

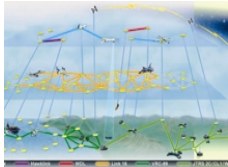
BAE Systems Customer Solutions Operating Group

**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



BAE Systems Information Technology

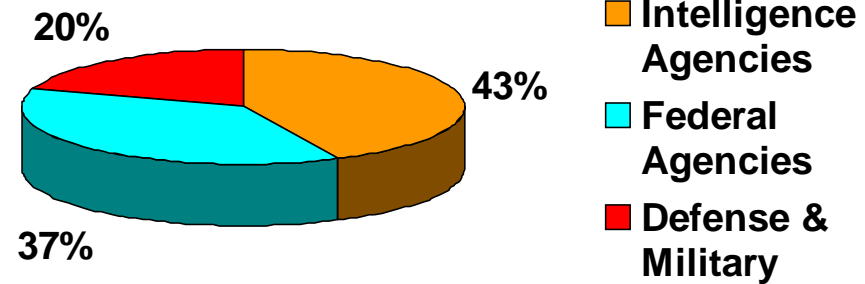
Headquartered in
McLean, Virginia USA

- 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

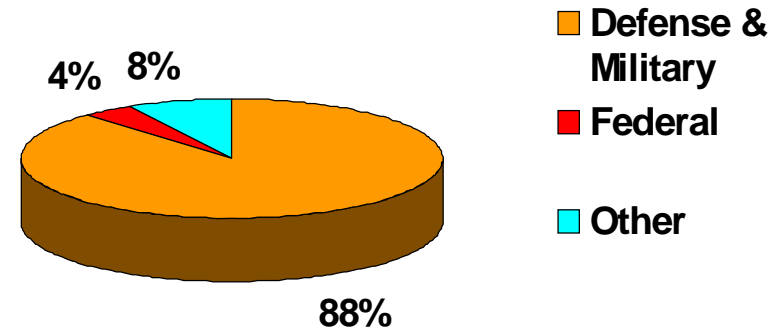
Headquartered in
Rockville, Maryland USA

- 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



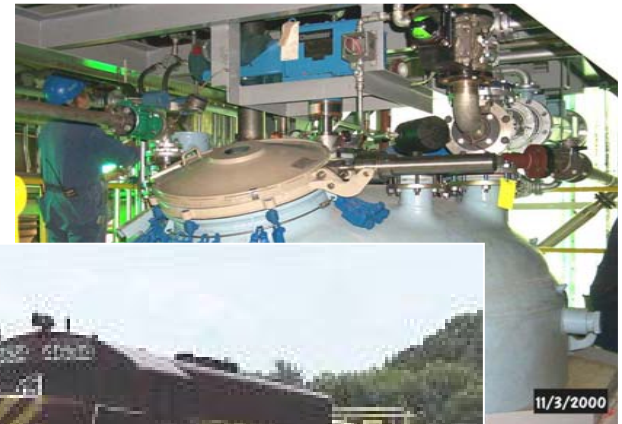
TSS Major Customers/Programs

- 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 Ordinance manufacture



TSS Subcontracting Opportunities

- Civil Engineering
- Housing Maintenance
- Warehouse Operations
- Storage, property control
- IT Equipment
- IT Services
- Engineering Services
- Office Supplies & Equipment
- Consulting Services

BAE Systems Ship Repair Major Customers/Programs

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



Ship Repair Subcontracting Opportunities

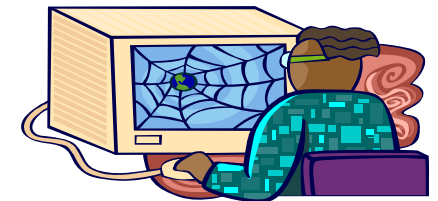
- BAE Systems Maritime Engineering and Services:
 - paint,
 - solvent,
 - brushes,
 - rollers,
 - tyvek suits,
 - tape,
 - printing,
 - calibration of test equipment,
 - TMA containments,
 - shop clothing
 - rigging
 - crane Parts
 - lumber
 - power & transmission items such as bearings

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:

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- **Information Technology – Herndon, VA**
 - Bill Mitchell – Director of Procurement – Business Unit SBLO,
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- **Technology Solutions & Services – Rockville, MD**
 - Fran Galloway, Purchasing Manager – Business Unit SBLO
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 - **Integrated Technical Solutions, California, MD – Charles Stambaugh,
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 - **Integrated Technical Solutions, Ft. Walton Beach, FL – Greg Shillings,
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- **Ship Repair – Norfolk, VA – Brad Moyer – Business Unit SBLO
Brad Moyer, brad.moyer@baesystems.com**

*~Inclusion is the key to
success!!!!~*