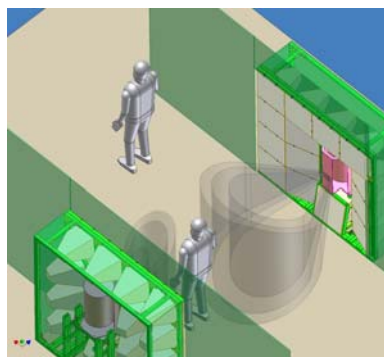
- Real-time sensor fusion/dissemination
- Multi-user / border surveillance requirements
- Commercial Aircraft MANPADS protection
- Automatic target detection/recognition
- Persistence (24/7, all-weather coverage)



**Homeland
Security**

High Impact Technology Solutions

Technologies for Suicide Bomber Defeat & Blast Mitigation



Suicide Bomber & Device Detection



Explosive Device Deactivation



Blast Mitigation



Reactive & Shaping Walls



Homeland Security

High Impact Technology Solutions

Critical Infrastructure Change Detection

Explore Methods to Monitor Critical Infrastructure



Large and Remote Locations

Densely Populated Urban Environments



U.S. DEPARTMENT OF
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
Security**

Homeland Innovative Prototypical Solutions Levee Strengthening and Rapid Repair



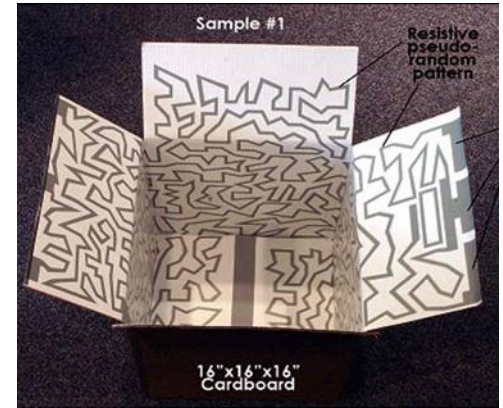
[Click to Play Video](#)



Homeland
Security

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



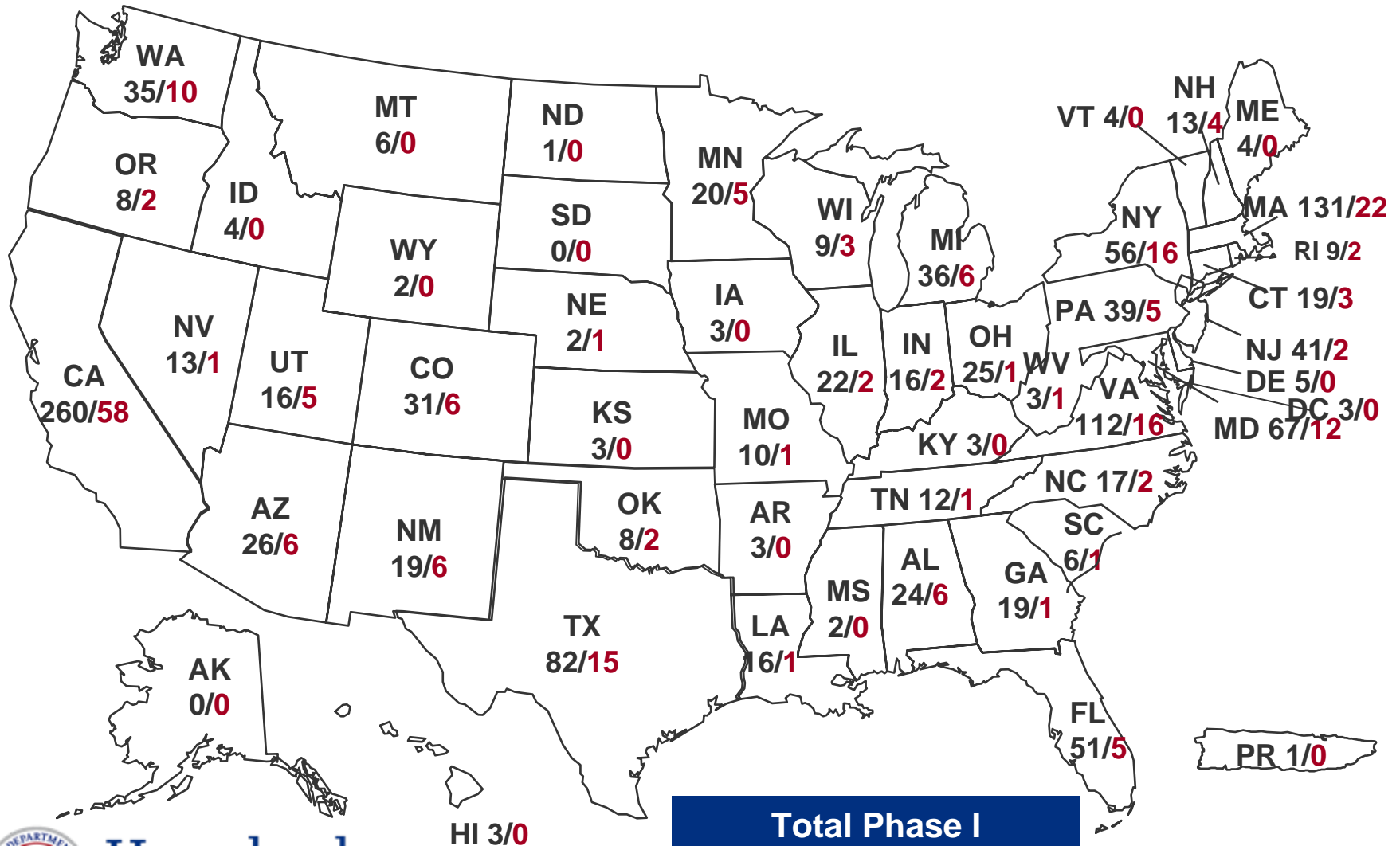
Visit www.dhssbir.com (soon to be .gov)



**Homeland
Security**

DHS SBIR/STTR Phase I

No. of Submissions vs. Awards per State (Nov. 04- Jan. 06)



Homeland Security

Total Phase I
Submissions/Awards
1,320/232



<http://www.sbir.dhs.gov>

Other Funding Opportunities

Collaboration Opportunities

Topic Recommendations

SBIR Home

What's New

Solicitation Deadlines

SBIR Solicitations

Awards

Proposal/Award Administration

Proposal Review

Reviewer Opportunities

Collaboration Opportunities

SBIR Contact Information

FAQ

Links/Forms

Topic Recommendations

Presentations

Privacy Policy

Homeland Security Advanced Research Projects Agency

[Homeland Security](#) | [Science & Technology](#) | [HSARPA BAA](#) | [OSDBU](#) | [SBA](#) | [Contact Us](#) | [Privacy Policy](#) | [Join HSARPA Mailing List](#)

[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.



Homeland Security

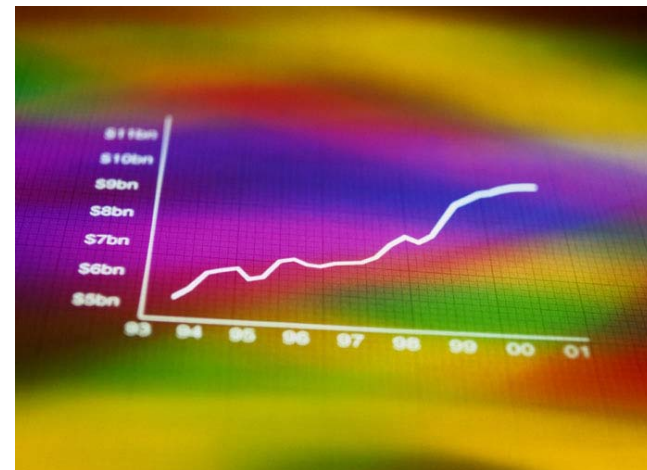
DHS SBIR 7.1 S&T Topics

- 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 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



