



# Advanced Defense Technologies (ADT) Cluster Workshop - 9 November 2011

**SAIC - Smart People Solving Hard Problems**

Our vision, values, and exceptional people contribute to our success

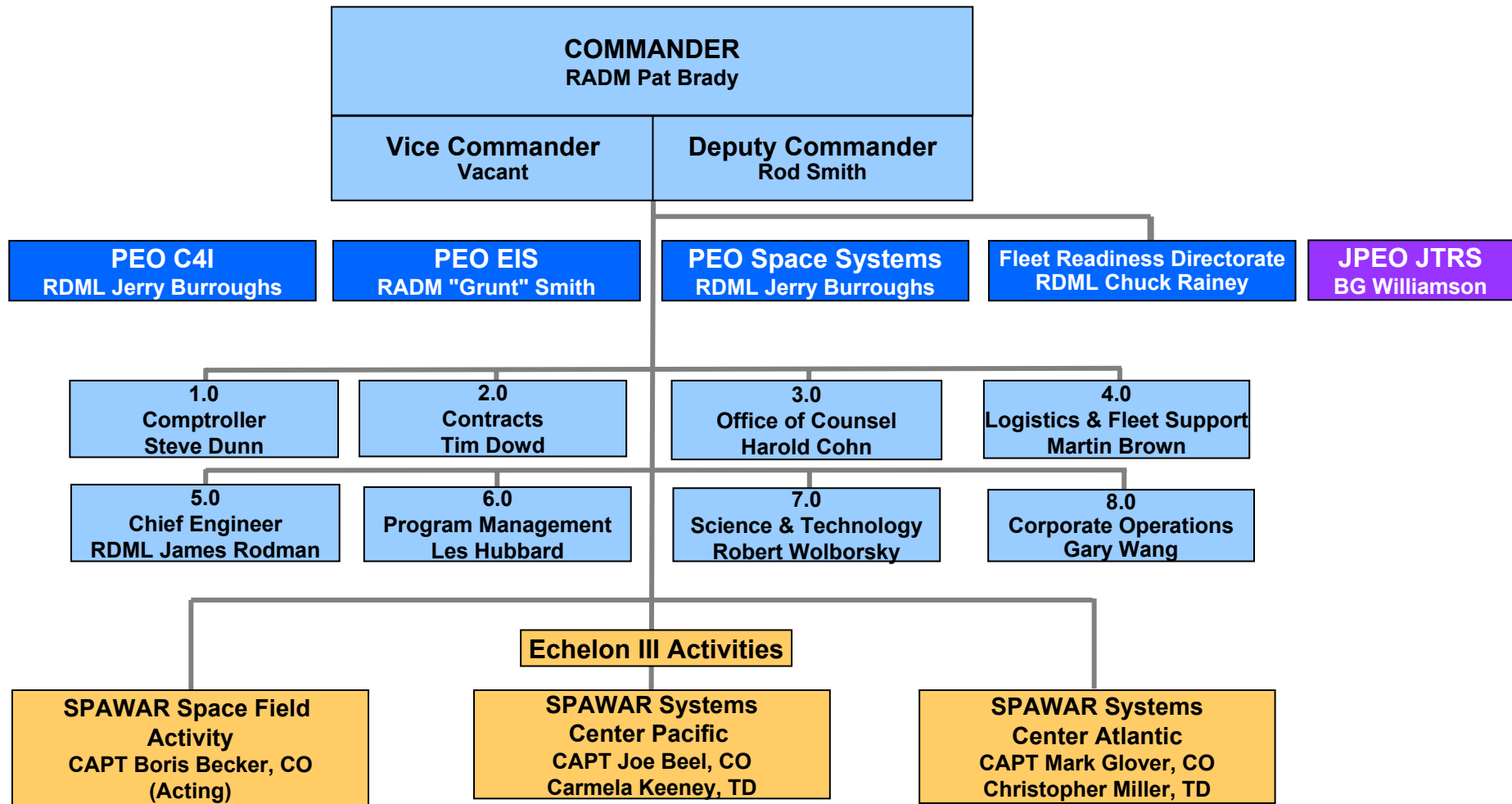


# ADT Cluster Workshop Presentation Outline

- Overview of Work being performed by SAIC in San Diego to Develop and Deliver Technologies and Solutions to the DOD
- Ways in which SAIC engages with Small Business to develop and deliver these solutions
- Company statistics for small businesses subcontracting
- Company specific initiatives to support working with small businesses: e.g., Mentor-Protégé; SBIR, etc.
- Mechanisms implemented by SAIC for Small Businesses to engage and Points of Contact
- Recommended Best Practices

