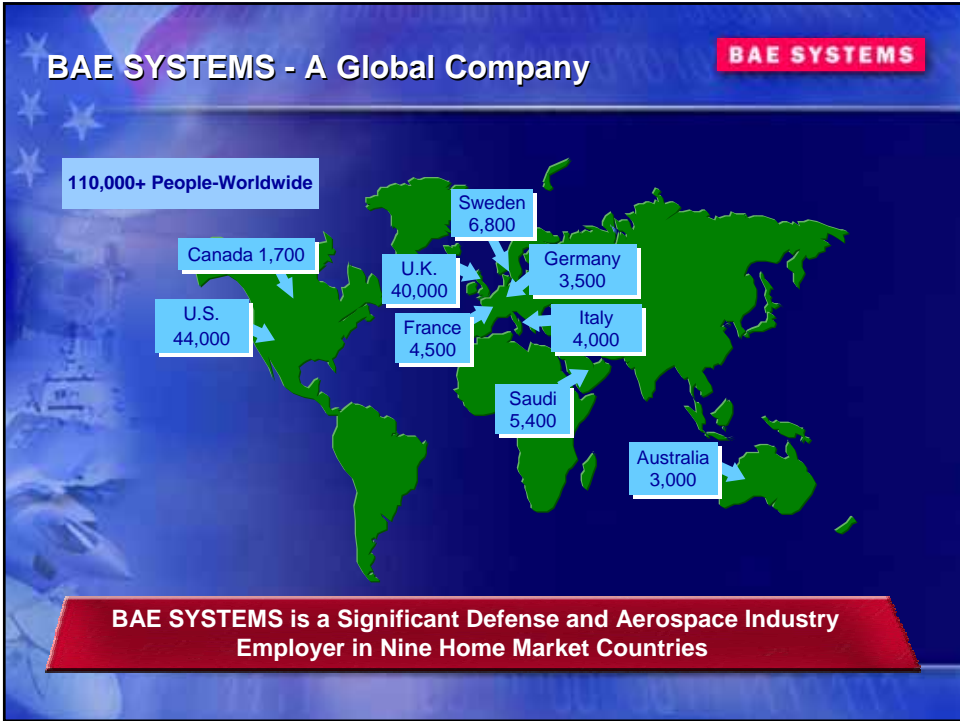


# GovLink Conference 2005



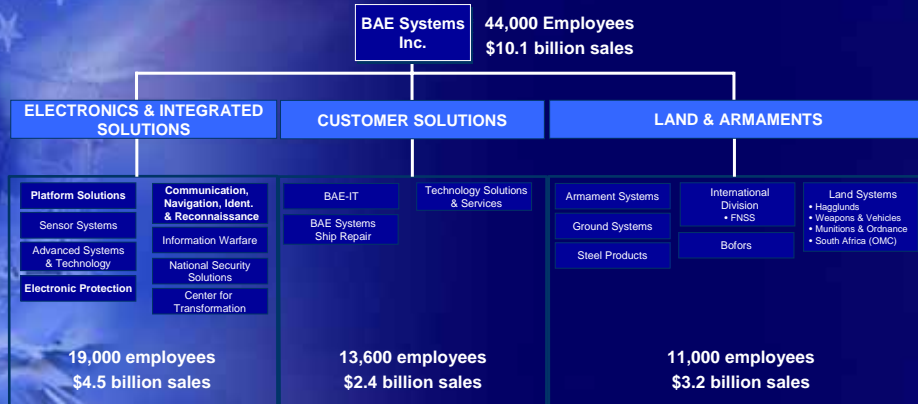
## The BAE SYSTEMS Organization





# Operating Groups

**BAE SYSTEMS**



The new organization is based on logical operating groups that focus on our customers

# Electronics & Integrated Solutions

**BAE SYSTEMS**



**Communication, Navigation, Identification and Reconnaissance**  
 Innovates technically superior solutions in avionics, navigation and military communications.



**Electronic Protection**  
 Provides platform protection solutions that shorten response time; provides real-time passive situational awareness.



**Information Warfare**  
 Provides actionable intelligence, advanced technologies and space systems; enables full spectrum information superiority.



**National Security Solutions**  
 Provides end-to-end battle management; image management; integrates large-scale information and intelligence support systems.

**Platform Solutions**  
 Serves aerospace and defense end-users with systems that improve operational safety and enhance mission effectiveness.

**Sensor Systems**  
 Exploits state of the art infrared, millimeter wave and laser technologies to design and build missile seekers, mission subsystems and laser systems.