**Homeland
Security**

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

Event #7680

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



**Homeland
Security**



Homeland Security

FROM SCIENCE...SECURITY

Explosives



Chemical/Biological



Command, Control, & Interoperability



Borders/Maritime



Human Factors



Infrastructure/Geophysical



FROM TECHNOLOGY...TRUST

Back-Up slides

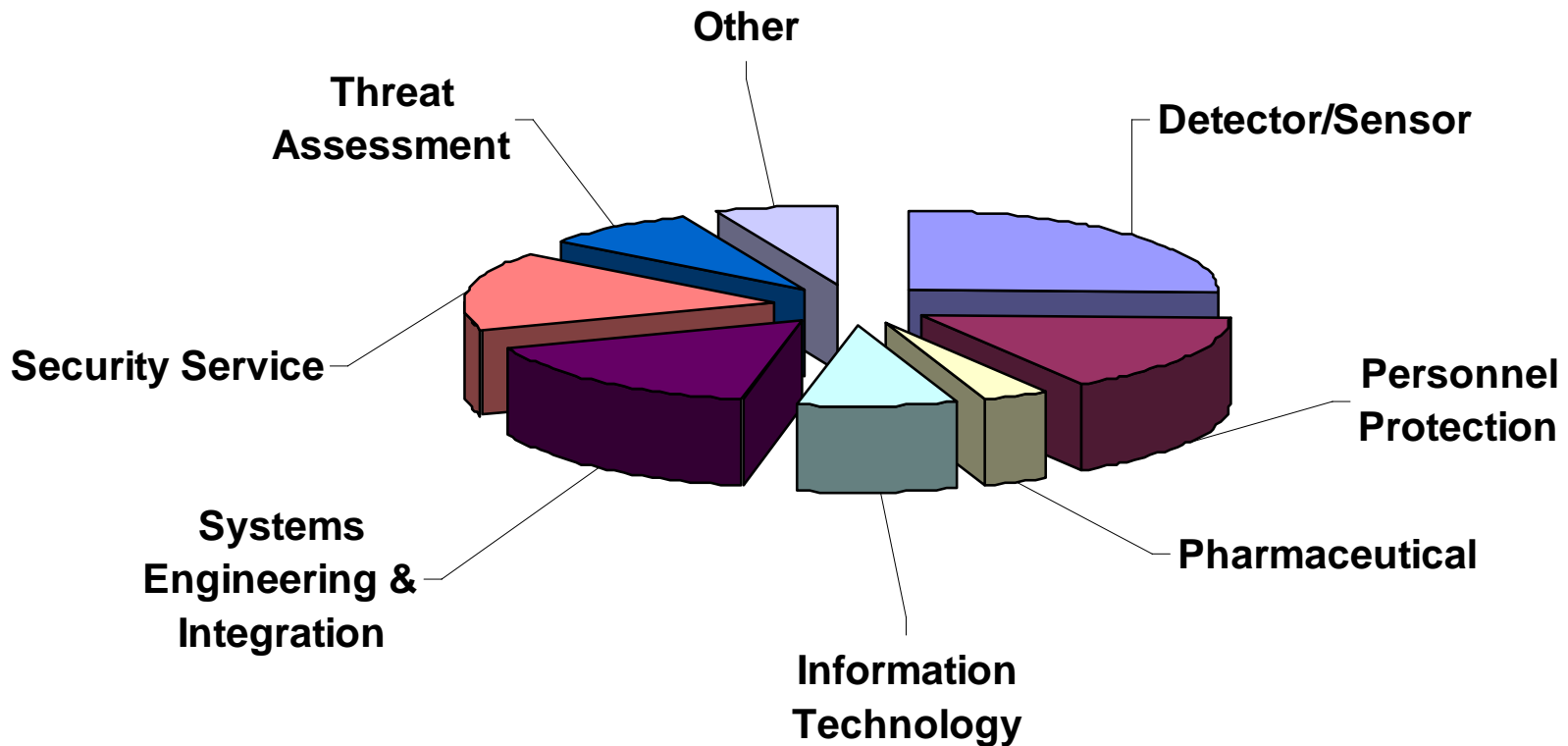


Homeland
Security

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

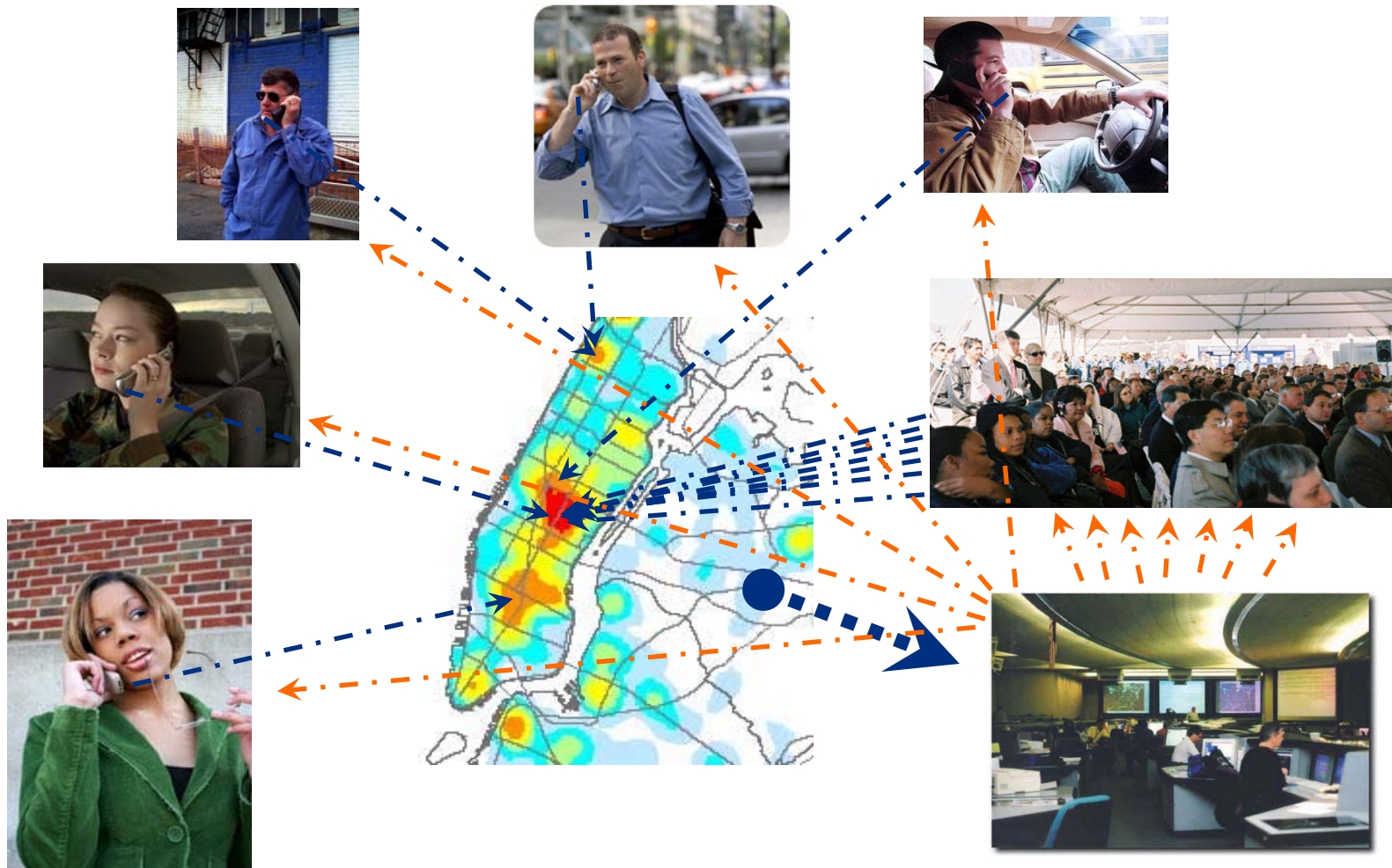


The Final Rule

- *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

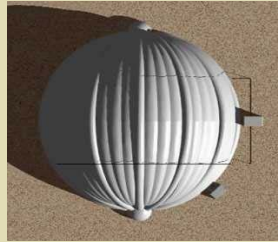
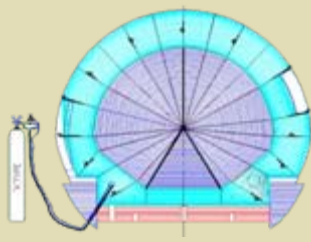
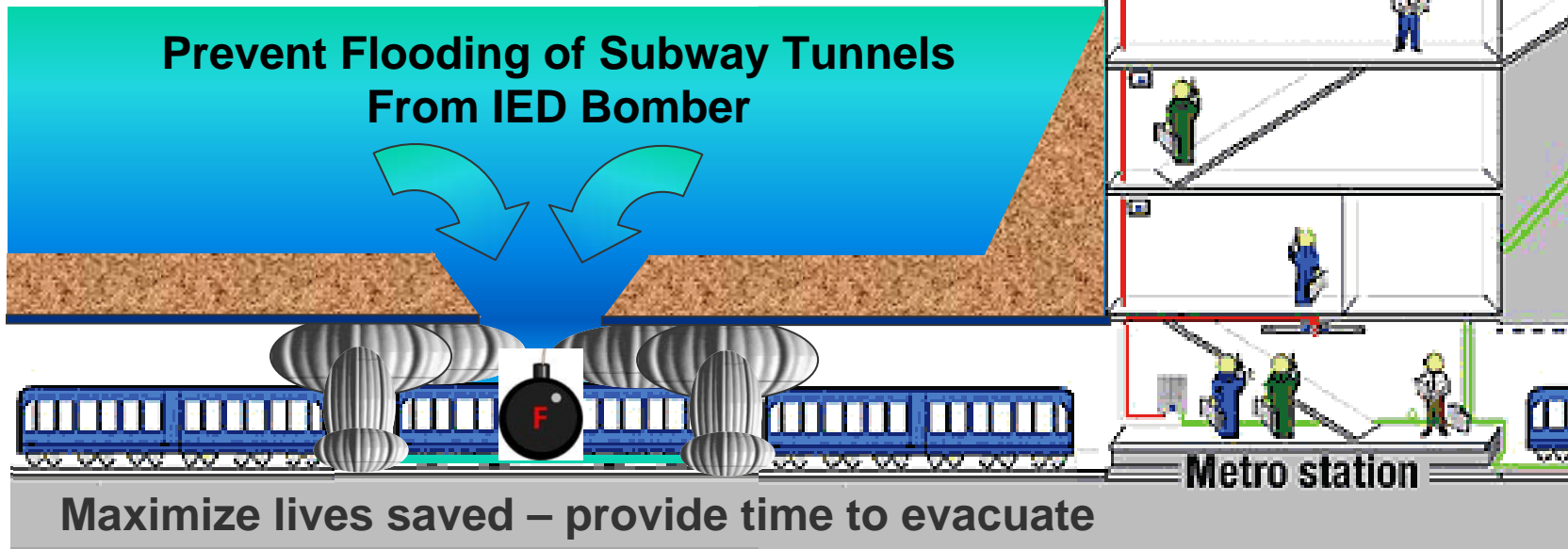
Cell-All Ubiquitous Chem/Bio Detect



Homeland
Security

High Impact Technology Solutions

Resilient Tunnel



Recent advances in inflatable structure technology:

- Stronger Materials
- Rapid Inflation
- Lower Cost than Flood Gates
- Sustainable



**Homeland
Security**

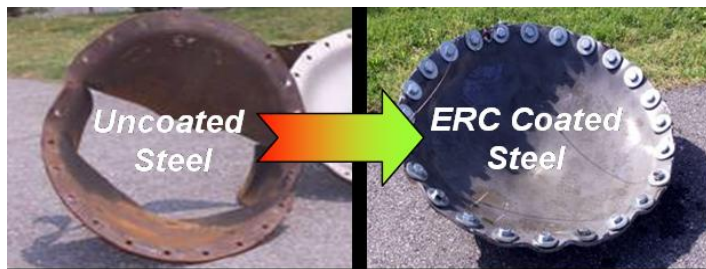
High Innovative Prototype Solutions

Improvised Explosive Devices Defeat



Masonry Walls

Explosive Resistant Coating



- 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



Homeland Security

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**

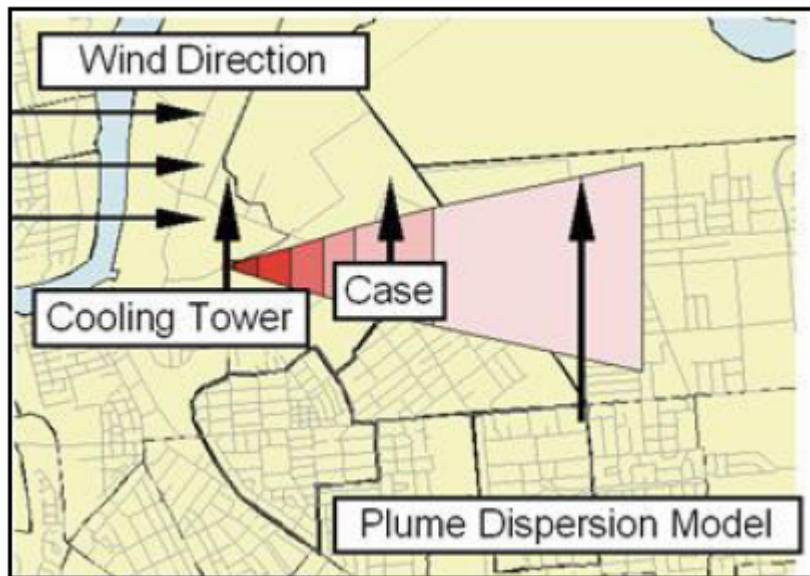
- FY 2008.....~\$21M
 - S&T SBIR.....~13.5M
 - DNDO.....~7.5M



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.



Detection via cell culture

VS



Doing Business with DHS S&T *cont'd*

Additional Open BAAs

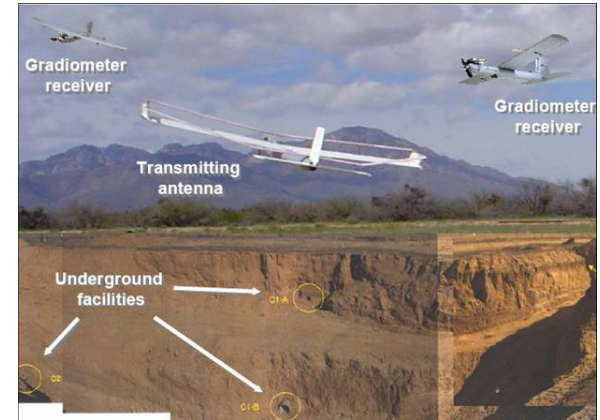
- Tunnel Detection Technologies – allows rapid detection of tunnels
- SAFE Container (SAFECON) – detect and identify WMD, explosives and contraband cargo and to detect humans in shipping containers
- Future Attribute Screening Technology (FAST) Demonstration Laboratory – rapid screening of people and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

Visit www.FedBizOpps.gov and www.hsarpabaa.com

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

- 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

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and www.hsarpabaa.com*



**Homeland
Security**

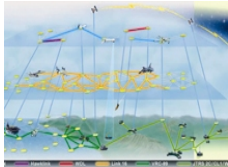
BAE Systems Customer Solutions Operating Group

**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

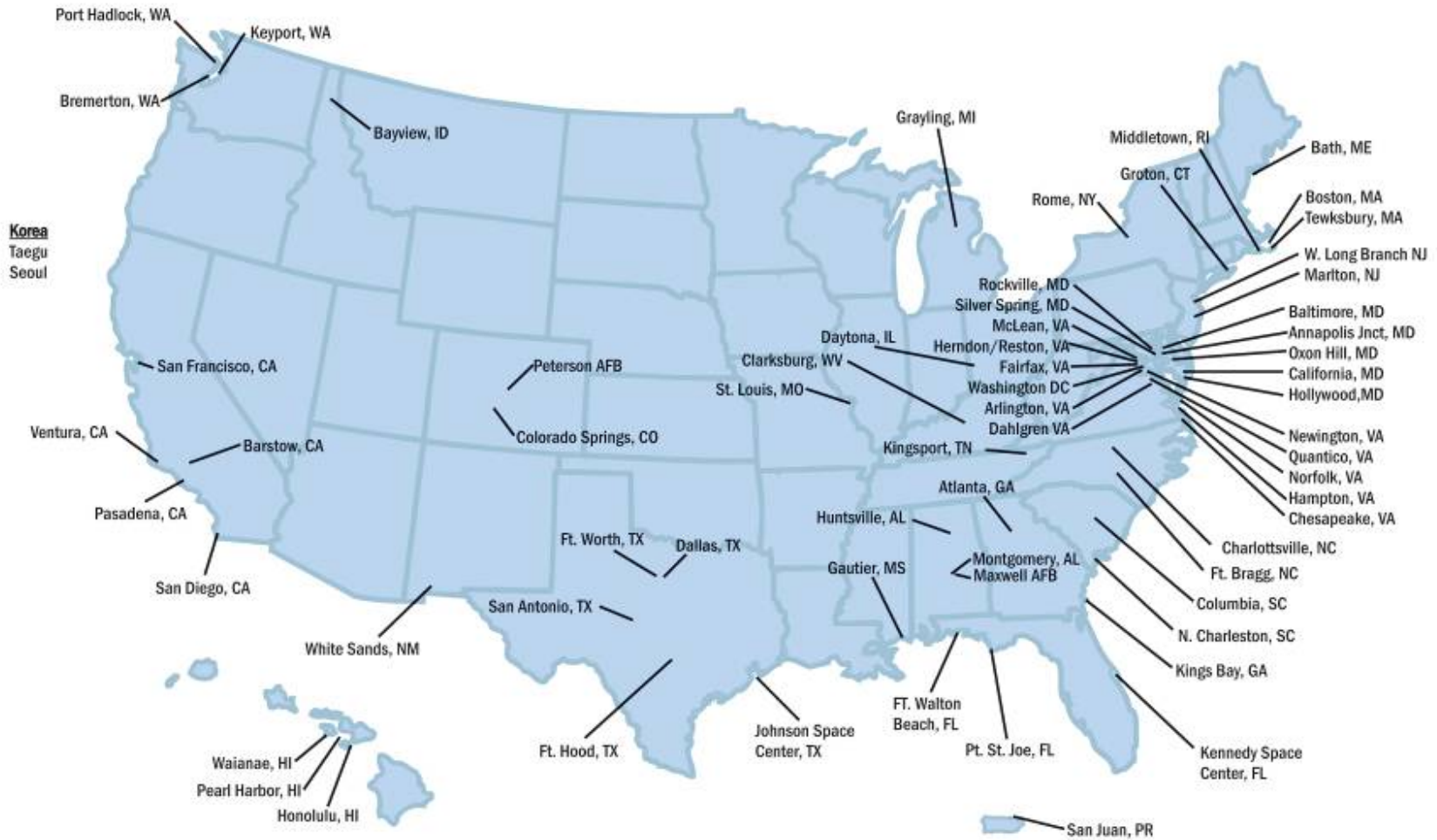
America's leading non-nuclear ship repair, modernization and conversion company

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

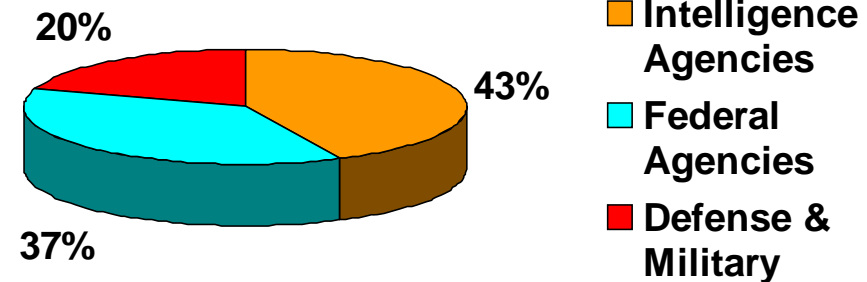
Headquartered in
McLean, Virginia USA

- 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



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.

