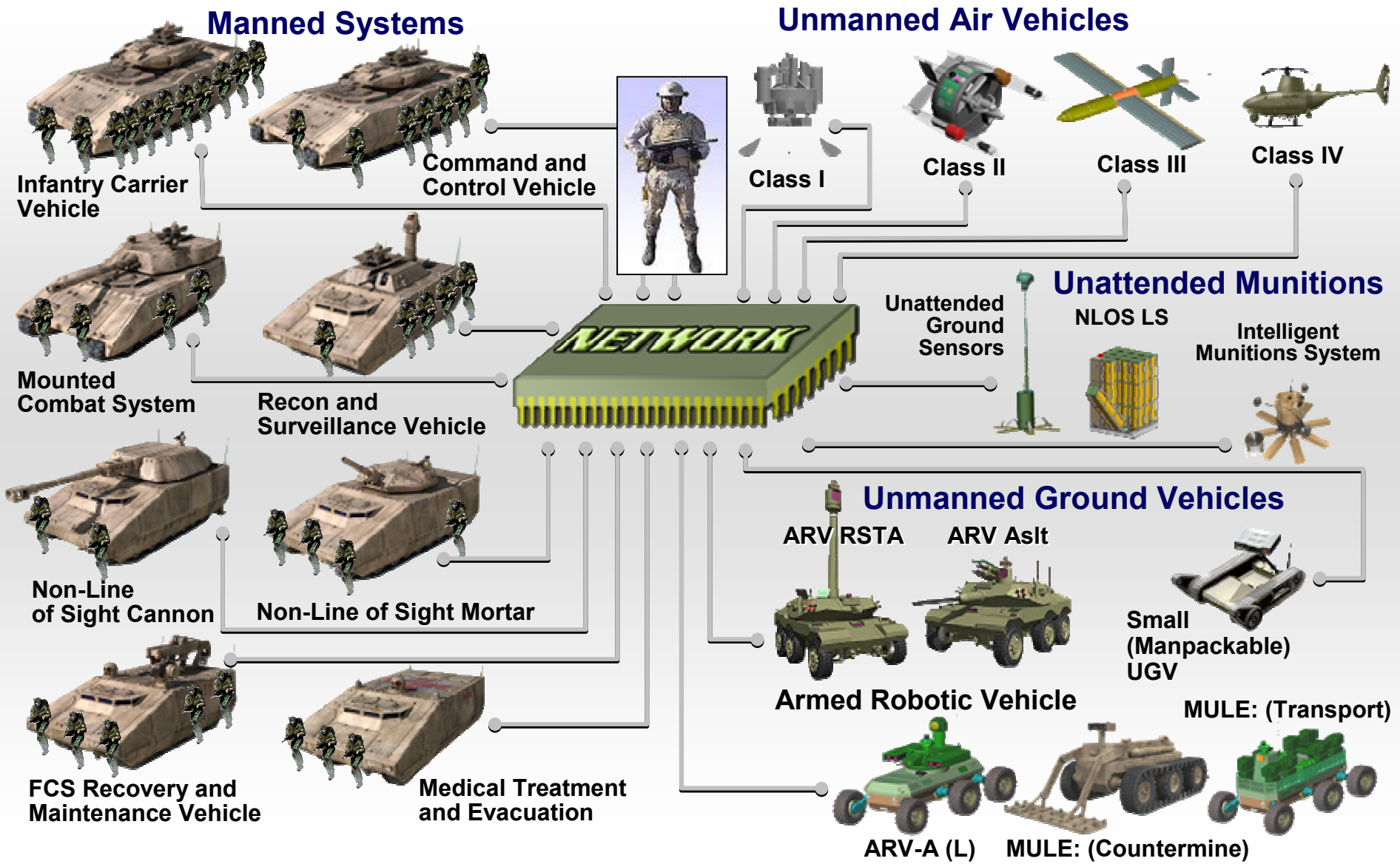


# **FCS Program Overview**

