

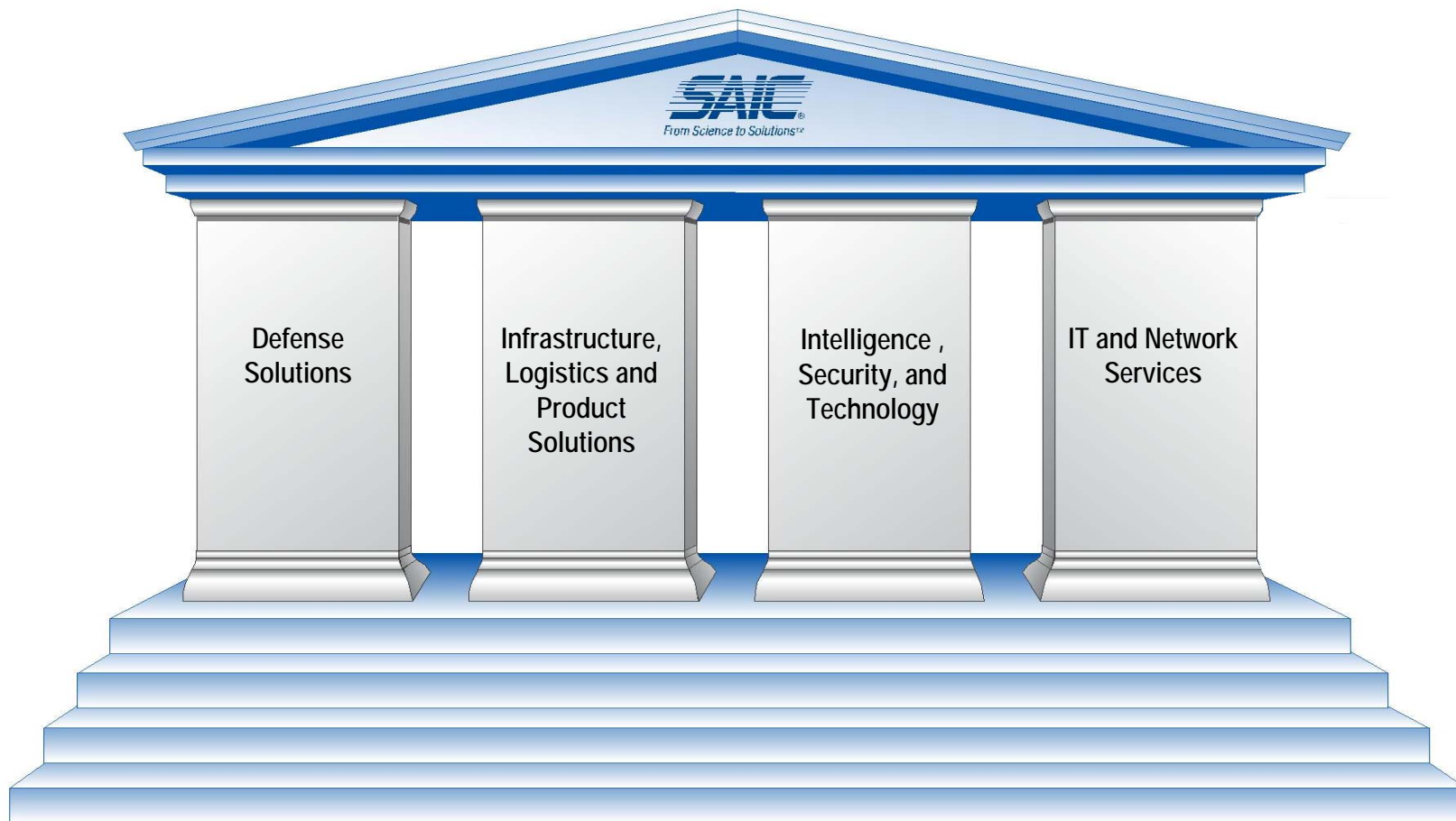


SAIC's Small Business Program

May 16, 2007



Company Organization

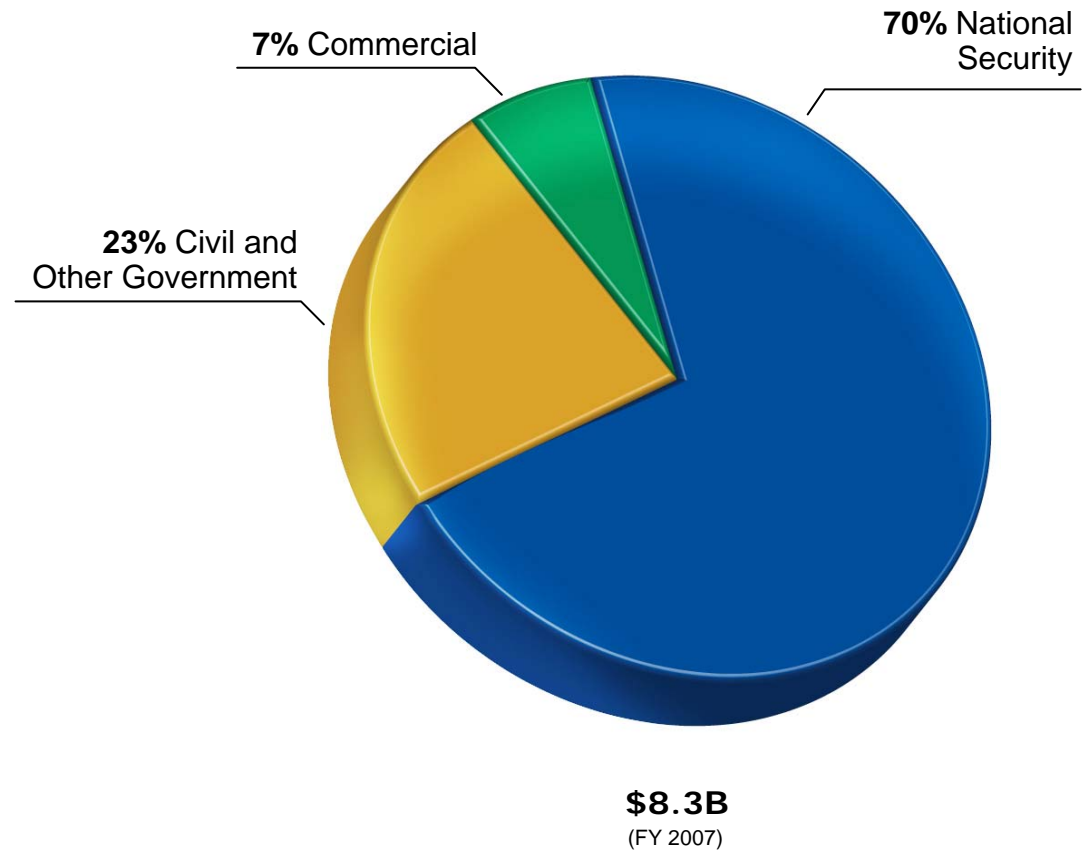


SAIC Business Overview



Business Areas

- Defense
- Intelligence
- Homeland Security
- Logistics and Product Support
- Science and Technology
- Health and Life Sciences
- Space and Earth Sciences
- Enterprise Management
- Global Commercial Services





SAIC's Philosophy – "Small Business is Good Business"

- Small Businesses provide tremendous value to our customers
- Small Businesses bring new ideas, innovations, capabilities and diversity to our customers and SAIC
- SAIC is committed to effectively working with and using Small Businesses
- Small business is good business and is important to SAIC's management



SAIC is Organized to Support Small Business

- A Corporate Oversight Committee that includes SAIC executives and members of SAIC's Board of Directors monitors overall performance of the Small Business Program

- SAIC's Small Business Program Office oversees the following:
 - Assist our small business partners in identifying and developing new business opportunities
 - Provide marketing and bid assistance
 - Monitor and manage compliance with small business participation plans
 - Conduct small business assessments
 - Measure and report performance