Department of Homeland Security - DHS

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

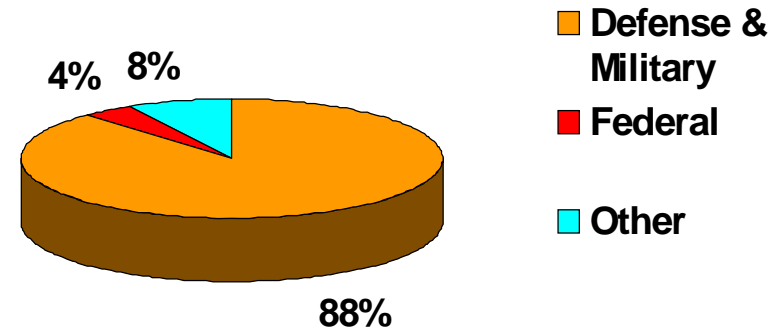
Headquartered in
Rockville, Maryland USA

- 7,000 Employees
- 40 Major Locations

Capabilities

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

Business Make-up



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



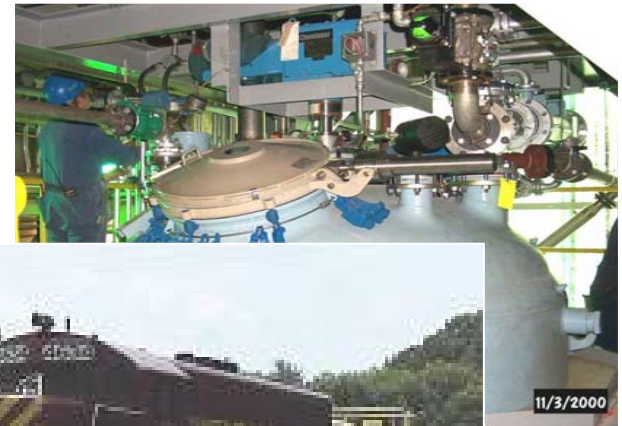
TSS Major Customers/Programs

- 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 Ordnance 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

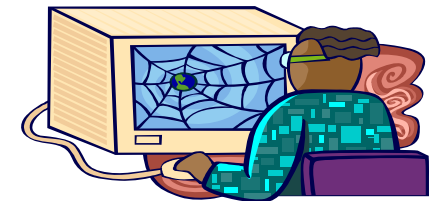
- BAE Systems Maritime Engineering and Services:
 - paint,
 - solvent,
 - brushes,
 - rollers,
 - tyvek suits,
 - tape,
 - printing,
 - calibration of test equipment,
 - TMA containments,
 - shop clothing
 - rigging
 - crane Parts
 - lumber
 - power & transmission items such as bearings

BAE Customer Solutions Small Business Webpage

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.



<http://www.baesystems.com/Businesses/CustomerSolutions/SmallBusiness/>

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 vs. Homeland Defense

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*)





DCIP Program-Wide Mission-Vision-Goals

Mission:

Enhance Risk Management Decisions At All Levels To Ensure That Defense Critical Infrastructure Is Available When Required

Vision:

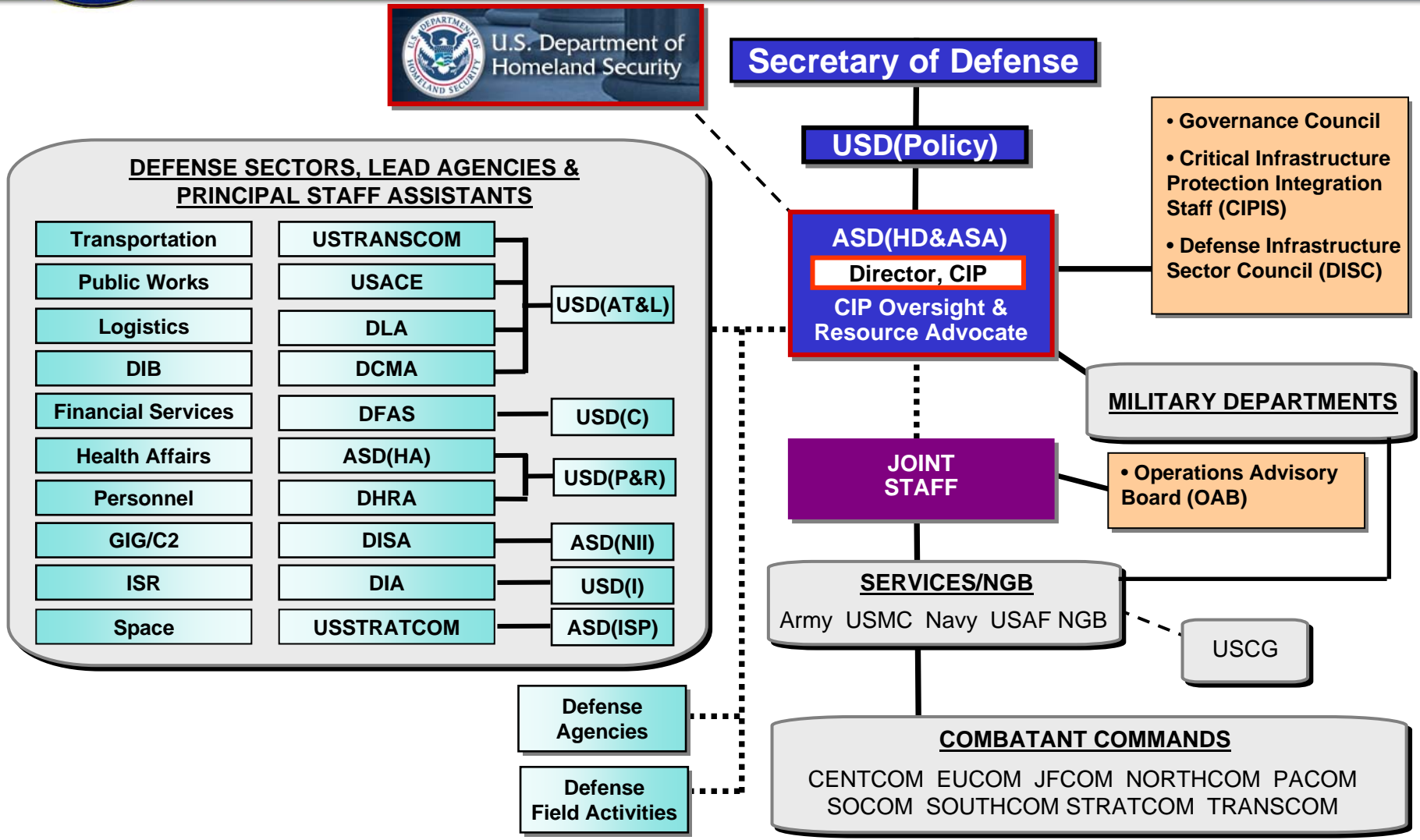
Assurance of Defense Mission Critical Infrastructure in an All Hazards Environment

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

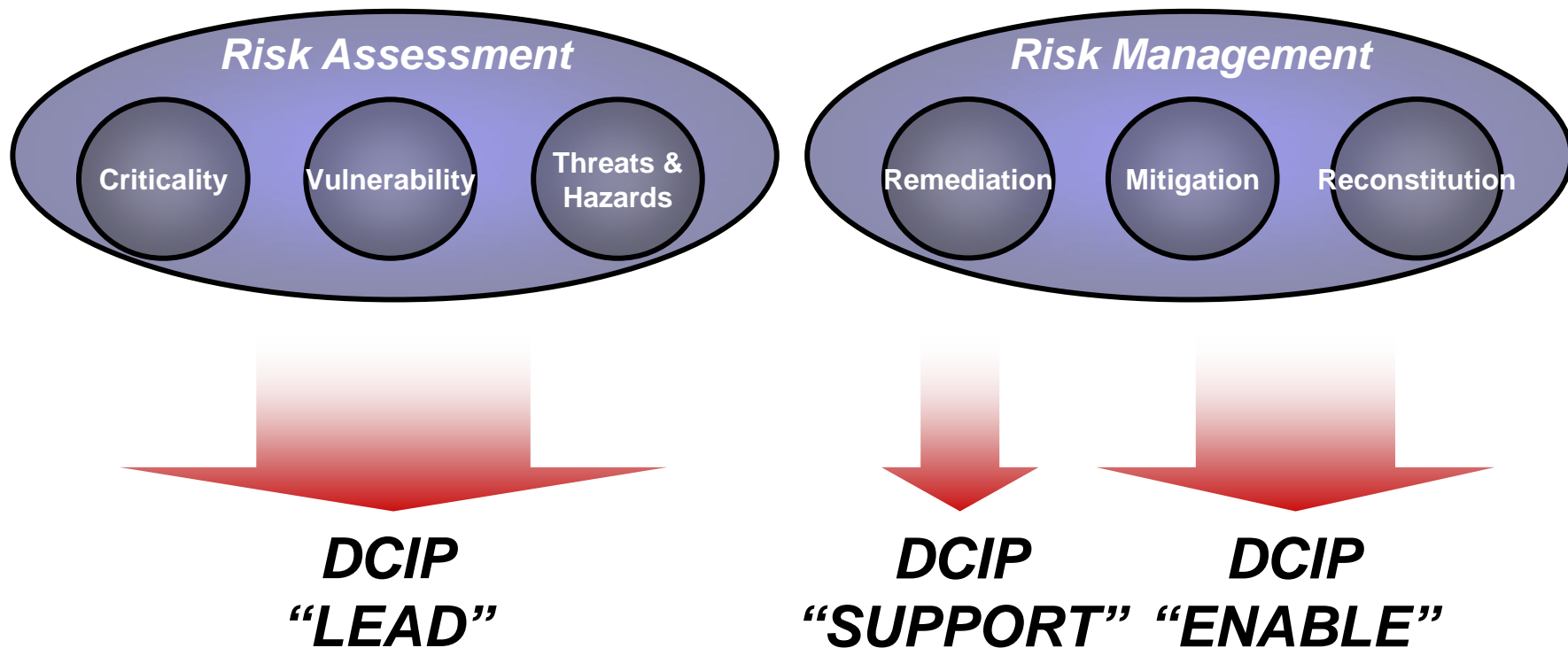


DoD CIP Organizational Framework



Defense Critical Infrastructure Program

Core 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)



Homeland Security Presidential Directive (HSDP)-7

- 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.**

NATIONAL CI/KR SECTORS

Department of Agriculture

- Agriculture, food (meat, poultry, egg products)

Department of Health and Human Services

- Public Health and healthcare
- Food (other than meat, poultry, egg products)

Environmental Protection Agency

- Drinking water and wastewater treatment systems

Department of Energy

- Energy, including the production, refining, storage, and distribution of oil and gas, and electric power (except for commercial nuclear power facilities)

Department of the Treasury

- Banking and Finance

Department of the Interior

- National monuments and icons

Department of Defense

- **Defense Industrial Base**

Department of Homeland Security

- Chemical
- Commercial facilities
- Dams
- Emergency services
- Commercial nuclear reactors, materials, and waste
- Information Technology
- Telecommunications
- Postal and shipping
- Transportation systems
- Government facilities



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.



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



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



- 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

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.





