NDIA
National Small Business Conference

“Leveraging Small Business Strengths by Primes”

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Raytheon
“Leveraging Small Business Strengths by Primes”

- Bringing Small Businesses “IN”
- Whose TECHNOLOGY Prevails?
- NAVIGATING the Terrain
- - Culture
- - Philosophy
- - Commitment
- PROTECTING INTELLECTURAL PROPERTY
Bringing Small Businesses “IN”

Raytheon has a history of working with small businesses.
  – Procurements have consistently exceed 35%
  – Participating beyond parts and services to strategic and mission critical applications

SBIR requires leveraging relationships well in advance of procurement decisions
  – Sharing strategic business decisions
  – Sharing technology road maps
  – Sharing customer pursuit strategies
Whose TECHNOLOGY Prevails?

Small businesses have a history of innovation

- Over 50% of all innovation developed by small businesses
- Ultimate technology wish list
  Most government agencies participate
- Extension of Primes’ Research & Development Efforts
- Fill the gap between large business and government customer needs
NAVIGATING the Terrain

Engineers make up over one third of Raytheon’s 80,000 employees

– NIH is a part of the Raytheon CULTURE
– Reputation built on technology and innovation
  (Customer debriefing comments) In most cases – even when we don’t win “Raytheon provided the best technological solution”
– Raytheon’s PHILOSOPHY for success is to exceed customer expectations
– Raytheon’s history includes many technological “firsts”
  Radio tubes, microwave ovens, lasers, satellite imagery etc.
– Department of Defense Transformation Agenda
  Speed from concept to deployment
  Affordability
– Raytheon is COMMITTED to “customer satisfaction”
  Leverage government technology collaboration program
  Provide the best solution for the mission
  Fill the technology pipeline
Technology in a vacuum serves no purpose – The greatest barrier to deployment of new technology is cost.

- Large business prime contractors closely manage their intellectual property portfolios
- Small businesses typically feel they are at a disadvantage when dealing with large businesses on issues of Intellectual property rights
- Protection for Small Businesses within the implementing regulations
- Right of use extends to government for “any government purpose”
  Data rights attach to the product or service resulting from SBIR funded technology
    includes software
  Five year non-disclosure period
    (without Small Business SBIR Grant Holder’s permission)
    Provide competitive advantage for SBIR Grant Holder
    Does not consider collaboration partners
- Technology remains with the company
  Includes mergers and acquisitions
# Raytheon SBIR Leadership Team

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<th>TLC Member</th>
<th>SCM Lead</th>
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<td>RMS</td>
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<td>Tom Markarian</td>
<td>Peter Pao</td>
<td>Benita Fortner</td>
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* Business Unit Champion/ Lead