

Raytheon

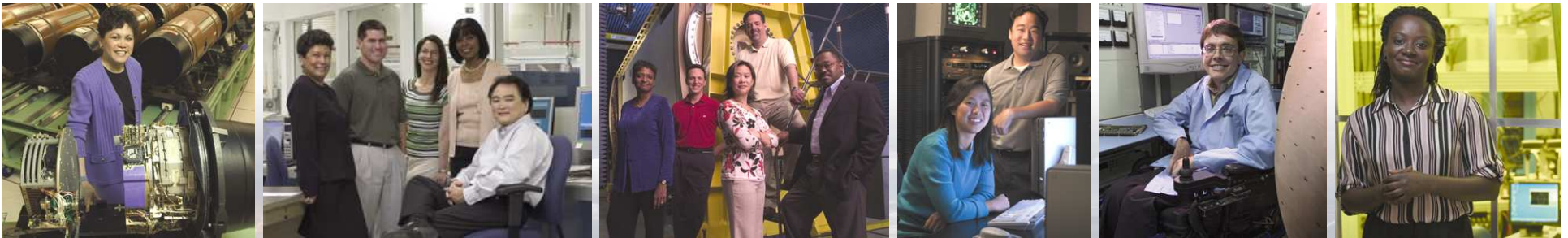
Customer Success Is Our Mission

4th Annual NDIA National Small Business Conference

16 May 2007

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Raytheon ... Who We Are



We are ...

- A Customer Focused Company that places the highest value on People, Integrity, Commitment and Excellence
- 2006 Sales: \$20.3 billion
- More than 73,000 employees worldwide
- Headquarters: Waltham, Massachusetts

Our Vision

- Be the most admired defense and aerospace systems supplier through world-class people and technology.