Office of Small Business Programs

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.

www.acq.osd.mil/osbp/programs/wosb/index.htm

— *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.

www.acq.osd.mil/osbp/programs/csp/index.htm





Office of Small Business Programs



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

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



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/>



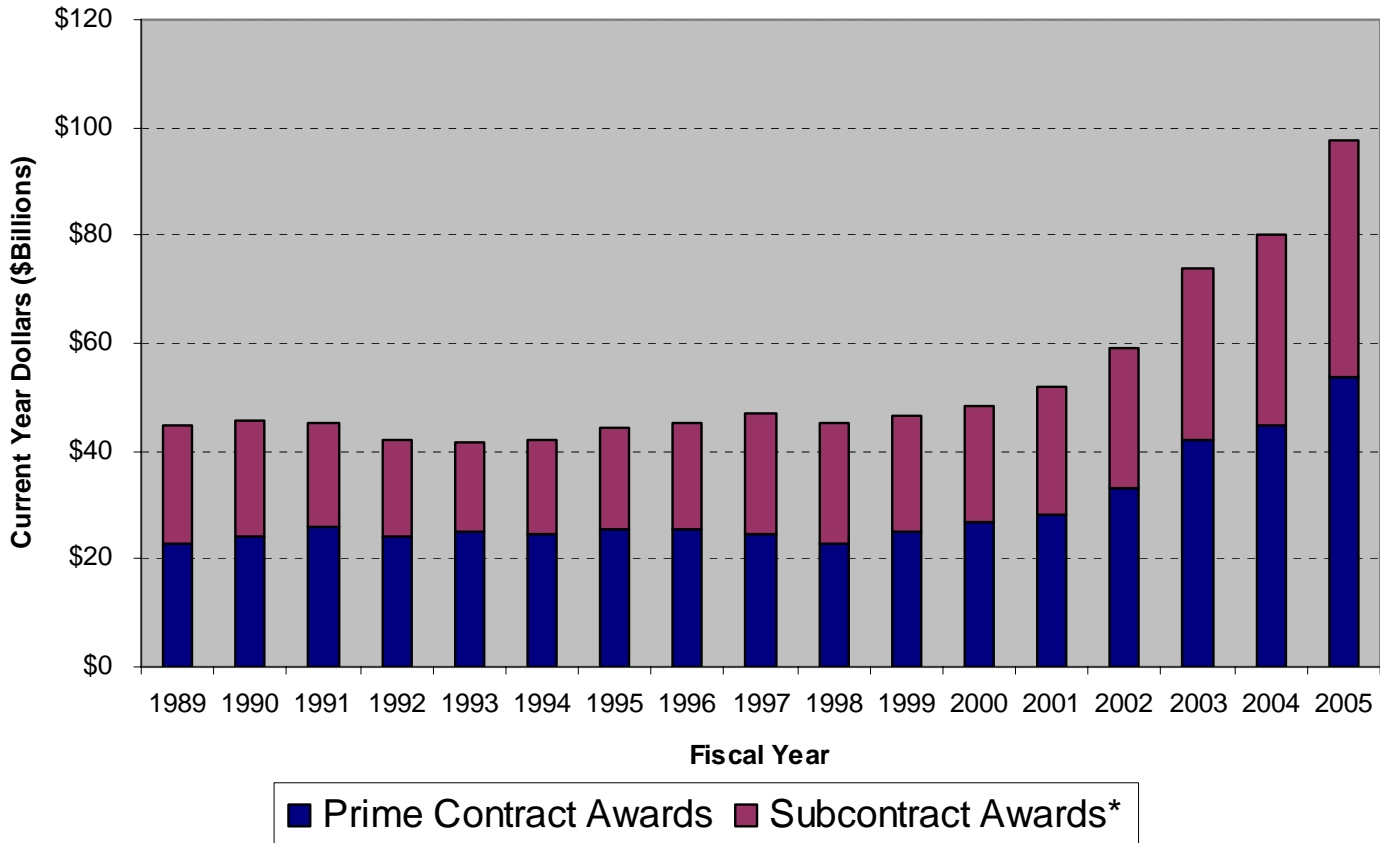
Office of Small Business Programs



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.



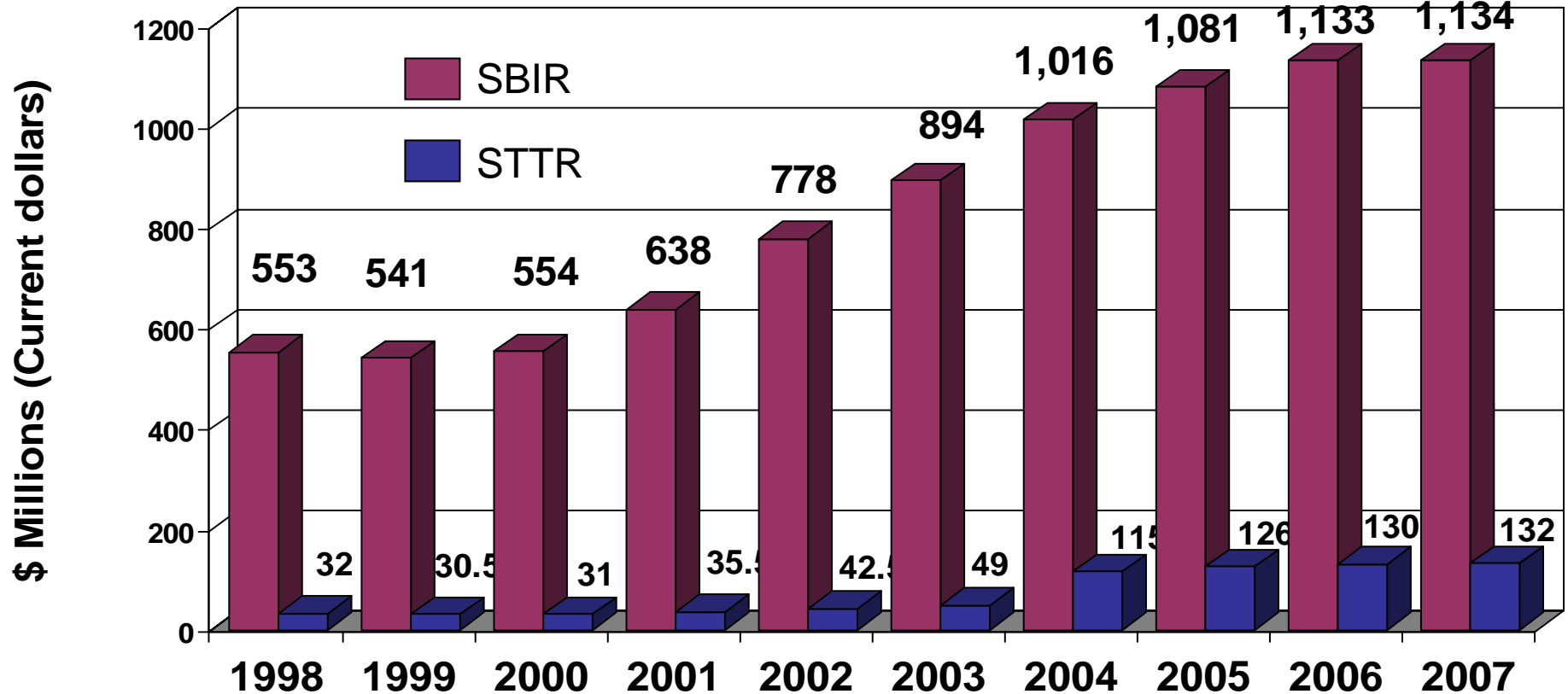
DoD Prime and Subcontract Awards to Small Businesses



Small businesses play a critical role within the defense supplier base—prime and subcontract dollars are increasing.



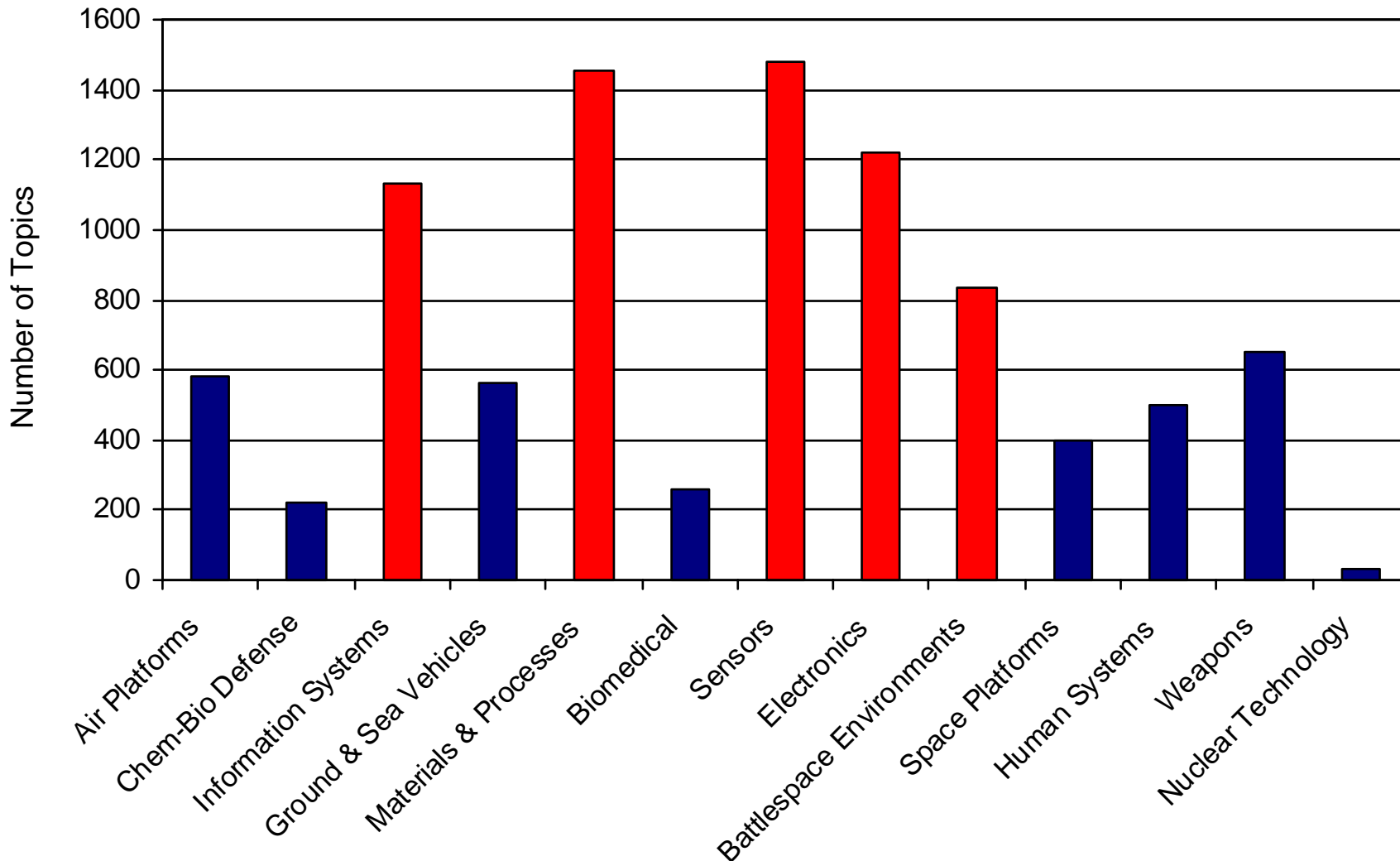
SBIR & STTR BUDGETS HAVE GROWN



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

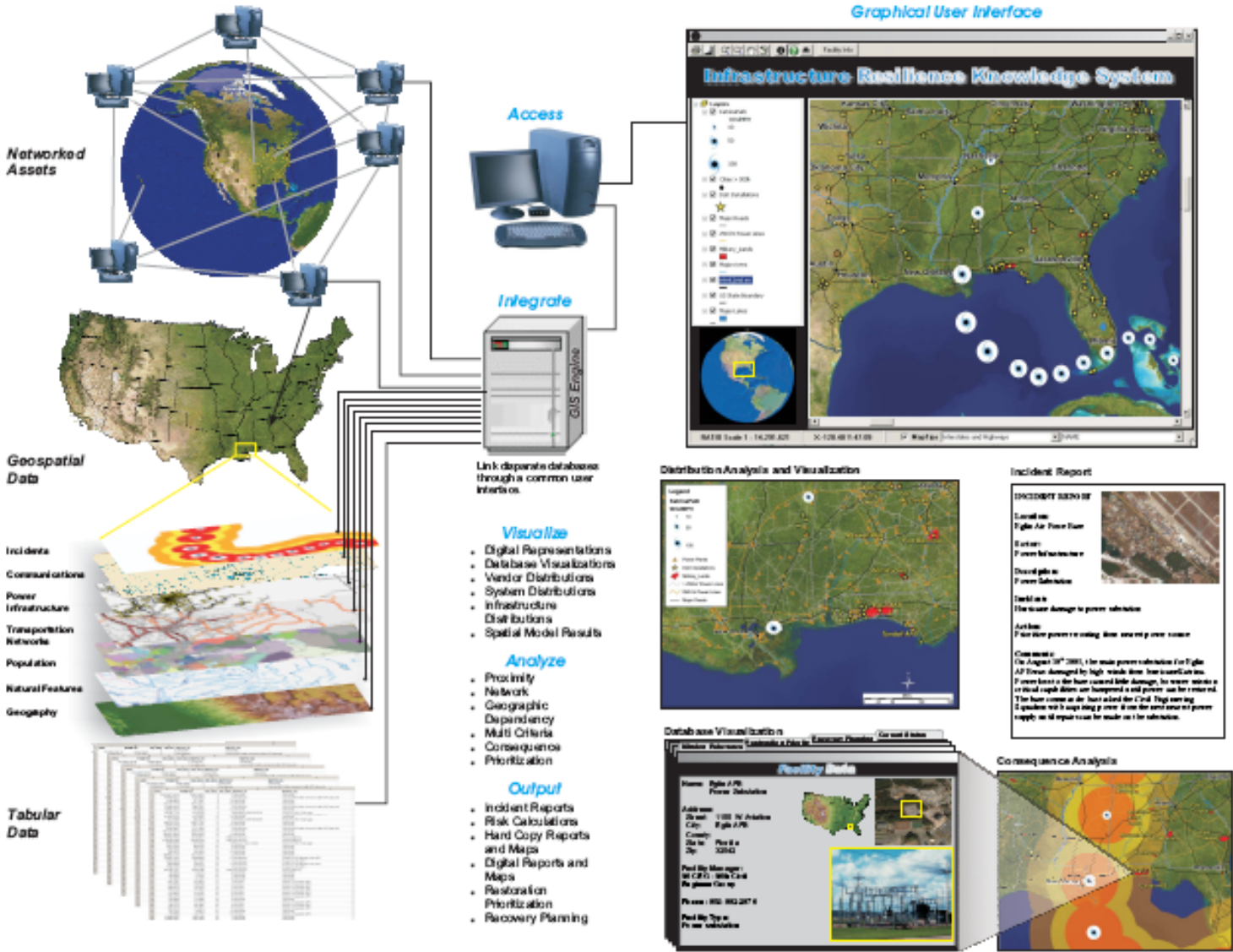


Knowledge Display & Aggregation System (KDAS)