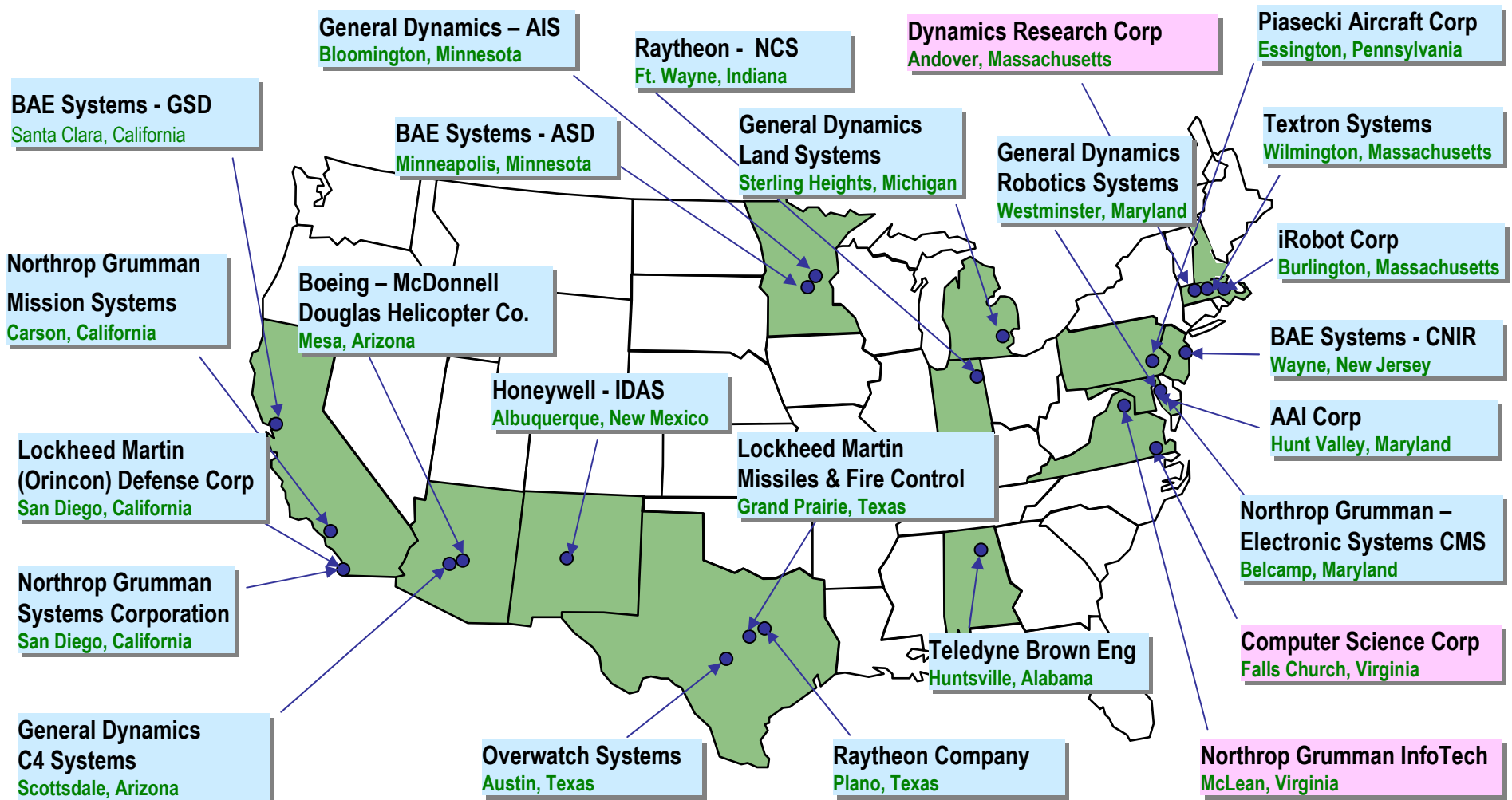
## ***9<sup>th</sup> Annual Army Small Business Conference***