Working as One Company Focused on the Customer

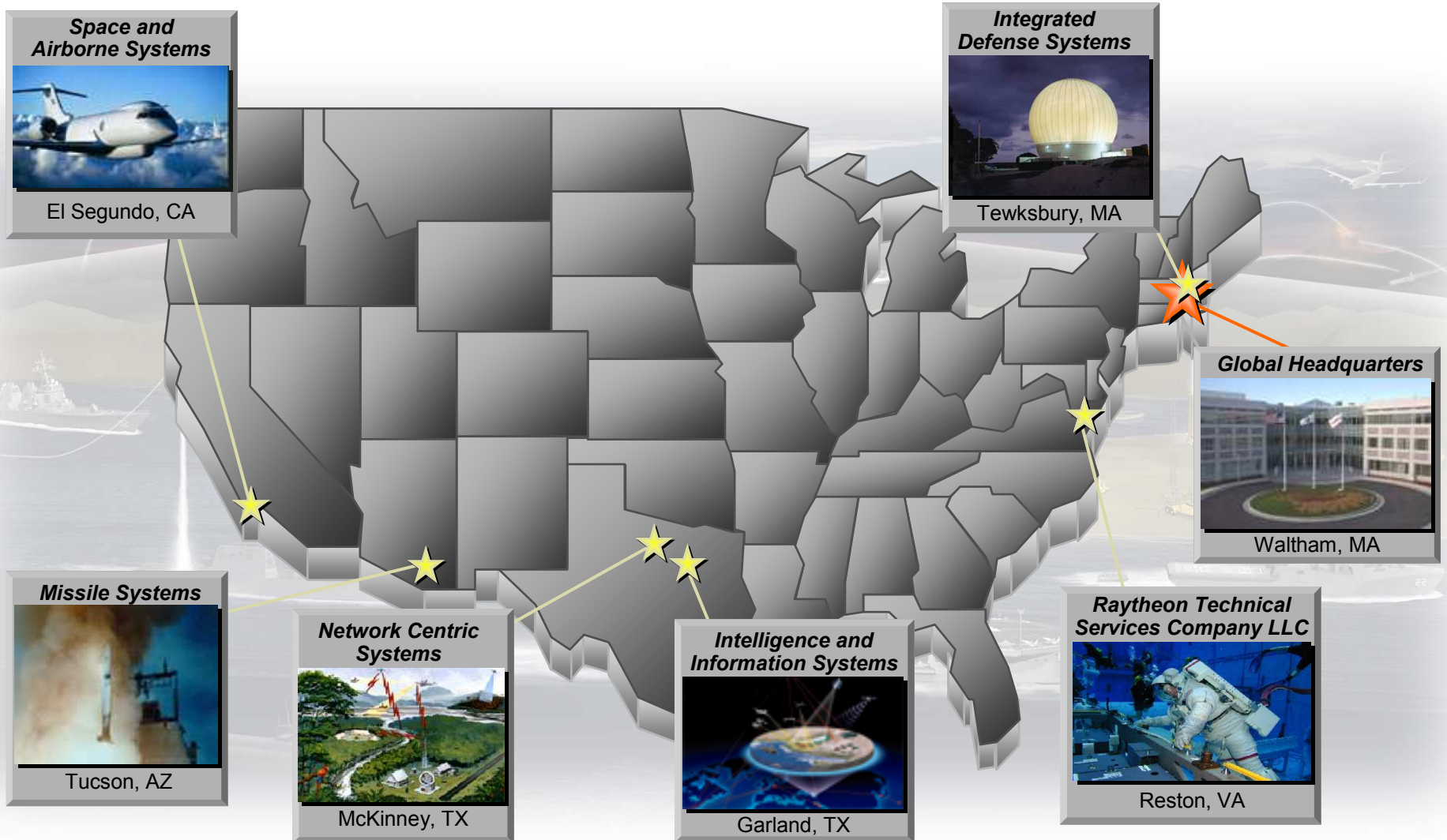
Markets Align with Customer Priorities

Raytheon
Integrated Defense Systems



- Homeland Security
 - Knowledge-driven security
- Missile Defense
 - Enable any sensor, any shooter
- Intelligence, Surveillance and Reconnaissance
 - Enabling decision superiority
- Precision Engagement
 - Joint...speed...effects

Raytheon Business Headquarters



73,000 employees; 2006 Revenue: \$20.3B

Integrated Defense Systems



Dan Smith
President
2004 Revenue: \$3.5B
Employees: 12,000
HQ: Tewksbury, MA



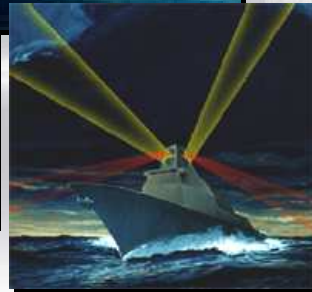
International



National and Theater Security Programs



Naval



Homeland Defense

Industry-Leading Mission Systems Integrator

IDS Partnering ...

42% Small Businesses



600
Suppliers

DDG 1000 – \$2.7B



66
Suppliers

ASP – [\$100M - 500M]



168
Suppliers

Missile Defense System – \$4.4B



100
Suppliers

SLAMRAAM – \$152M

428
Suppliers



JLENS & RAID – \$1.4B



361
Suppliers

Cobra Judy Replacement – \$1B

Connected performance and solutions

Small Business Partnering as a Component to IDS Growth ...

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16 Active Engagements



**5 Active/
2 Planned**




OA Small Business Team

Category	FY2004 Actual Dollars/Percent	FY2006 Actual Dollars/Percent	% Delta Over 2 Years Dollars/Percent
Small	\$ 125.8M / 29.3%	\$ 236.3M / 42.1%	+ 87.8% / +43.7%
Small Disadvantaged	\$ 17.2M / 3.8%	\$ 25.1M / 4.5%	+ 45.6% / +12.5%
Small Woman Owned	\$ 19.7M / 4.6%	\$ 28.7M / 5.1%	+ 45.7% / +10.9%

Two Year Focus on Small Business = Results

Opportunity Focus Areas

- Partners Need to Be Carefully Selected...
 - Affordability
 - Capability
 - Sustainability
 - Political perspective
 - Cultural perspective
 - Small Businesses
 - Critical technologies / Enhanced manufacturing and service support
 - Small Business Innovative Research, Small Business Technology Transfer Programs
 - Minority, Women, Veteran and Service Disabled Veteran Owned Business Initiatives
 - