

BAE Systems, Intelligence & Security Small Business Program San Diego State University – ADT Cluster Workshop

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About Us

- **BAE Systems is a global company engaged in the development, delivery and support of advanced defence and aerospace systems in the air, on land and at sea.**
- **We have major operations across five continents, with customers and partners in more than 100 countries.**
- **Seven home markets – Australia, Saudi Arabia, South Africa, Sweden, India, United Kingdom & United States.**

Key Facts

- **U.K. owned company operating in the US under a security agreement.**
- **Largest defense company in Europe**
- **2nd largest global defense company**
- **6th largest US defense company**
- **100,000 highly skilled people**
- **Global capability**
- **Largest manufacturer of armored vehicles in the world**
- **#1 Supplier of U.S. MRAP vehicles**
- **Customers in over 100 countries**
- **2010 annual revenues exceeded \$34.6 billion**
- **Annual R&D spend exceeds \$2.1B**
- **Patient applications in 2008 submitted for 100 new inventions.**
- **Linda Hudson, named BAE Systems, Inc. President 10/26/2009.**



Intelligence & Security - Overview

- Intelligence & Security is a leading provider of cyber security solutions, information technology, intelligence and analytical tools, and support services and solutions. These capabilities join an unyielding commitment to U.S. national security to continually advance the mission - to predict, prevent, and protect.
- Serving the U.S. security, intelligence, and defense communities, and commercial and civilian customers, I&S designs, develops, and integrates knowledge-based systems and tools, and provides hands-on support through analytic services, focused training, and enterprise-wide managed information technology operations. I&S delivers enterprise systems and solutions, and actionable knowledge that are critical to the achievement of its customers' missions.
- Principal focus – Intelligence community/Homeland Security

I&S Focus

We have several business areas within I&S.

- Imagery processing,
- Mission planning
- CRISR capabilities
- Cyber Security

Primary R&D focus areas are:

- autonomous route planning
- mission optimization,
- sensor data exploitation algorithms,
- cyber planning
- advancements in enterprise information utilization.

White Papers

- Identifying a problem/challenge and presenting a solution is often an opportunity to develop a strong relationship with the customer.
- Business Development representatives are interested in presenting well developed concepts/white papers to our customers.
- Execute a nondisclosure prior to sharing information.
- Business Development will support customer presentations that bring value, mitigate risk and offer solutions.
- We have developed multiple white papers this year.

I&S Small Business Performance

- **Small Business Utilization 2010**

Small Business	42%
Small Disadvantaged Business	4%
Woman Owned Small Business	4.5%
Hub zone Small Business	2%
Veteran Owned Small Business	8%
Service Disabled Small Business	4%

National Veteran Small Business Coalition recognized BAE I&S for exceeding the veteran (3%) and service disabled veteran owned small business (3%) utilization.

SBIRs

- Current State - 10 SBIRs
- Future State – Meeting 25 Small Business at SBIR beyond Phase II Conference, Atlanta, Georgia, next week.
- **BAE Systems - Winner of 2011 Tibbetts Awards**
Inaugural SBIR Hall of Fame Companies are Leaders in Innovation and Job Creation . The SBIR Hall of Fame Awards recognize companies with a long period of extraordinary success of research, innovation, and commercialization within the SBIR program.

Mentor Protégé Program

- BAE Systems currently has 12 active agreements, supporting the following areas:
 - DOD
 - SBA
 - FAA
 - Department of Treasury
 - Department of State
 - Department of Homeland Security
- Nun Perry Award Winner – 2010
- Two DOD agreements pending

Procurement Opportunities

- **BAE Systems supports our customer needs on a requirements basis.**
 - **We provide products and services IAW with our contract requirements.**
 - **We do not build products and maintain an inventory.**
 - **Professional Services provided are IAW the years of experience, education, certifications and security levels required by our customers.**
 - **We leverage our repetitive requirements through corporate agreements for the following:**
 - **Computer hardware**
 - **Software**
 - **Office supplies**
 - **Travel**
 - **Copy Paper**
 - **Advertising**
 - **Training/Coaching**

Subcontracting Process

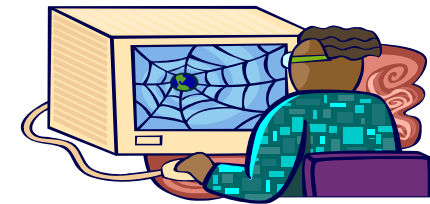
- Align to the customer mission
- Review draft RFP(s)
- Identify where opportunities exist in the statement of work IAW core competencies
- Support with past performance
- Leverage customer knowledge/relationship
- Forward capabilities statement focusing on targeting procurement and include past performance.

BAE Small Business Webpage

The BAE Systems Small Business 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 of small business advocates.
- **Expectations** – What BAE Systems typically seeks in a small business subcontractor
- **Opportunity Fit** – Identify customer RFPs and how your company can support.
- **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/EIS/SmallBusiness/index.htm>

Point of Contact

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- We utilize a network of small business advocates at our lines of business and in our business areas. These advocates assist small businesses in developing relationships with BAE Systems in an effort to increase its small business utilization and meet contractual requirements