- Small Business Advocates are assigned to our line organizations

SAIC's Small Business Past Performance



SUBCONTRACTED AWARDS TO SMALL BUSINESSES

	GFY 2006	GFY 2005	GFY 2004	GFY 2003	GFY 2002
Small Business	\$1,232.5M	\$1,352.2M	\$960.7M	\$793M	\$490M
Small Disadvantaged Business	\$241.1M	\$231.5M	\$197.3M	\$152M	\$116M
Women-Owned Small Business	\$238.7M	\$236.5M	\$179.9M	\$130M	\$77M
HUBZone Small Business	\$56.8M	\$39.5M	\$24.1M	\$16.7M	\$6M
Veteran-Owned Small Business	\$140.7M	\$115.6M	\$103.5M	\$42M	\$22.8M
Service Disabled Veteran-Owned Small Business	\$51.4M	\$36.0M	\$49.5M	\$3.64M	\$5M
Historically Black Colleges/Universities	\$3.1M	\$2.7M	\$427K	\$332K	\$195K

“The only good is knowledge and the only evil is ignorance ”– Socrates

- KNOW the business areas, needs and customer sets of the large business
- KNOW your audience – program manager, business development, contracts, etc.
- KNOW what opportunities are present at the customers you are targeting.
- KNOW what are your strengths unique to the prime and the opportunity
- KNOW the competitive landscape and your potential weaknesses
- Be specific about and opportunity

Avoid “I contact”



Teaming – What Does SAIC Look For

- Skills – What is it that you do best
 - Niche Technical and Functional Expertise
 - Employees with Certified/Desired Skills
 - Skills that complement SAIC’s capabilities as a whole and on specific opportunities

- Past Performance
 - Subcontracting performance on related efforts
 - Prime contracting experience

- “Marketability” – Customer Knowledge
 - Customer Knowledge – Do you know them and the “real environment”? Do they know you?
 - Active Teaming = Good Teaming

- Type of Business – SB/SDB/WOB/HUBZone/SDVOB/VOB

- Strong Financial Capabilities – essential in exploring set-aside opportunities

- Hiring of cleared people – invest in obtaining/retaining clearances
- High profile projects will often include certification requirements – seek to obtain SEI-CMMI or ISO certifications.
- Enhance knowledge of federal acquisition environment
 - Understand the lifecycle of an acquisition
 - Understand the diversity of contracting vehicles
 - “Politics” – Budget process, personnel changes, *leverage*
- PERFORM, PERFORM, PERFORM

Federal Marketplace – What SAIC is pursuing

- Department of Defense Transformation
 - C3
 - Net-Centric warfare and battlespace awareness.
 - Force management, protection and deployment strategies
 - Logistics, supply chain and sustainment

- Intelligence
 - Interdependence among commands and agencies – convergence and sharing
 - Human intelligence and increased support “downrange”
 - Analysis, operations and support activities

- Homeland Defense
 - WMD Threats – Chemical, Biological Radiological, Nuclear (CBRN) assessments and countermeasures
 - Security – Physical and Information Security
 - The Homeland – First Responders, Border Protection/Inspection
 - Infrastructure Protection – Ports, Airports, Energy



The Subcontracting Process – “I want to work with you”

- SAIC teams up front
 - Teaming discussions begin well in advance of an opportunity
 - Requires active marketing
 - Selectively add-on members post award

- Outreach really means “Reaching Out”
 - Attend Acquisition Industry Days
 - Trade Associations and Other Networking Events
 - Identify opportunities and organizations that mesh with your focus

The Homeland Security Mission

There Are Many Specialty Areas and Providers

Supporting First Responders



Defending Against Bio-Terrorism



Counterterrorism



Securing America's Borders



Aviation and Transportation Security



Critical Infrastructure Protection



Cyber Security



Information Sharing



HLS-related eGovernment





Points of Contact

➤ Web page – www.saic.com/sbp

➤ Babak Nouri

Email: nourib@saic.com

Phone: 703-676-7492