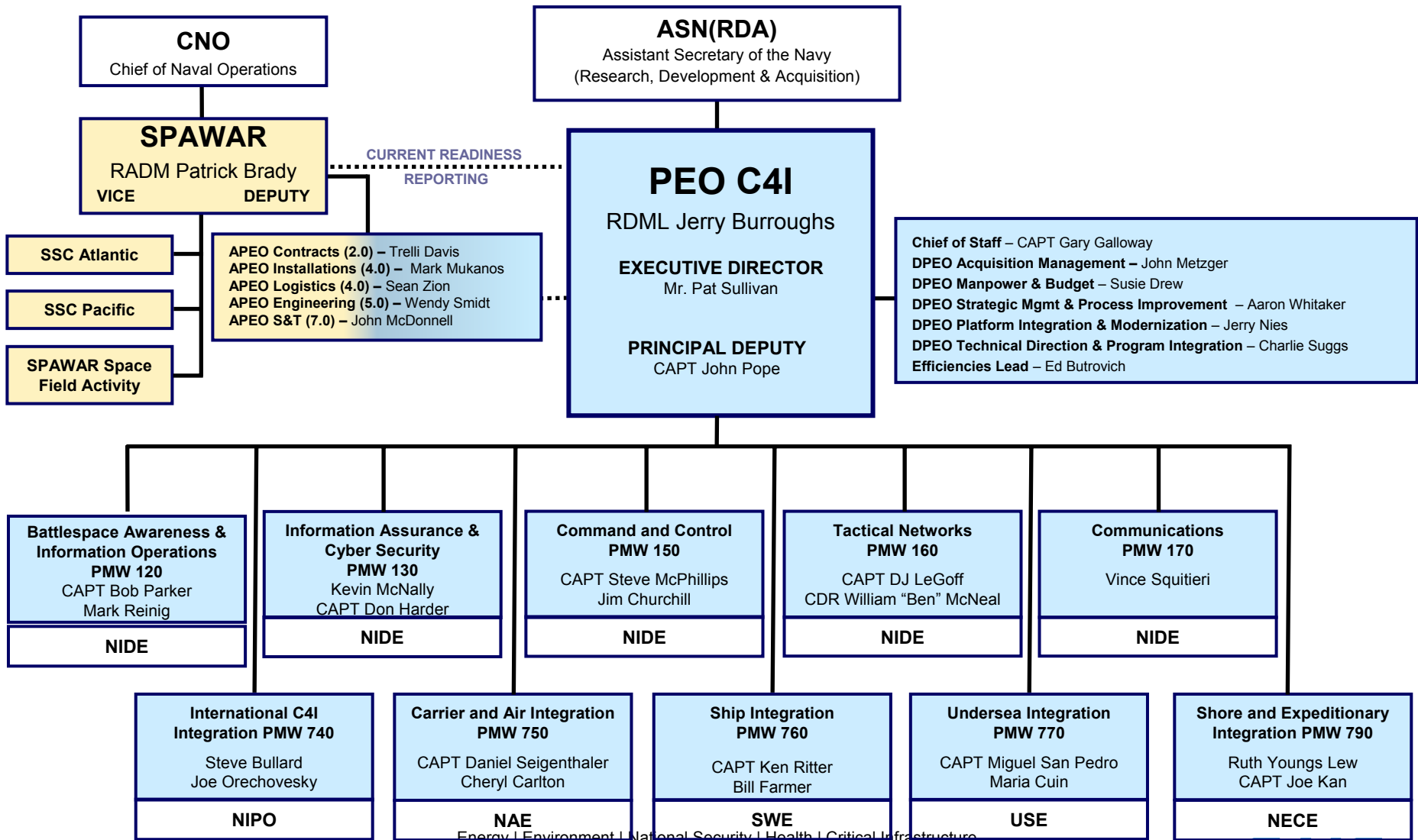


# Team SPAWAR – Primary San Diego Customers

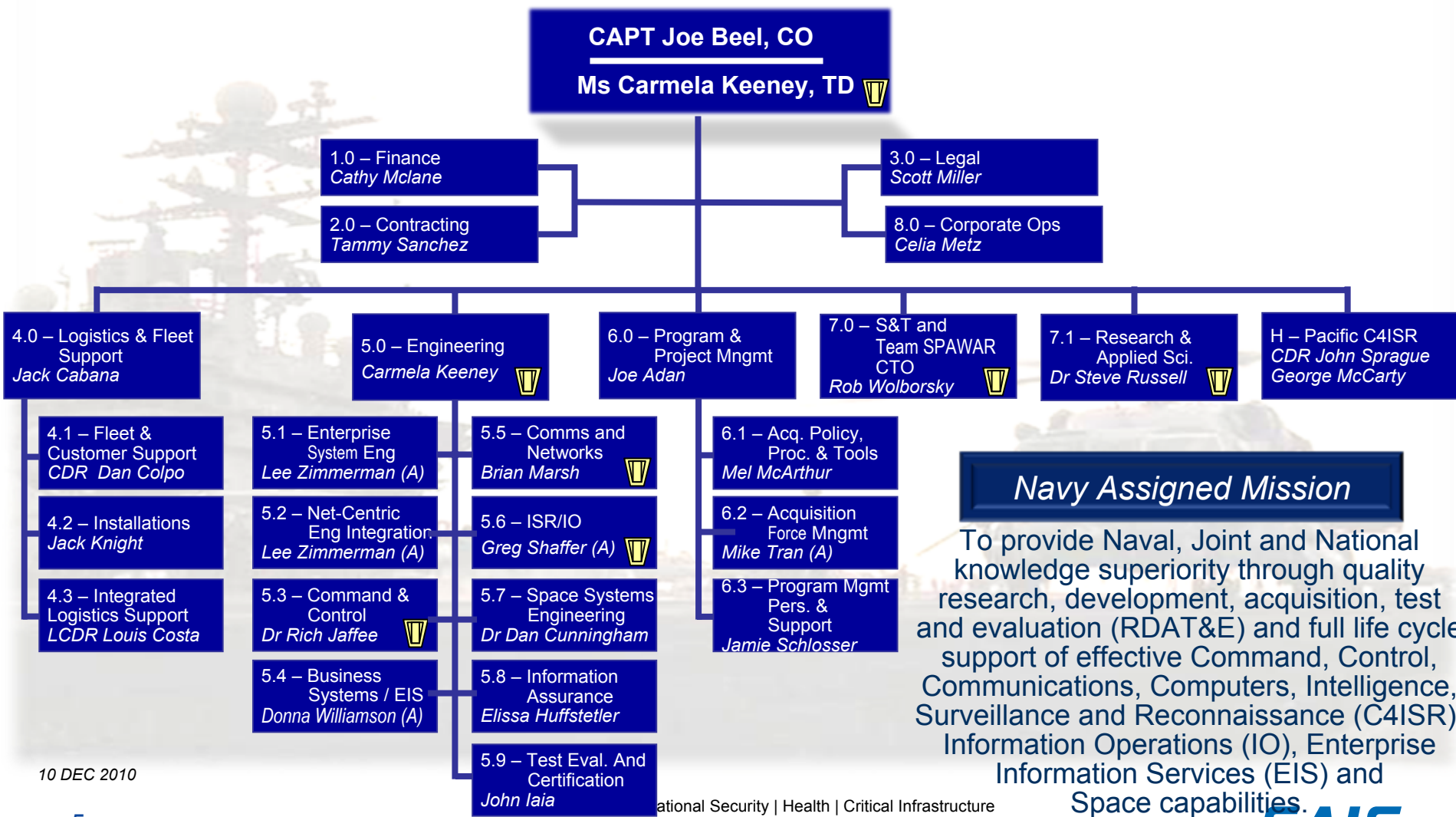




# PEO C4I Organizational Structure



# SSC Pacific Organization



10 DEC 2010



# Poway Facility Overview

- **26K square feet facility**
  - 6K square feet office space
  - 20K square feet fabrication/integration space
- **Assembly and Integration Area**
- **Quality Assurance Area**
- **Shipping & Receiving**
- **Approved Storage for U.S. Government Furnished Equipment**
- **R&D Machine Shop**
- **Electronics/Engineering Lab**
- **ISO 9001:2000 Certified**
- **CMMI Level 5 Certified**
- **Cleared to Secret Level**



# SAIC Security and Transportation Technology

## State-of-the-Art Manufacturing Facility – Vista, CA

- Approximately 120,000 sq. ft. of manufacturing and testing floor space
- Registered to ISO 9001:2000 standards
- Large-system assembly areas
- Electro-mechanical assembly





# Security and Transportation Technology Business Unit – Vista, CA.

- ▶ ISO 9001:2008 facility employing small businesses for products support:
  - ◆ Metal Fabrication/Machining
    - ◆ Packaging and Labels
    - ◆ Electro- Mechanical Parts
  - ◆ Cable and Printed Circuit Assemblies
    - ◆ Electronic Components

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- ◆ Manufacturing Location: 2985 Scott St. Vista, CA 92081





# SAIC's Market Focus - Where You Can Play

## DoD – Federal – State – Local - Commercial

- **Defense**
  - C2/C4
  - System Integration
  - SOA
  - Modeling and simulation
- **Intelligence**
  - Intelligence, Surveillance, & Reconnaissance (ISR)
  - Information sharing and dissemination
  - Geospatial Intelligence and imagery
  - Language services
- **Health Solutions**
  - Information Technology
  - Public Health
  - Life Sciences
  - Health Services
- **Logistics and Product Support**
  - Supply chain management
  - Product sustainment
  - Fleet management and support
  - Asset visibility and tracking
- **Information Technology**
  - Enterprise management
  - Managed IT services and infrastructure
  - Business planning and transformation
  - Software and data management
- **Areas of Growth**
  - Cyber
  - C4ISR
  - Energy
  - Health
  - Logistics, Readiness, and Sustainment

# SAIC's Small Business Program

- SAIC's Small Business Program Office charter includes:
  - Assist our small business partners in identifying and developing new business opportunities
  - Provide assistance to SAIC business units in identifying small business teammates
  - Monitor performance on small business participation plans
  - Oversee SAIC's Mentor-Protégé Program
  - Outreach to small businesses
- A Corporate Oversight Committee that includes SAIC executives and members of SAIC's Board of Directors monitors overall performance of the Small Business Program
- Small Business Advocates are assigned to our line organizations

# Corporate Commitment

- **SAIC commits resources to its small business programs**
  - Personnel resources
  - Outreach and sponsorship
  - Training Programs
    - Internal training program for SAIC personnel
    - External small business training program
  - Cash Incentives Program
- **A Corporate Oversight Committee that includes SAIC executives and members of SAIC's Board of Directors**
  - Quarterly review of each organization's performance with respect to achievement of small business goals
  - Discussion with respect to identifying challenges and possible solutions
  - Incentives
- **A separate steering committee consisting of line organization personnel from all disciplines (management, contracts, procurement, and business development)**
  - Quarterly meetings
  - Working groups are established to address specific issues as they emerge
- **SAIC has an incentive program designed to enhance small business performance**
  - Small Business of the Year Award
  - Annual Small Business Achievement Award
  - Annual Small Business Utilization Awards
  - HBCU/MI of the Year Award
  - Small Business Incentive Awards



# SAIC's Small Business Performance

## Federal Subcontract Awards to Small Business

	GFY 2010	GFY 2009	GFY 2008	GFY 2007
Small Business	<u>\$2270.6M</u>	<u>\$1988.1M</u>	<u>\$1638.9M</u>	<u>\$1238.8M</u>
Small Disadvantaged Business	<u>\$353.7M</u>	<u>\$366.5M</u>	<u>\$335.6M</u>	<u>\$255.4M</u>
Women-Owned Small Business	<u>\$409.3M</u>	<u>\$360.8M</u>	<u>\$347.8M</u>	<u>\$239.2M</u>
HUBZone Small Business	<u>\$72.1M</u>	<u>\$98.6M</u>	<u>\$88.2M</u>	<u>\$47.9M</u>
Veteran-Owned Small Business	<u>\$461.5M</u>	<u>\$335.9M</u>	<u>\$305.5M</u>	<u>\$206.3M</u>
Service Disabled Veteran-Owned Small Business	<u>\$248.9M</u>	<u>\$143.2M</u>	<u>\$156.0M</u>	<u>\$106.6M</u>
Historical Black Colleges & Universities/Minority Institutions	<u>\$5.5M</u>	<u>\$4.7M</u>	<u>\$7.1M</u>	

# HBCU/MI Initiatives

- Established strategic HBCU/MI Program in 2004
  - Program focused on cultivating strong relationships and understanding in an effort to foster teaming and drive subcontracting
  - Includes scholarship and internship program for select number of schools
- Conducted various outreach events for HBCU/MIs
  - Conducted Business Development Forums
  - Provided training classes on Marketing, Business Development, Proposal Development and Pricing to six institutions
- Currently teaming and subcontracting with 9 institutions.

# Mentor Protégé

- **Mentor-Protégé Program is an integral part of our Small Business Development Program.**
- **SAIC was one of the initial ten Prime Contractors to participate in the DoD Pilot Mentor-Protégé Program established in 1991.**
- **Currently over 20 active mentor protégé agreements across both DoD and Civilian agencies**
  - **DOD**
    - **Army – 5 active agreements with 4 pending**
    - **Navy – 2 agreements**
    - **NGA – 2 agreements with 2 pending final approval**
    - **NSA – 1 agreement**
    - **Joint Robotics – 1 agreement**
  - **Civilian agency agreements are at**
    - **NASA – 2 agreements**
    - **DHS – 3 agreement**
    - **FAA - 1 agreement**
    - **Treasury – 3 agreements pending**



# Strategic Outreach

- **SAIC participates in strategic outreach events. These events fall under three categories:**
  - **Customer sponsored events**
  - **Industry, trade or other association events (e.g, NDIA, AFCEA, NMSDC, STEM)**
  - **SAIC sponsored business development forums**
- **Established Wednesdays as “small business day” for small businesses seeking to do business with SAIC**
- **Conducting business development (matchmaking) forums and other small business events – 4-6 major events a year**
- **Provision of free training to small businesses**

## Select Awards for SAIC's Small Business Participation

### **2010, 2004, 2002 Small Business Administration Frances Perkins Vanguard Award**

Recognition of SAIC's commitment to working with Women-owned businesses.

### **2010 DHS Mentor Protégé Team of the Year Award Winner**

Recognition of SAIC's exemplary performance in mentor/protégé arrangements under the DHS Mentor Protégé program

### **2010, 2008, 2007, 2006, 2005 Veteran Business Journal Award for Best Corporations for Veteran-Owned Businesses**

Recognition of exemplary performance with Veteran and Service-Disabled Veteran-Owned Businesses

### **2008 NASA Goddard Space Flight Center Large Business Prime Contractor of the Year**

Recognition for significant contributions to NASA's small business program

### **2008, 2007\*, 2006\*, 2004\*, 2003, 2002, 2000, 1999, and 1998 DoD Nunn-Perry Award Winner**

Recognition of SAIC's exemplary performance in mentor/protégé arrangements under DOD program

### **2008, 2007 Department Veterans Affairs Center Veteran Enterprise Corporate Achievement Award**

Exemplary performance exceeding subcontracting goals for Service-Disabled Veteran-Owned Businesses

### **2007, 2001 Small Business Administration Eisenhower Award**

Recognition of SAIC's excellence in working with Small Business

### **2007 White House Initiative for HBCUs Corporate Honoree**

Recognition of SAIC's exemplary performance in working with HBCUs

### **2006 Department of State Certificate of Achievement**

Accomplishments of small business goals during Government Fiscal Year 2005.

### **2006 Department of Justice Certificate of Achievement**

Recognition of accomplishments of small business goals during Government Fiscal Year 2005.

# Points-of Contact

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**SAIC Corporate Small Business Development Program: [www.saic.com/sbp](http://www.saic.com/sbp)**

**Submit your small business profile: <http://www.saic.com/sbp/update.html>**



# How to do Business with SAIC

- SAIC's organizational construct may appear confusing
  - Entry points are:
    - Small Business Liaison Office / Vendor List
    - Small Business Database
    - Business Developers / Capture Managers
    - Line organization Division Managers / Program Managers
- We are a large corporation but often are short of resources
  - Each line organization is actually running a small business
  - Business development / capture management personnel are support staff to our Operation Centers
- Remember: We are ALL business / relationship developers

# Teaming – What Does SAIC Look For

- **Skills – What is it that you do best**
  - Niche technical and functional expertise
  - Skills that complement SAIC's capabilities as a whole and on specific opportunities
- **Past performance**
  - Prime contracting experience/strong CPARS
  - Subcontracting performance on similar/related efforts
- **Marketability – customer knowledge**
  - Customer intimacy and familiarity
  - Understanding customer culture, challenges, and needs
  - Being an active teammate = marketing of customer
- **Technical certification requirements**
  - Organizational certifications - SEI-CMMI, ITIL or ISO
  - Employee technical certifications – PMP, CSSP, ITIL
  - \*\*Clearances – Agency specific
- **Other relevant factors**
  - Location and ability to support various geographical areas
  - Rates Structure
  - Financial Stability
  - Type of Business – SB, SDB, WOB, HUBZone, SDVOB, VOB, HBCU/MI