**John Kelley**  
**Director - Supplier Management & Procurement**  
**Future Combat Systems**

# FCS System-of-Systems

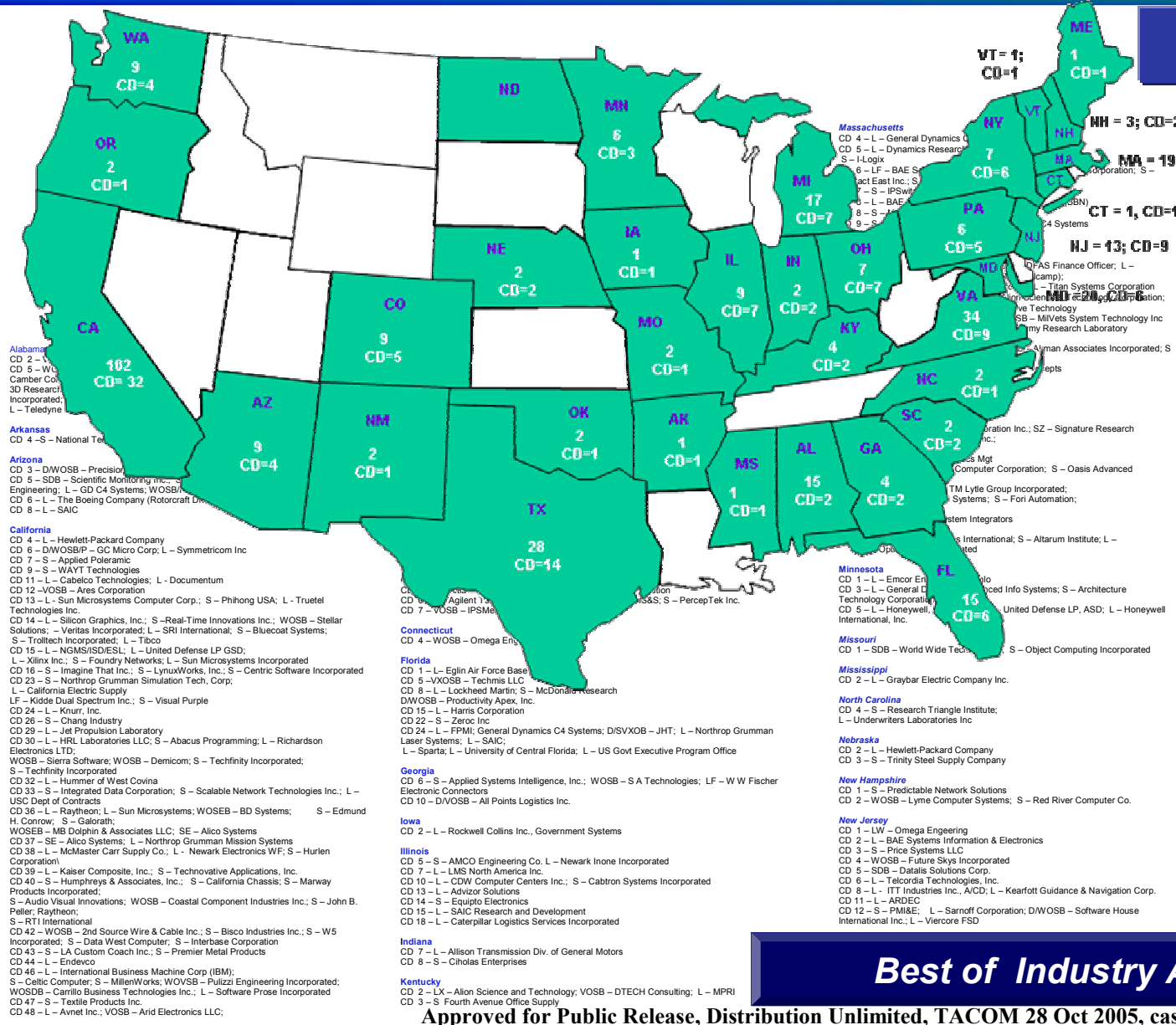


# FCS “Best of Industry” Team



# FCS One Team Industry Base

**34 States, 156 Congressional Districts, 358 Suppliers**



- New Mexico**  
 CD 1 - L - Honeywell IDAS; L - Northrop Grumman Mission Systems
- New York**  
 CD 2 - L - BAE Systems Information & Technology  
 CD 8 - S - Adacore Technologies  
 CD 21 - L - TACOM/ARDEC Genet Laboratories  
 CD 22 - L - BAE Systems Control  
 CD 29 - L - Impact Technologies LLC; L - Schweizer Aircraft Corporation
- Ohio**  
 CD 3 - L - MTC Technologies Inc.  
 CD 4 - S - GTJ Enterprises  
 CD 5 - L - Verhoff Machine & Welding  
 CD 6 - L - Titanium Metals Corp  
 CD 7 - L - AFRUS/NUW  
 CD 8 - L - Northrop Grumman - Xetron  
 CD 15 - L - Battelle Memorial Institute
- Oklahoma**  
 CD 4 - FSDB - Tec-Masters Inc.; S - Telos OK, LLC
- Oregon**  
 CD 1 - L - Heifetz, Halle Consulting Group LLC; L - Tektronix Incorporated  
 CD 9 - S - Kottlager Management Consulting  
 CD 13 - S - Gempius Corporation  
 CD 14 - L - National Robotics Engineering Consortium; SDB - Timesys Corporation  
 CD 18 - S - Black Box Corp of PA  
 CD 19 - VOSB - International Logistics Systems Inc.
- South Carolina**  
 CD 1 - S - Innovative Decisions Inc.  
 CD 2 - S - Vetrion Research Corporation
- Texas**  
 CD 3 - WOSB - M and J Strategies Inc; S - Mustang Technology; EWOSB - QC Plus Computers; L - Raytheon GSD, MFRFS; L - Raytheon Network Centric Systems; DV/WOSB - Savage Precision Fabrication Inc.; L - Software Spectrum Inc.  
 CD 4 - S - CAE Soft Corp  
 CD 5 - S - Techtrix Group; WOSB - Aerospace Fasteners  
 CD 6 - S - JR's Machine Shop  
 CD 7 - S - Vector ESP Inc.; S - Welcom  
 CD 16 - S - Technical Solutions Inc.  