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 graphic user interface (GUI) and toolset 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, 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



Cabinet Departments



Bureau of Transportation Statistics
U.S. Department of Transportation



GIS & RSI Source Agencies



Federal Agencies & Commissions



Law Enforcement Agencies



Intelligence Agencies



PRIVATE INDUSTRY





Acquiring data

Various methods of data acquisition

Government

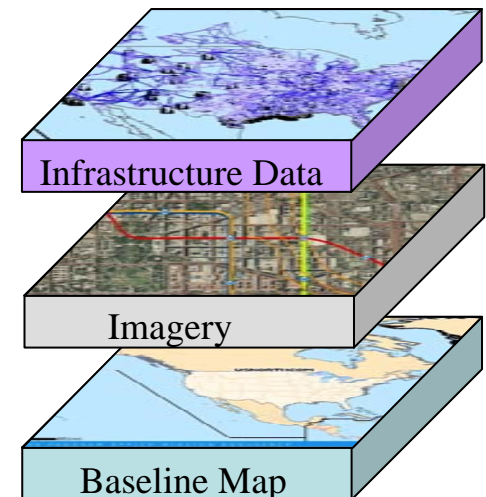
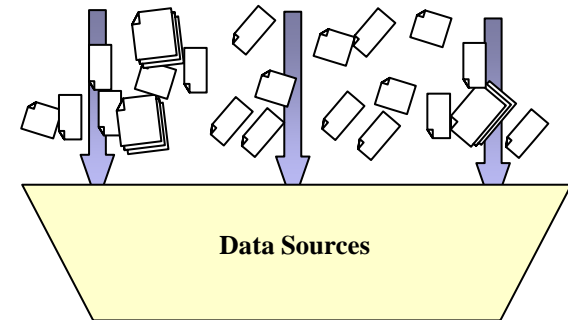
- Direct data exchanges/partnerships
 - NGA, USGS, IVT, DISDI
- Omnibus federal use license (NGA)
 - NAVTEQ, PLATTS, TGS, IONICS/MCH, Dunn & Bradstreet

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





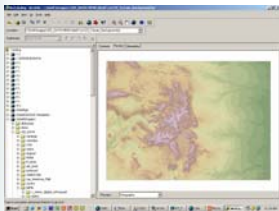
Data Management and Analysis

Data Verification, Management, and Analysis

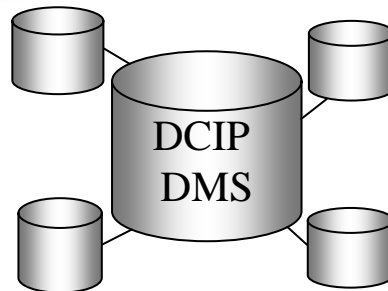
Data Review and Verification

- *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

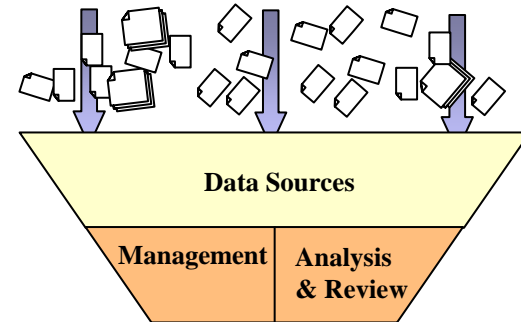
Data Management and Organization



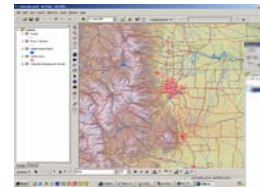
ArcCatalog



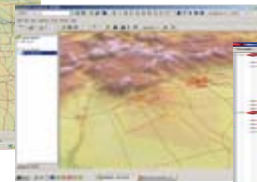
ArcSDE
Advanced Spatial Data Server



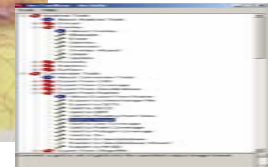
Commercial Software Tools



ArcMap

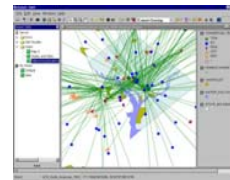


ArcScene



ArcToolbox

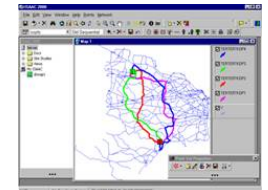
Custom Software Tools



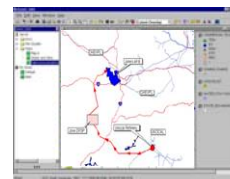
Telecommunications



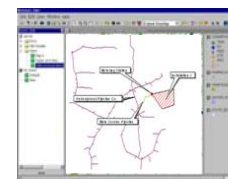
Electric Power



Road & Rail



Petroleum



Natural Gas

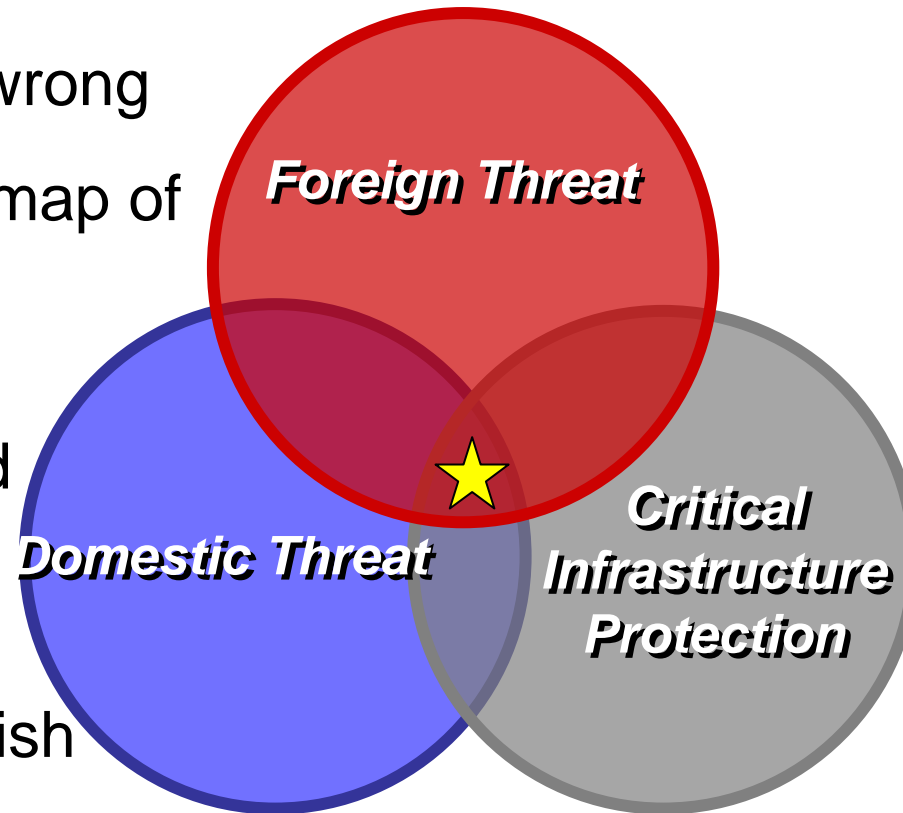


Water



Why HIFLD Started

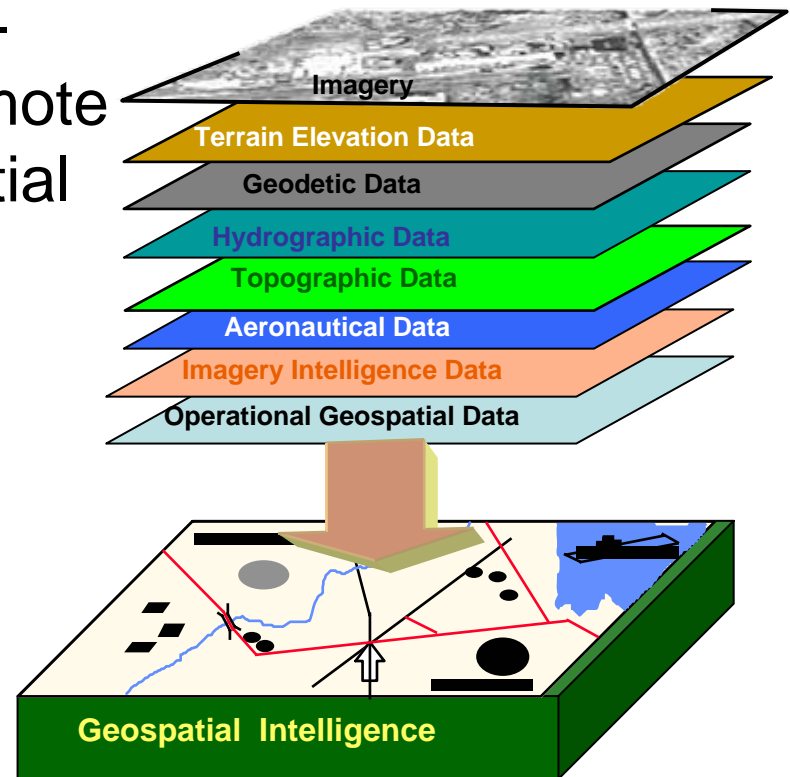
- Needed to fuse, analyze and visualize information – everything has a location
- Maps for decision makers were wrong
- PowerPoint Clip Art was default map of U.S.
- Needed a common geospatial foundation for multiple Homeland Defense/Homeland Security (HD/HLS) uses
- Needed partnerships to accomplish





HIFLD Objective

- Collaborate with DoD, the Inter-Agency and its partners to promote domestic infrastructure geospatial information
 - **Gathering**
 - **Sharing**
 - **Protection**
 - **Visualization**
 - **Knowledge management**





Visit the HIFLD Website

- **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



The screenshot shows the HIFLD website interface. At the top left is the HIFLD logo, a circular emblem with a star and the text 'HOMELAND INFRASTRUCTURE FOUNDATION LEVEL DATABASE WORKING GROUP'. To the right of the logo, the text reads 'HIFLD' and 'Homeland Infrastructure Foundation Level Database Working Group'. Below this is a navigation menu with links: 'home | about us | library | roster | calendar | acronyms | organizations | password | log out | admin'. On the right side, there is a welcome message: 'Welcome Jeffrey C. Wiser!'. The main content area is divided into two columns. The left column has a 'News' section with a sub-heading 'HSIP Gold Available for Distribution'. The text below states: 'NGA has compiled their first annual HSIP Gold data release, which is now available for distribution.* You may request a copy of the HSIP Gold Data by submitting the following on-line data request form:'. Below this is a link for 'HSIP Gold Data Request Form'. A note follows: '*For more information on HSIP Gold, what it contains, and its format, please download the HSIP GOLD Production Status Brief, which was presented at the June 05 HIFLD session.' The date 'Date added: 10-04-2005' is shown at the bottom right of this section. The right column has a 'Next HIFLD Meeting' section. It lists: 'When: 7-8 February 2006 (Tues-Wed)', 'Where: USGS HQ Auditorium, Reston, VA', 'Focus Sectors: Financial Services / Food & Agriculture', 'Registration: Please [register here](#) if you plan to attend.', 'Logistics: [Interactive Map](#), [Map, Directions and Hotel](#)', and 'Security: Meeting will be at UNCLAS-FOUO level. There will be no need to pass clearances.' The date 'Date added: 10-20-2005' is shown at the bottom right of this section.



Contact Information

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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

Rolls-Royce Corporation, Indianapolis

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



Rolls-Royce

MAY 2007

VSN-0467

Critical Infrastructure

Why is that important to Rolls-Royce?



Rolls-Royce

MAY 2007

For all the people who depend on our engines...

AE 2100



AE 3007



Citation X



SAAB 2000



ERJ-145



ERJ-135



Rolls-Royce

What comes to mind when you
hear the words
Rolls-Royce?



Rolls-Royce

QUALITY



Rolls-Royce

MAY 2007

So.....



Rolls-Royce

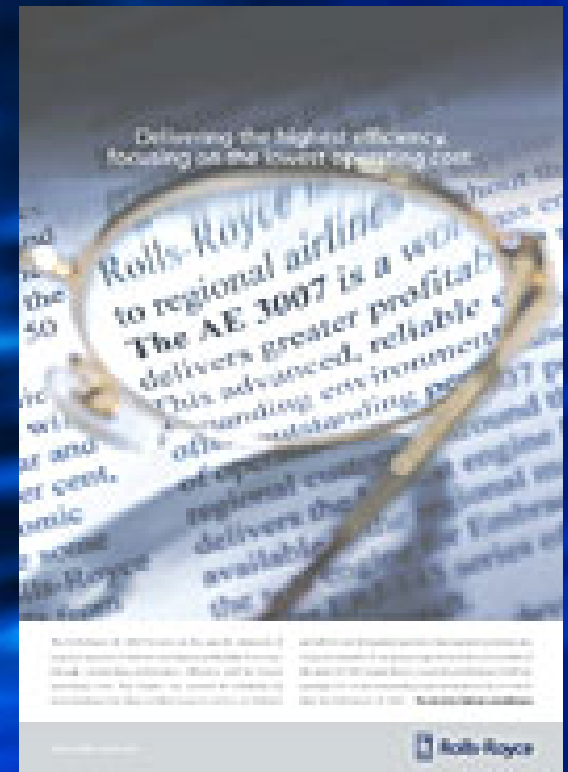
MAY 2007

What is Rolls-Royce looking for from suppliers?