***It is important to note that SAIC teams up front - well advance of opportunities!***

# Top 4 Tips

1. Distinguish your company
2. Present focus areas
  - Two core competencies are easy to remember
3. Do your homework
4. Establish peer-to-peer professional relationships



# Our Capture Process

- We start early with target identification
  - Begins soon after contract award (when we are not the incumbent)
  - Includes typical sources such as SPAWAR e-Commerce, FBO, Centurion, INPUT, Seaport-e, GWAC vehicles, etc.
  - Also includes networking, word of mouth, customer relationships
- We register opportunities in our CRM system
  - Helps us track leads for each opportunity so we can network internally
- We have rigorous capture procedures and Gate Review processes
  - Important for development of business case analysis and win strategies
  - Helps us identify / mitigate Organizational Conflicts of Interest
- Teaming and subcontractor capability assessments are a critical component of our probability of win analysis

# How we make Teaming Decisions

- Scenario 1
  - Follow-on contract
    - We have an incumbent subcontractor team
    - Small possibility for team adds to cover a niche requirement or small business socioeconomic category
    - Priorities: (1) candidates known to the customer; (2) relevant experience in the niche area; (3) relevant experience on a 'like' contract
- Scenario 2
  - New opportunity (SAIC is not a current prime)
    - Same priorities as above but more opportunity for new subcontractors
- Scenario 3
  - MAC IDIQ (or GWAC-type contracts)
    - Larger number of subcontractors
    - Less stringent on selection priorities
- Almost all teaming decisions are based on a capability assessment directly tied to the opportunity SOW or PWS

# A Day in the Life of an SAIC Business Developer

E-mail inquiries such as the following:

“My name is Sam and I represent Acme Corporation. We are a Veteran-Owned Small Business and would like to fill your requirement for an VOSB on N66001-10-R-xxxx. Please respond.”

“I represent WidgetApps and we are on your Seaport-e team but we have not been contacted to support any opportunities.”

“I see an opportunity in Crane, Indiana and you are on our Seaport-e team so I would like you to sub to us.”

“Our company overview is attached. Please call me to follow-up on opportunities that we can bid together.”

“I will be in town on March 20<sup>th</sup>; please arrange a meeting with your senior executives.”

“I have contacted you numerous times and you tell me I am either too early or too late. This is very frustrating.”

# Help Us Help You

- SAIC understands our responsibility to the small business community
  - **We have mandated goals and also recognize the value of good partnerships**
- Top 4 Tips
  1. Distinguish your company
  2. Present focus areas
    - **Two core competencies are easy to remember**
  3. Do your homework
  4. Establish peer-to-peer professional relationships
- Help us help you
  - Ask about opportunities >6 months in the future
  - Give us information on your company that's easy to remember
  - Bring us an opportunity that has a reasonable business case
  - Check in periodically just to stay in touch and get to know us better
  - Ask for help, advice, recommendations, referrals

# FOCUS AREAS – POINTS OF CONTACT

• <b>Intelligence and Information Solutions (Cyber)</b>	<b>Steve Sutherland</b>
• <b>Surveillance and Reconnaissance Solutions</b>	<b>Nancy Aitkenhead</b>
• <b>Logistics and Engineering Solutions</b>	<b>Paul Rohen</b>
• <b>Advanced Communications &amp; Networked Systems</b>	<b>Peter Gamerdinger</b>
• <b>Applied Technology Systems</b>	<b>John Quigley</b>
• <b>Planning and Communications Systems</b>	<b>LaVerne Cose</b>
• <b>Network Integration and Engineering</b>	<b>Greg Silva</b>
• <b>Enterprise and Mission Solutions</b>	<b>Robert Pennoyer</b>
• <b>Naval Systems Design and Integration</b>	<b>Lori Ventimiglia</b>
• <b>Satellite Communication Programs</b>	<b>Lance Schlumm</b>
• <b>Security and Transportation Technology</b>	<b>Ben Usaha</b>



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