 CD 21 - VOSB - Austin Info Systems Inc.; L - National Instruments Corporation  
 CD 22 - S - Nakkam Incorporated  
 CD 24 - L - Lockheed Martin Missiles & Fire Controls  
 CD 25 - S - Symix Incorporated  
 CD 26 - L - Graybar Electric Company Inc.; L - Ten on Eleven Incorporated  
 CD 29 - L - Intec Engineering  
 CD 30 - SEB - Quality Solutions Inc.; L - Southwestern Bell Tele Co  
 CD 32 - WOSB - Archive Supplies Inc.; S - Communications Supply Corp; WOSB - Data Projections Inc.; S - Source Inc.
- Virginia**  
 CD 1 - L - MPRI  
 CD 2 - L - Bridgeborn LLC  
 CD 3 - LX - Computer Systems Corp; XVOSB/Z - MYMIC LLC  
 CD 4 - VOSB - Logistics Management Resources; L - MPRI  
 CD 6 - L - SAIC  
 CD 8 - SX - EXAGRID; SN - Human Resources Research Org; S - Frank Kendall; L - LMI; L - Lockheed Martin Orion/Div; SDB - MPSC; L - MPRI Incorporated; L - SAIC; S - Booz-Allen Hamilton  
 CD 9 - L - General Dynamics Armament and Technical  
 CD 10 - S - DLT Solutions, Inc.; L - GTSI Corp; XVOSB - Innovative Management Concepts (IMC); L - Integrated Data Systems; S - SPEC; S - SPI; L - Calian Technology (US) LTD; DBA; SDB - Professional Software Engineering  
 CD 11 - SDB - BRTRC Inc.; L - EDS; SEB - Invokce LLC;  
 L - Night Vision & Electronic Sensors Directorate; L - Northrop Grumman Info Tech; S - Serco North American (formerly RCI); S - Sparta Inc.; L - Boeing S&S; S - Vitech
- Vermont**  
 CD 00 - L - General Dynamics Armament and Technical Products Inc.
- Washington**  
 CD 2 - S - Fluke Electronics Corporation  
 CD 7 - S - F5 Networks Incorporated  
 CD 8 - SDBP - General Microsystems, Inc.; L - Hitachi Data Systems Corp.; CL - Parametric Technology Corporation; VOSB - Avallian; S - Construx Software Builders Incorporated; L - Tibco Software Incorporated  
 CD 9 - DVXOSB - New Definitions Incorporated

