SAIC’s Small Business Program

May 16, 2007
Company Organization

- Defense Solutions
- Infrastructure, Logistics and Product Solutions
- Intelligence, Security, and Technology
- IT and Network Services
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

- $8.3B (FY 2007)

- 70% National Security
- 23% Civil and Other Government
- 7% Commercial
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
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<tbody>
<tr>
<td>Small Business</td>
<td>$1,232.5M</td>
<td>$1,352.2M</td>
<td>$960.7M</td>
<td>$793M</td>
<td>$490M</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>$241.1M</td>
<td>$231.5M</td>
<td>$197.3M</td>
<td>$152M</td>
<td>$116M</td>
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<tr>
<td>Women-Owned Small Business</td>
<td>$238.7M</td>
<td>$236.5M</td>
<td>$179.9M</td>
<td>$130M</td>
<td>$77M</td>
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<td>HUBZone Small Business</td>
<td>$56.8M</td>
<td>$39.5M</td>
<td>$24.1M</td>
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<td>Veteran-Owned Small Business</td>
<td>$140.7M</td>
<td>$115.6M</td>
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<td>Service Disabled Veteran-Owned Small Business</td>
<td>$51.4M</td>
<td>$36.0M</td>
<td>$49.5M</td>
<td>$3.64M</td>
<td>$5M</td>
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<td>Historically Black Colleges/Universities</td>
<td>$3.1M</td>
<td>$2.7M</td>
<td>$427K</td>
<td>$332K</td>
<td>$195K</td>
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Working with large companies

“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
Other Key Factors

- 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


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