## Customer Solutions

BAE SYSTEMS

Leading provider of integrated technical and professional service solutions for the U.S. national security and Federal civilian markets.



### Information Technology Solutions

One of the largest federal sector information technology companies providing enhanced network-centric infrastructure and information-sharing



### Sub-systems Integration Solutions

Leading provider of systems design, engineering, integration, and testing services for next-generation naval platforms; C4I for DoD and homeland security applications



### Operations & Maintenance Solutions

Premier provider of operations 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

## Land & Armament

BAE SYSTEMS

A leader in the design, development and production of combat vehicles, artillery, naval guns, missile launchers and precision munitions used by the U.S. Department of Defense and allies worldwide. Such as:



[Bradley Fighting Vehicle](#) -- the U.S. Army's primary armored infantry vehicle



[Mk 45 Gun System](#) -- the world's lightest, most reliable, fully automated 5-inch naval gun system



[Mk 41 Vertical Launch System](#) -- missile launch canisters and, in conjunction with Lockheed Martin Corporation, missile launchers for the U.S. Navy's surface fleet



[Advanced Gun System](#) -- the next generation 155mm naval gun system being developed for the U.S. Navy

BAE Systems has produced more than 100,000 combat vehicles and 100,000 weapon systems currently in use by the U.S. Department of Defense and international allies.



**SMALL BUSINESS SUBCONTRACTING PROGRAM** **BAE SYSTEMS**

**Active and Award-winning Program since the 1970's:**

 DCMA – “Certificate of Achievement” awards for exceeding the 5% goals for Subcontracting to Small Disadvantaged Businesses; consistently rated “Outstanding.”

NISH award for utilization of Handicapped Firms

NASA “Commitment to Excellence Award” for participation in Small Business outreach programs.

 **Excellent record of utilizing Small Business firms of all types** in the execution of our Small Business Subcontracting Plans. Typically award significant portions of our subcontracting dollars to Small Business while meeting or exceeding our goals for awards to SDB's and WOSB's for each year reported.

## SMALL BUSINESS SUBCONTRACTING PROGRAM

BAE SYSTEMS



•BAE Systems' uses both Direct and Indirect Subcontracting in calculating our Small Business Plan goals. In gathering goal data, we use planned procurement actions based on designs and Bills of Material, our experience in building similar items and quotes from perspective suppliers.



•BAE procures a wide variety of factory and office product acquisitions under the indirect category. Using our outreach program, we help to establish Small, Small Disadvantaged and Small Woman-Owned businesses and work to include HUB Zone, Veterans and Service Disabled Veteran Small Businesses to support operations with goods and services.



•Direct Subcontracting includes a wide range of Electronic Components and Mechanical Hardware utilized in the manufacturing of our products.



•The Advanced Technology Support Program offers a unique opportunity to partner with Small Business in the advancement and improvement of fielded system's performance and reliability.

## SMALL BUSINESS SUBCONTRACTING PROGRAM

BAE SYSTEMS

- Small Business Development : We employ several methods to develop subcontracting goals. Procurement reviews Proposals from Engineering and Manufacturing Bill(s) of Material, specifications, and/or statement(s) of work, etc., to ascertain possibilities of procurement(s) from:
  - Small Businesses
  - Small Disadvantaged Business
  - Small Woman-Owned Business
  - Small HUB Zone Business
  - Small Veteran-Owned Business
  - Service Disabled Owned Firms
  - HBCU /MI's
- In compliance with Procurement procedures, we will assure that Small Business, Small Disadvantaged Business, Woman-Owned Small Business, HUB Zone, HBCU/MI, Veterans, and Service Disabled Veteran concerns have an equitable opportunity to compete for subcontracts.

## Percentage of Small Business Subcontracts

BAE SYSTEMS



\* Reflects Heritage IEWS Only

## SMALL BUSINESS SUBCONTRACTING PROGRAM

BAE SYSTEMS



**Management Commitment:** BAE Systems' management demonstrates continuing interest in, involvement with and support of the Small Business / Supplier Diversity program effort through:

- Procurement Directives and Practices.
- Management-by-Objective goals.
- Education and Training.
- Make-or-Buy Policy and Procedure.
- Small Business performance goals for Procurement staff members



**Administration of the Master Subcontracting Plan:** The Small Business Liaison Officer administers the overall subcontracting program. SBLO is identified in the Master Plan and is responsible for the coordination of the overall Small Business Program:

**Mr. Ira M. Brand, Small Business Liaison Officer- (603) 885-3814**



BAE SYSTEMS



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