**Best of Industry Across the Nation**



# FCS Small Business Involvement

- Small businesses bring to bear unique solutions and insights. Areas of program involvement span the business and technology spectrum as follows:

<b>Computer Systems</b>	<b>Logistics Support</b>
<b>Consulting Services</b>	<b>Networking Equipment</b>
<b>Electronic Systems</b>	<b>Product Support (Oracle Workstation)</b>
<b>Engineering Services (SoSCOE Engineering Support, UAV Gap Analysis)</b>	<b>Risk Management</b>
<b>Hardware Systems Development</b>	<b>Shop Safety Equipment</b>
<b>Information Technology</b>	<b>Software Services and Products (C4ISR Software Requirements, Situation Understanding, Data Visualization and CAD Conversion)</b>
<b>Parts Processing Services</b>	<b>Training Services</b>

# How to Get Involved with FCS



- Regularly check the FCS Website Home Page at: [www.boeing.com/fcs](http://www.boeing.com/fcs)
- Located on this website:
  - FCS Business Opportunities of the LSI and its Partners (Contacts with websites)
  - Information on Submitting Unsolicited Proposals and Questions
  - Partners' Requests for Quotations / Information
  - FCS Business Opportunities
    - **FCS Supplier Information Submittal Form**
  - Supplier Diversity information (specific LSI / Partner Small Business contacts provided in FCS Business Opportunities Brochure)
  - FCS calendar with upcoming conferences and events
- Reach out to the LSI and Partners to express your interest and capability
- Focus on areas of technology and express interest across the One Team

# FCS External Web Site

The screenshot shows the Boeing FCS external web site. At the top, navigation links include 'Boeing Home', 'Integrated Defense Systems', and 'Phantom Works'. A sidebar on the left contains links for 'fcs overview', 'what's new?', 'briefings', 'industry collaboration', 'archive', and 'questions'. The main content area features the Boeing logo, a 'SAIC' logo, and a list of links: 'Partners', 'Unsolicited Proposals', 'Partners Requests for Information / Quotes', 'FCS Business Opportunities', 'Supplier Diversity', and 'Automated Resupply, NLOS Cannon/Mortar & Mounted Combat System RFI'. A search bar is located at the bottom right of the main content area. The footer contains a 'site navigator' with categories like 'PRODUCTS & SERVICES', 'EMPLOYMENT', and 'CORP. GOVERNANCE', along with contact and legal information.

Callouts from the right side of the image point to the following features:

- Partner lists and Website links
- Submission of Proposals not covered by an RFP
- Partner posted solicitations for requests for information
- Partners opportunities, contacts, and submittal form, and LSI Technology areas of interest
- Supplier Diversity information and contacts
- LSI posted solicitations (requests for information/proposals, white papers), news, and events

[www.boeing.com/fcs](http://www.boeing.com/fcs)

# Partner Opportunities

- Opportunities for both the LSI and partners are listed on or linked to the FCS website
- Opportunities exist for 2nd and 3rd tier support to recent, pending and future selections

## Example from FCS Website

### FCS Business Opportunities

[Intelligence, Surveillance, and Reconnaissance](#) | [C4ISR - Battle Command](#) | [C4ISR - Network Systems](#) | [Unmanned Ground Vehicle](#) | [Unmanned Air Vehicle](#) | [Manned Ground Systems](#) | [Supportability](#) | [Training Support](#)

