Large Industry Requirements from Small Business Contractors for Combating Terrorism

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Overview

I. SAIC Highlights

II. Scope of Global War on Terrorism

III. Areas of Focus

IV. Doing business with SAIC

V. Summary
**Our Vision**

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

"From Science to Solutions™"

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**Our Values**

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

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**Our Successes**

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

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

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

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

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Reality

REQUIREMENTS

SOLUTIONS

PROGRAMS
Doing Business with SAIC

Entrees
- Contacts with individual groups
- Sr. VP for Corp Development (SB) G. Otchere

Teaming Considerations
- Niches / Capabilities
- Reliability and speed-to-field are critical
- Customer Knowledge
- Past Performance
- Market
- Customer Requirements
- Cost competitive
Summary

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