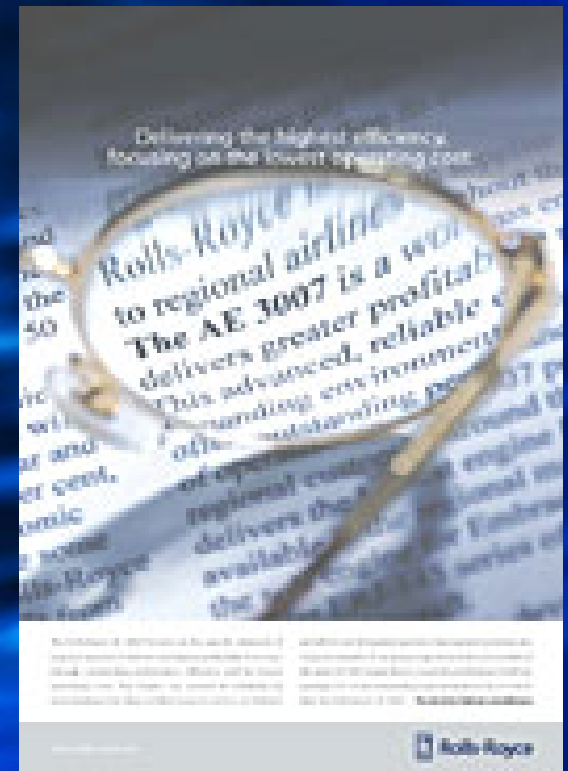
Rolls-Royce

MAY 2007



What is Rolls-Royce looking for from suppliers?

- QUALITY



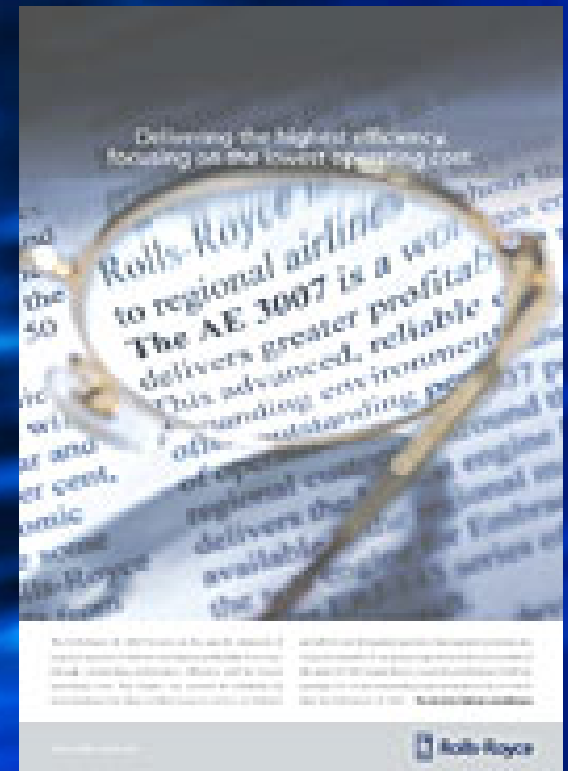
Rolls-Royce

MAY 2007



What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING



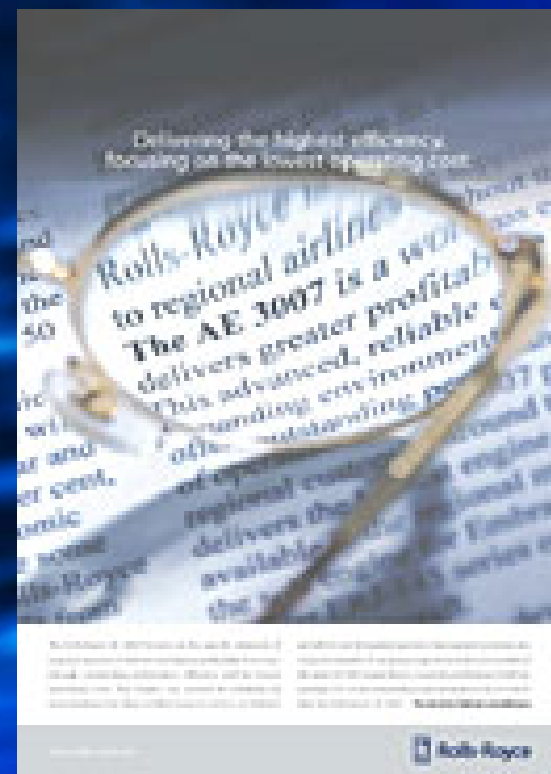
Rolls-Royce

MAY 2007



What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION



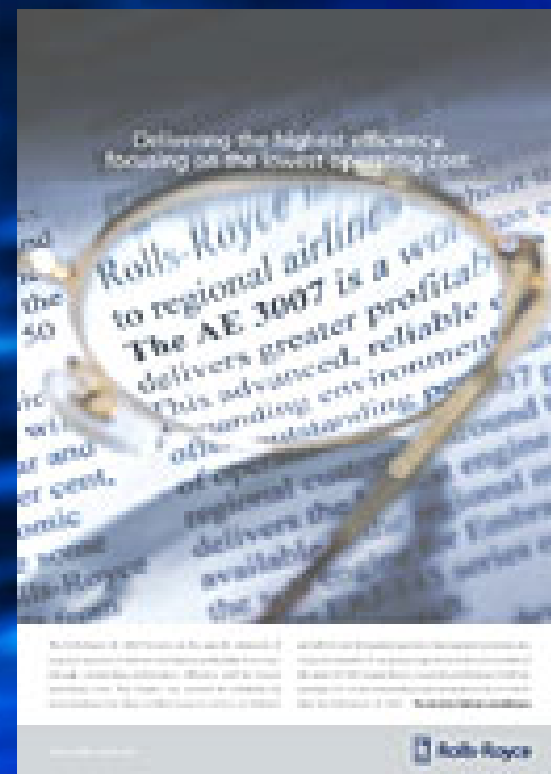
Rolls-Royce

MAY 2007



What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP



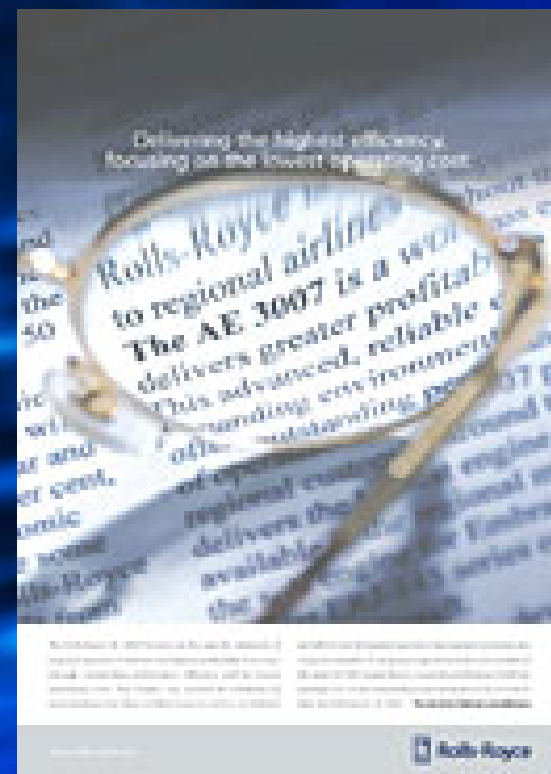
Rolls-Royce

MAY 2007



What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY

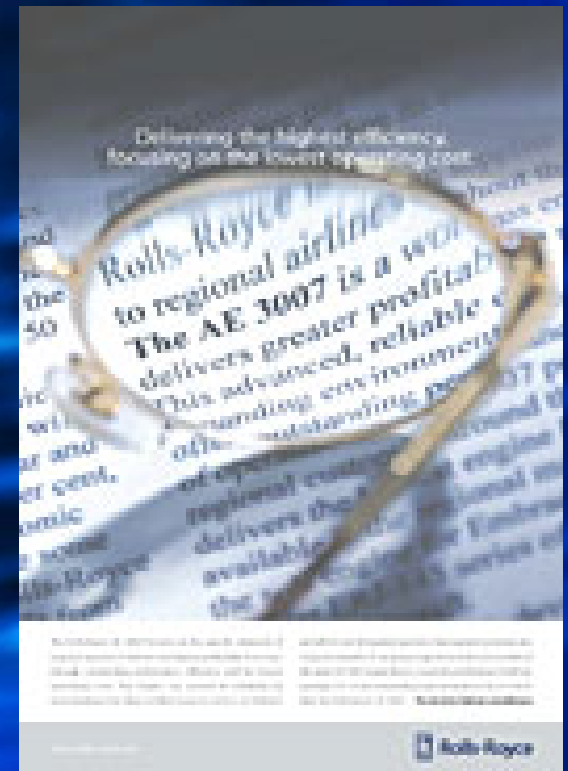


Rolls-Royce

MAY 2007

What is Rolls-Royce looking for from suppliers?

- QUALITY
- COMPETITIVE PRICING
- AS 9100 QUALITY CERTIFICATION
- NADCAP
- FINANCIAL STABILITY
- ON TIME DELIVERY



Rolls-Royce

MAY 2007



OUR PURCHASING DECISIONS
ARE DRIVEN BY



Rolls-Royce

MAY 2007

OUR PURCHASING DECISIONS
ARE DRIVEN BY
QUALITY



Rolls-Royce

MAY 2007

REMEMBER, THERE ARE TWO
PARTS TO THE SALE....

Customer
and
Supplier



Rolls-Royce

MAY 2007

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



Rolls-Royce

MAY 2007

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

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



Rolls-Royce

MAY 2007

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)



Rolls-Royce

MAY 2007

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??



Rolls-Royce

MAY 2007

- Understand *your* business strategy



Rolls-Royce

MAY 2007

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



Rolls-Royce

MAY 2007

- 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.



Rolls-Royce

MAY 2007

- 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.



Rolls-Royce

MAY 2007

- 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?



Rolls-Royce

MAY 2007

- 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?



Rolls-Royce

MAY 2007

OTHER TIPS



Rolls-Royce

MAY 2007

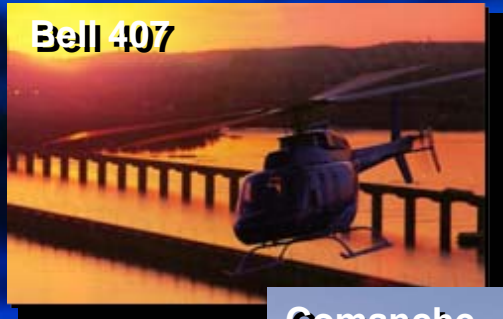
- Generally buyers want to talk to the representatives that can answer their technical questions. Business brokers generally can't.
- Do not sign up for anything that falls outside your scope of business.
- Don't be afraid to say NO!



Rolls-Royce

MAY 2007

Civil and Military Helicopters



Rolls-Royce

MAY 2007

VSM-0303.PPT

What next?



Rolls-Royce

MAY 2007

For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.



Rolls-Royce

MAY 2007

For Rolls-Royce:

- Engage the Small Business Liaison officer, Jaye Lampert.
- Track Government awards to Rolls-Royce.



Rolls-Royce

MAY 2007

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.



Rolls-Royce

MAY 2007

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

MAY 2007

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.



Rolls-Royce

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Request the Buyer to provide the last RFQ document. This will provide insight as to what future requirements may entail.



Rolls-Royce

MAY 2007

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

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- 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

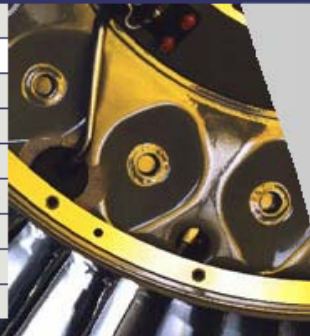


Rolls-Royce

MAY 2007

[contact us](#) | [useful links](#)

Suppliermanager

[Home](#)[About Suppliermanager](#)[Notices to suppliers \(NTS\)](#)[SABRe](#)[Standards and specifications](#)[Nadcap approval status](#)[Terms of business](#)[Supplier training](#)[FAQs](#)

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.

[Rolls-Royce Services](#)

Suppliermanager online service

It is our mission to make Rolls-Royce the first choice for power systems, products and services, allied with being trusted to deliver excellence to our customers and investors. Key to this is the support of our suppliers.

The **Suppliermanager** website provides a one-stop-shop for all the Rolls-Royce information suppliers need to manage their operations effectively.

SABRe processes

SABRe (Supplier Advanced Business Relationship) is

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.

[Go to this section >>](#)

Nadcap approval status

Nadcap is an industry-managed approach to

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.

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.

[Go to this section >>](#)

Supplier training

Read and download training materials to accompany the SABRe

LINK magazine

Suppliers can read the latest supplier quarterly news updates from Rolls-Royce.

[Launch magazine >>](#)

Write to us via the **Contact us** section if you would like to be added to the electronic mailing list for future editions of LINK magazine.