FCS Partner Contact Information	Business Opportunities
<b><i>Intelligence, Surveillance, and Reconnaissance</i></b>	
<p>Ground Sensor Integrator                      Raytheon Network Centric Systems                      Plano, Texas                      Randy Whitaker - Manager, Supplier Diversity                      Telephone: 972-344-8302                      Fax: 972-344-8354                      Email: <a href="mailto:r-whitaker@raytheon.com">r-whitaker@raytheon.com</a></p> <p>Howard Lund – Sensor Source Selection                      Email: <a href="mailto:GSIsourceselection@raytheon.com">GSIsourceselection@raytheon.com</a></p> <p>Web Addresses:  <a href="http://www.raytheon.com">www.raytheon.com</a>  <a href="http://www.raytheon.com/connections/supplier/diversity/index.html">www.raytheon.com/connections/supplier/diversity/index.html</a></p>	<ul style="list-style-type: none"> <li>• Electro-Optics Intelligence, Surveillance, and Reconnaissance Mission Payload (suite of sensors) for Small Unmanned Ground Vehicle (SUGV)</li> <li>• Short Range Electro-Optics/Infrared Sensor</li> <li>• Acoustic Locating Array Sensor</li> <li>• Mine Detection Sensor for SUGV</li> </ul>



# FCS Business Opportunities

(Located on FCS Website)



## Technology Areas of Interest



### Breakthrough and Leverage Technologies

- |   |  |
|---|--|
| <ul style="list-style-type: none"><li>• Automation of Dissimilar Databases for Interoperability and Effects</li><li>• Methods for Automating Terabyte Databases</li><li>• Innovative new technology to improve software specification, development, test and verification</li><li>• Decision tools for managing program complexity in very large System of Systems acquisitions</li><li>• Affordable technology for highly efficient cooling of electronic sub-systems</li><li>• Techniques for reducing cost of common components of multi-mode radars</li><li>• Techniques for reducing cost of key components in multi-spectral infrared sensors</li><li>• Techniques for waste heat recovery, distribution, and discharge</li><li>• Highly reliable manufacturing techniques for lead-free solder applications</li><li>• Low cost non-lethal weapons</li><li>• Advanced Lethal/Non-Lethal Scaleable Munitions and Effects</li></ul> | <ul style="list-style-type: none"><li>• Innovative algorithms and techniques for automated obstacle avoidance in unmanned air and ground vehicles</li><li>• Innovative techniques for on-board and remote sensor data fusion</li><li>• Innovative techniques for ground vehicles to survive rocket-propelled grenades and top-attack missiles</li><li>• Innovative sensing techniques for remote detection of chemical, biological, radiological, and nuclear agents</li><li>• Algorithms and models for Quality of Service in extremely large ad hoc mobile networks</li><li>• Advanced directional antenna techniques for wideband wireless networking from moving ground vehicles</li><li>• Advanced solutions for high data rate point-to-point and networked communications</li><li>• Advanced display techniques for hemispheric threat assessment by moving vehicles.</li><li>• Linear engines</li><li>• Heavy fuel engines for Unmanned Aerial Vehicle classes</li></ul> |
|---|--|

# Partner Contact Information



Partners	Contact Name	Phone Number	Email
Raytheon Network Centric Systems	Valerie King	508-490-2331	valerie_king@raytheon.com
Raytheon Network Centric Systems	Randy Whitaker	972-344-8302	r-whitaker@raytheon.com
Northrop Grumman Integrated Systems	Vicky Harper-Hall	310-814-0550	Vicky.Harper-Hall@ngc.com
Northrop Grumman Information Technology	Sandy VanDerEems	703-556-1714	Sandy.VanDerEems@ngc.com
Northrop Grumman Mission Systems	Jack Beckwith	310-764-9831	john.beckwith@ngc.com
Northrop Grumman Electronic Systems Corp.	Susanne Adams	410-765-8269	Susanne.adams@northropgrumman.com
General Dynamics Robotic Systems	Gerry Simmons	410-876-9200	gsimmons@gdrs.com
General Dynamics C4 Systems	Stephanie Poppe	480-441-7255	Stephanie.poppe@gdds.com
General Dynamics Land Systems	Doug Gamache	586-825-7883	gamached@gdls.com
General Dynamics Advanced Information Systems	Lynn Simmons	508-880-1658	Lynn.Simmons@gdc4s.com
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Lockheed Martin Missiles and Fire Control	Cathy Usztan-Bedford	972-603-1268	cathy.usztan-bedford@lmco.com
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Computer Sciences Corp.	Annie Martin	703-818-4182	amartin5@csc.com