



National Security Solutions



# L-3 INTRODUCTION

Date: September 24, 2015  
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## NDIA Small Business Conference Prime Contractor Panel

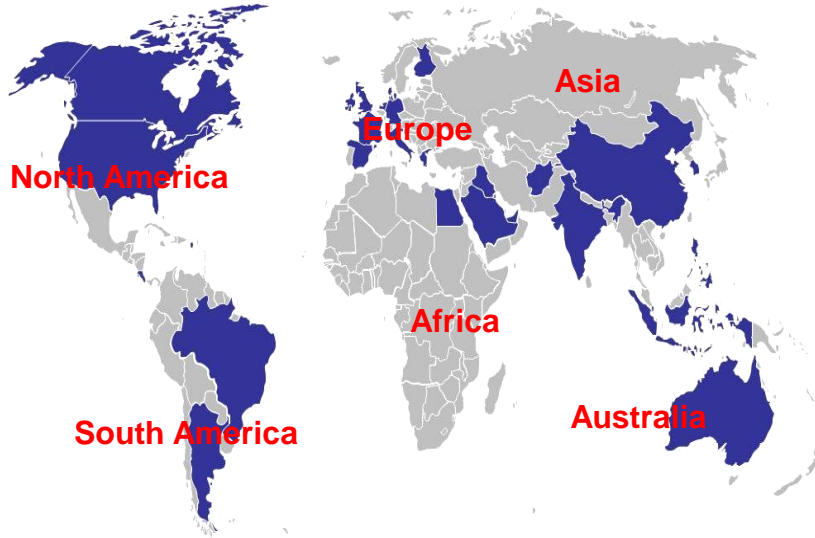
*"This document consists of NSS general capabilities information that does not contain controlled technical data as defined within the International Traffic in Arms (ITAR) Part 120.10 or Export Administration Regulations (EAR) Part 734.7-11." (4/13)*

*The Power of Partnership – from Vision to Reality*



# L-3 At a Glance

National Security Solutions



- **Prime for ISR, Aircraft Modernization, Logistics, Enterprise IT**
- **Supplier of Communication and Electronic Systems**
- **Top 10 Worldwide in Defense Sales**
- **Broad/Diverse Technologies, Customers**
- **\$12.1B Annual Revenue (2014)**
- **400+ Office Locations (151 International)**
- **32 Countries)**
- **45,000+ Employees**

## L-3 Business Segments



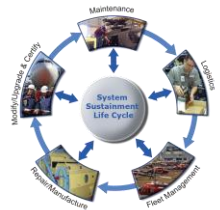
### National Security Solutions

**Integrated solutions for Big Data Analytics, Command and Control, Cyber Security, High-Performance Computing, Intelligence Analysis, Mission and Enterprise IT, Security**



### Electronic Systems

**Broad Range Of Products Including, Systems, Subsystems, Components and Related Services for Military and Commercial Platforms**



### Aerospace Systems

**Products and Services For The Global ISR Market, Specializing In SIGINT and COMINT, and Modernization, Upgrades, Sustainment, Maintenance and Logistics Support For Various Aircraft**



### Communication Systems

**Products and Services For The Global Communications Market, Specializing in Strategic and Tactical Communication Systems**

**Customer Focused with Outstanding Performance**



# National Security Solutions at a Glance

**Mission:** *To deliver agile engineering processes, mission knowledge, and expertise to solve critical national security challenges*



## **Expertise**

- Full-spectrum cyber operations & solutions
- Enterprise and mission IT solutions & support
- Intelligence operations support
- Command and control solutions
- Integrated security solutions
- Big Data solutions

## **Distinguishers**

- Mission first culture
- Co-creation and rapid problem solving
- Agile SW engineering
- Superior performance
- Cleared technical employees

## **Customers**

- Department of Defense
- Intelligence Community
- Federal Civilian Agencies
- State & Local
- International
- Commercial



# Small Business Program Office

## Mission:

To support both business development and operations by identifying top quality small business and promoting them throughout the organization

- Top priority to support BD/capture in ID SBs,
- Along with SB compliance requirement
- Commitment to SB from top down – President Les Rose
- Host annual SB event & recognize our SBs



# What Do We Look for in a SB Partner?

- Demonstrated past performance
- Niche capabilities - *value proposition? Innovative solutions*
- Customer intimacy/customer relationships - Ability to shape or influence –*become part of the team*
- Ability to market aggressively...know value you bring to both prime and federal agency

*(know and understand the requirement, how your firm would be a good fit)*

- Competitive pricing
- Financial stability
- Quality processes – work seamlessly together as teaming partners
- Mutually trusting relationship – *open communication*



# Small Business Program Office

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