Creating a healthy workplace

Read about the new guide which aims to improve health, well-being and productivity amongst

Be Patient



Rolls-Royce

MAY 2007

QUALITY TAKES TIME

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

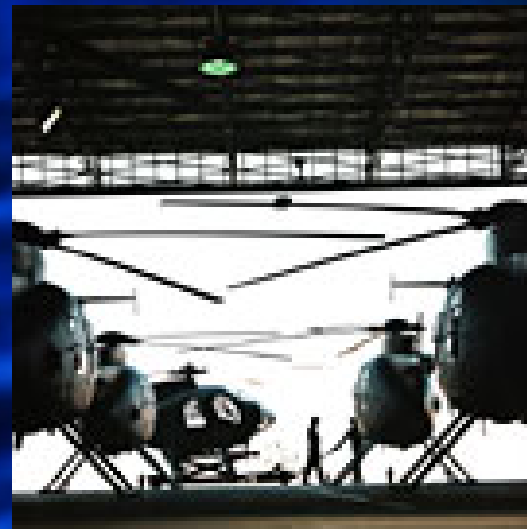
We are looking to develop long term relationships with them.

Think of it as a partnership.



Rolls-Royce

MAY 2007



Rolls-Royce

MAY 2007

VSM-0303.PPT

Supplier Diversity Contact Information

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.



Rolls-Royce

MAY 2007

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



Rolls-Royce

MAY 2007



Rolls-Royce

Trusted to deliver excellence

Infrastructure/Geophysical Division Overview

NDIA Conference

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



Homeland
Security

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):

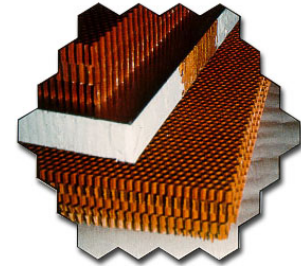
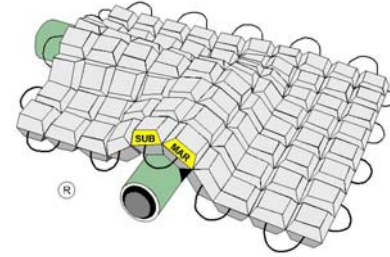
- Protective Technologies
 - Modeling, Simulation, and Analysis
 - Advanced Surveillance
 - Rapid Response and Recovery
-
- Southeast Region Research Initiative (SERRI)
-
- Incident Management Enterprise
 - Integrated Modeling, Mapping and Simulation for Incident Planning and Response
 - Personnel Monitoring and Tracking



Homeland
Security

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



Current Programs:

- Blast Analysis Tool for CI

Future Programs:

- Advanced materials and blast mitigating design tools
- Blast mitigating materials that can be retrofitted into existing CI (performer TBD)



**Homeland
Security**

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



Current Programs:

- Critical Infrastructure Protection Decision Support System

Future Programs:

- Real-time database updating capability, using sensor and software technologies (performer TBD)
- Real-time Decision Support System for Federal decision-makers



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



Current Programs:

- Rapid Levee Repair

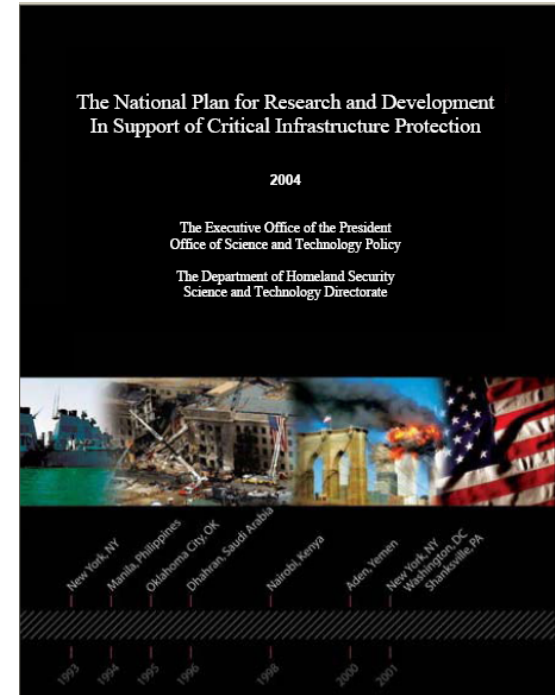
Future Programs:

- Development of Tier 1 and 2 rapid response and recovery technologies



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



Current Programs:

- Currently getting the 2006 Update to the National CIP R&D Plan signed off by DHS and OSTP

Future Programs:

- Development of updated plans and roadmaps for CIP Research and Development (performer TBD)



Homeland
Security

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

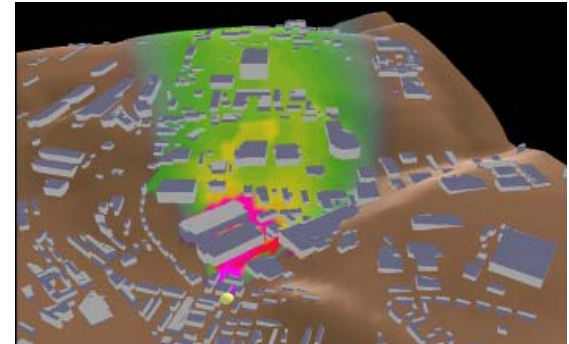


Research Partners

- 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

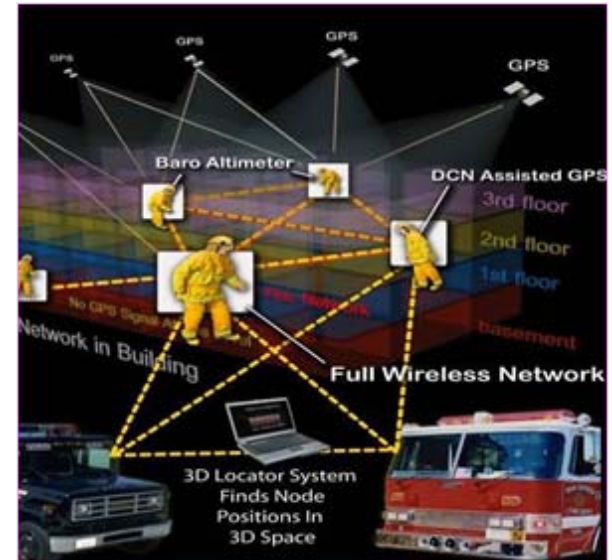
Future Program:

- 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



Current Program:

- Prototype 3D Locator Sensor for First Responders

Future Program:

- Responder Locator System
- Physiological Monitoring System



EHC: Incident Management Enterprise

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



Current Program:

- Unified Incident Command and Decision Support (UICDS)
- Simulation Based Training and Decision Analysis [Training Exercise & Lessons Learned (TELL)]

Future Program:

- Advanced Incident Management Enterprise System



Homeland
Security

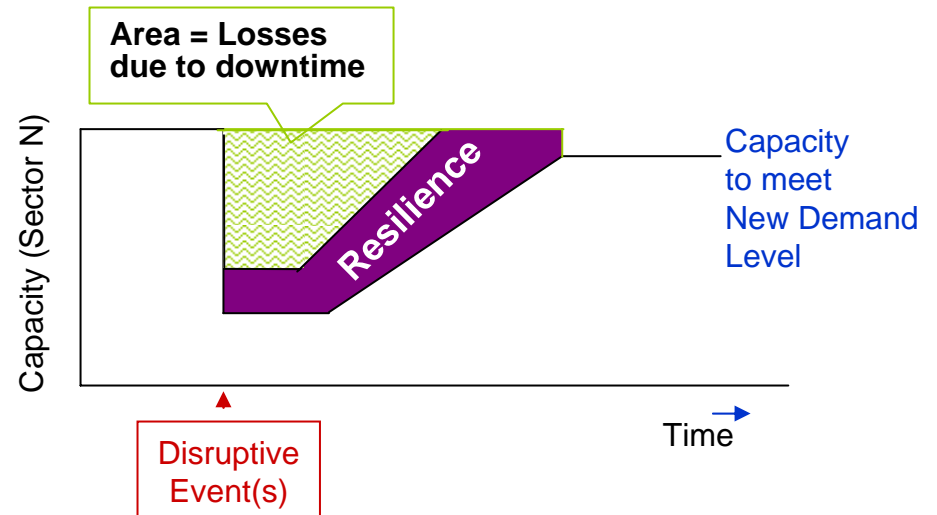
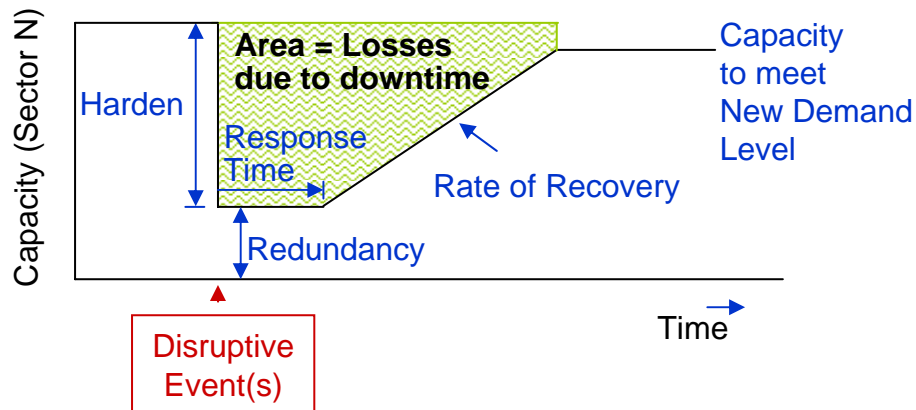
Critical Infrastructure Protection

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



What We Need From You:

Critical Infrastructure Protection

- Real-time data collection
- Advanced surveillance
- Hardening technologies
- Automatic response/repair
- Rapid reconstruction
- Strong economic and systems modeling
- Insights for private industry technical directions
- Critical infrastructure sector requirements

Incident Management

- Insight into internal R&D Programs
- Systems in difficult environments
- Plug&Play, interoperable, distributed modeling & simulation
- Intelligent, easy to use, secure workflow IM engines
- Innovative System integration framework/platform
- Integrated First Responder protection systems

Natural Hazards

- Hurricane Mitigation
- Storm surge defeat
- Long-term solutions, sustainable
- Early warning for all hazards
- Affordable protection
- Flood proofing – e.g. hospitals
- New directions from basic research
- Full spectrum of hazards





Homeland
Security



SAIC's Small Business Program

May 16, 2007



Company Organization

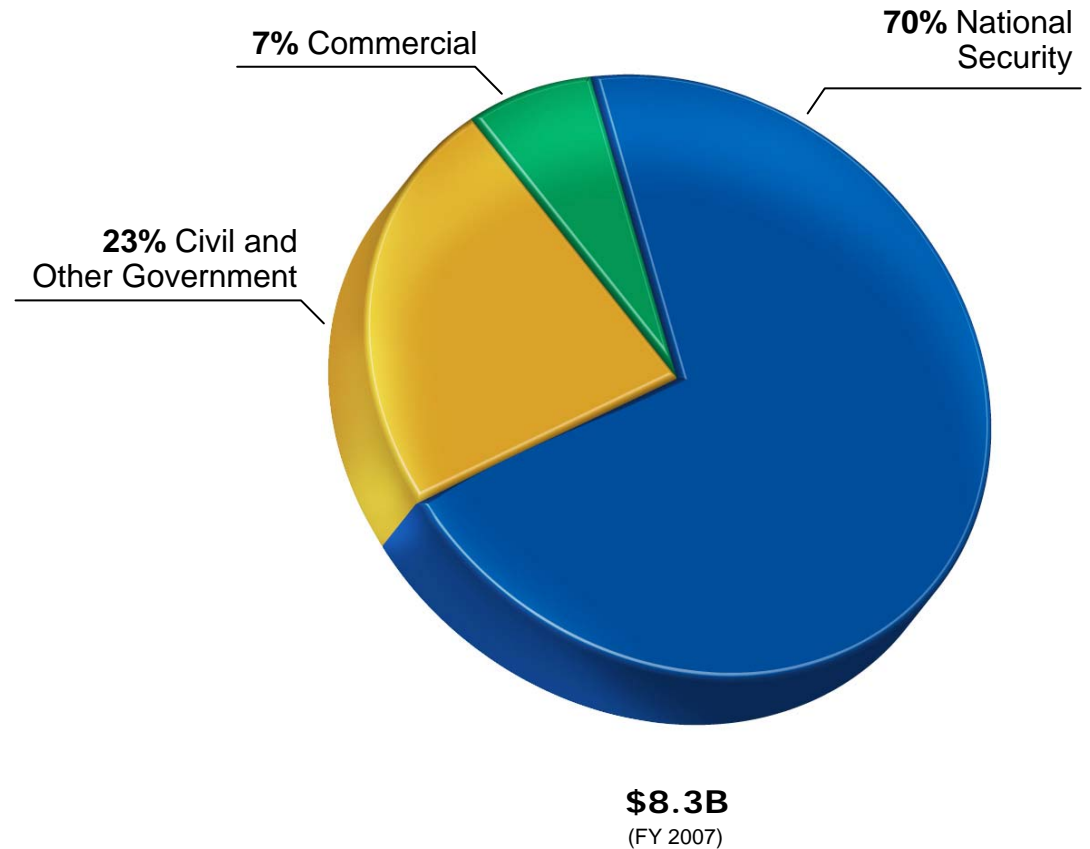


SAIC Business Overview



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





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

	GFY 2006	GFY 2005	GFY 2004	GFY 2003	GFY 2002
Small Business	\$1,232.5M	\$1,352.2M	\$960.7M	\$793M	\$490M
Small Disadvantaged Business	\$241.1M	\$231.5M	\$197.3M	\$152M	\$116M
Women-Owned Small Business	\$238.7M	\$236.5M	\$179.9M	\$130M	\$77M
HUBZone Small Business	\$56.8M	\$39.5M	\$24.1M	\$16.7M	\$6M
Veteran-Owned Small Business	\$140.7M	\$115.6M	\$103.5M	\$42M	\$22.8M
Service Disabled Veteran-Owned Small Business	\$51.4M	\$36.0M	\$49.5M	\$3.64M	\$5M
Historically Black Colleges/Universities	\$3.1M	\$2.7M	\$427K	\$332K	\$195K

“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

- 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

Customer Success Is Our Mission

4th Annual NDIA National Small Business Conference

16 May 2007

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Customer Success Is Our Mission is a trademark of Raytheon Company.

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

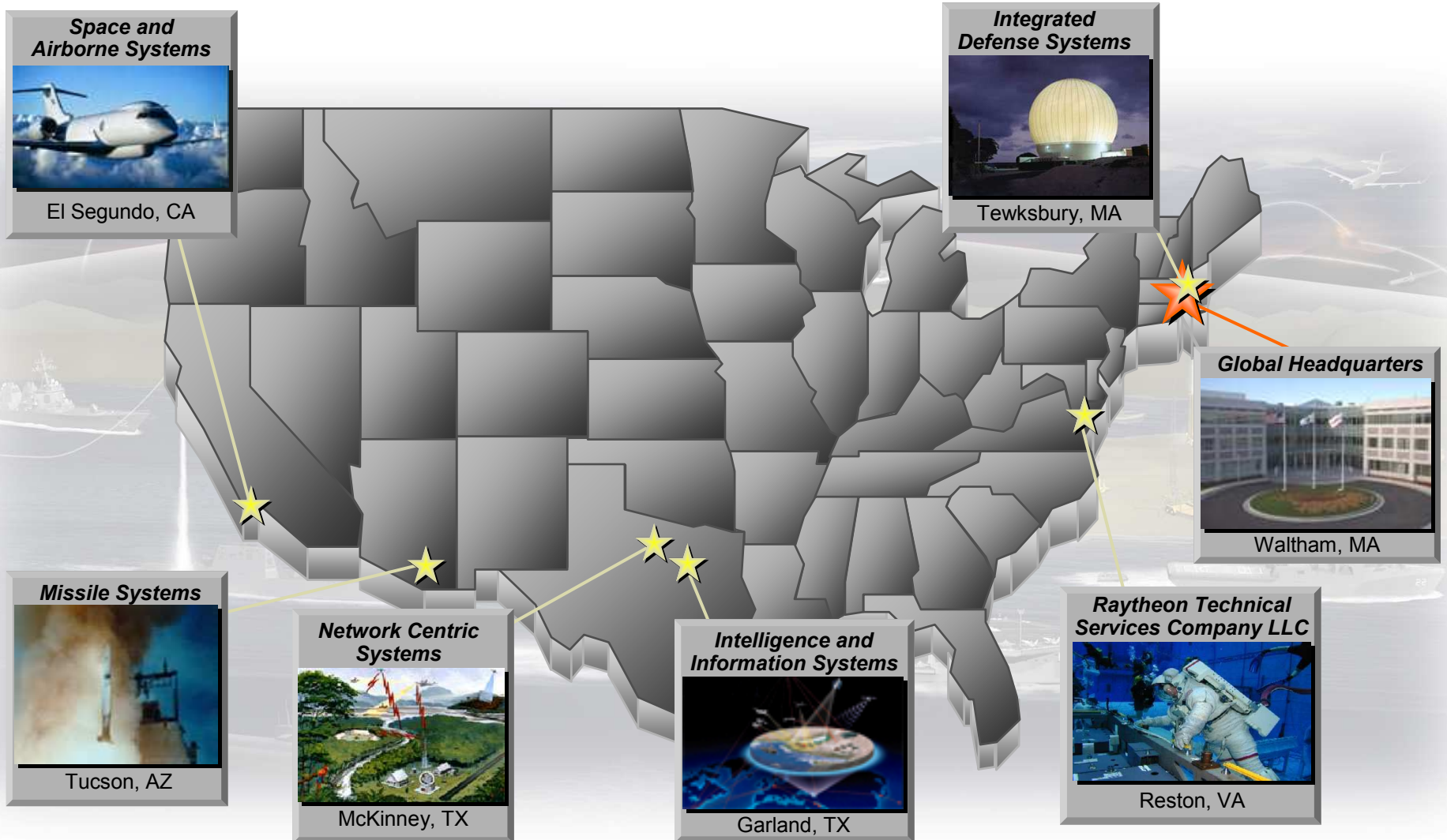
Markets Align with Customer Priorities

Raytheon
Integrated Defense Systems



- 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



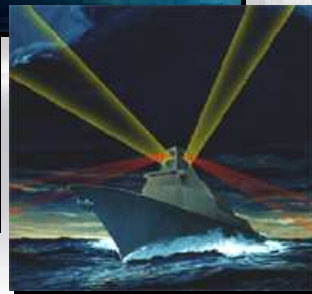
International



National and Theater Security Programs



Naval



Homeland Defense

Industry-Leading Mission Systems Integrator

IDS Partnering ...

42% Small Businesses



600
Suppliers

DDG 1000 – \$2.7B



66
Suppliers

ASP – [\$100M - 500M]



168
Suppliers

Missile Defense System – \$4.4B



100
Suppliers

SLAMRAAM – \$152M

428
Suppliers



JLENS & RAID – \$1.4B



361
Suppliers

Cobra Judy Replacement – \$1B

Connected performance and solutions

Small Business Partnering as a Component to IDS Growth ...

Raytheon
Integrated Defense Systems



16 Active Engagements



**5 Active/
2 Planned**

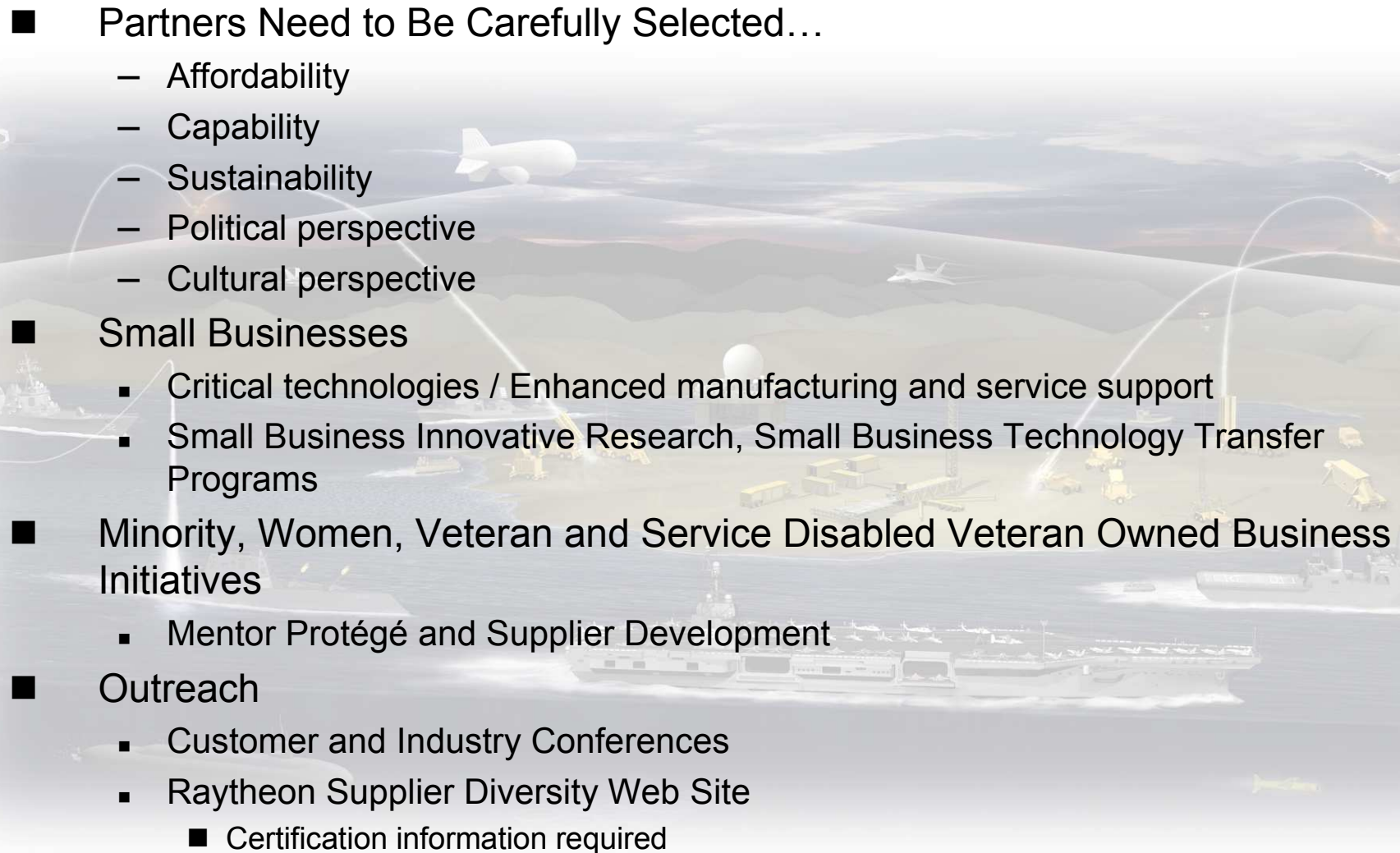


OA Small Business Team

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

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

Contacting Supplier Diversity Advocates

Raytheon
Integrated Defense Systems

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

Raytheon

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/H109 San Diego, CA 92123-1502

Phn: 858/522-2477 Fax: 858/522-2580

kadarouie@raytheon.com

Ferlandos Davis

350 Lowell Street, Andover, MA 01810

Phn: 978/470-9289 Fax: 978/470-7354

ferlandos_davis@raytheon.com

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

Intelligence and Information Systems - (IIS)

Barbara Osborn - (Business Unit Leader)

P.O. Box 660023 M/S FK66100, Dallas, TX 75266-0023

Phn: 972/205-7202 Fax: 972/205-7761

barbara_H_Osborn@raytheon.com

Warren A. Elbeck

16800 E. Centretch 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: 703/876-1983 Fax: 703/940-0679

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 FK66100, Dallas, TX 75266-0023

Phn: 972/205-7199 Fax: 972/205-7761

Raytheon Online Supplier Registration/Search System

Raytheon
Integrated Defense Systems

The image displays two overlapping browser windows. The left window shows the Raytheon website's navigation page for Supplier Diversity, with a large blue arrow pointing from the 'Supplier Connections' link to the registration page. The right window shows the 'Supplier Registration' form, which includes fields for a Registration Key, Business ID Number, Country, Federal Tax ID Number, and DUN & Bradstreet Number. A large grey diagonal banner is overlaid on the registration form with the text: 'The On-line Supplier Registration tool will aid in matching suppliers to opportunity.'

Raytheon Company: Connect With Us: Raytheon Supplier Diversity - Microsoft Internet Explorer
Address: <http://www.raytheon.com/connections/supplier/diversity/>

Raytheon Contact Us | Connect With Us

About Us | Diversity | Businesses | Products & Services | Strategic Business Areas

Home > Connect With Us > Supplier Connections > Raytheon Supplier Diversity

Customer Connections
Employee Connections
Raytheon Company Store
Supplier Connections
IDIQ Contract Vehicles
ECE iCenter

"We are building a..."

The goal of Raytheon Supplier Diversity is to provide an environment that fosters the inclusion of businesses owned and controlled by minorities, small businesses (including small businesses owned by minorities, women, service disabled veterans, and businesses located in HUB Zones). Raytheon also provides an inclusive environment for historically disadvantaged colleges, universities, and minority institutions to participate in the procurement of technical, engineering, and research services.

Join Our Team... One Vision

- Potential Supplier Registration
- Related Links
- Supplier Diversity E-Learning Portal

Top of the Page

Registration - Microsoft Internet Explorer
Address: <https://app.suppliergateway.com/genreg/registration.aspx>

Supplier Registration

Using a Registration Key
You may register using a registration key if you have been previously registered. If you have a registration key, please enter it in the space provided and continue on to the next section of this registration page and click on the "Go" button to proceed with registration information.

Registration Key:

Business ID Number
Please enter your 9-digit Taxpayer Identification Number (Also known as your Employer Identification Number.) If you are a sole proprietorship and you have not established a separate Taxpayer Identification Number, you may utilize your 9-digit social security number.

Country:

* Federal Tax ID Number: -

DUN & Bradstreet Number
If you know your 9-digit "DUNS" number, please enter it in the space provided. If you do not have a "DUNS" number, [click here](#) to find out more about obtaining one from Dun & Bradstreet.

* DUNS: - -

Done Internet

NATIONAL SMALL BUSINESS CONFERENCE

“Critical Infrastructure Opportunities”

Prime Contractors Panel

Wednesday, May 16, 2007

***Moderated by
Ron Perlman***

Buchanan Ingersoll & Rooney PC
Attorneys & Government Relations Professionals

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

United States Department of Veterans Affairs



4th Annual NDIA
National Small Business Conference
Houston, TX
May 17, 2007





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

Category	Secretary's Goal	VA-wide Accomplishments
Small Business	25%	29.45%
Small Disadvantaged Business	4%	4.93%
Section 8(a)	5%	3.92%
Women-Owned Small Business	5%	5.00%
Veteran-Owned Small Business	7%	6.49%
Service-Disabled Veteran-Owned Small Business	3%	3.39%
HUBZone Small Business	3.05%	3.28%



VA Office of Small &
Disadvantaged
Business Utilization

1-800-949-8387

202-461-4300

osdbu@va.gov

www.va.gov/osdbu

VA Center for Veterans
Enterprise

1-866-584-2344

202-303-3296

www.vetbiz.gov

vacve@va.gov

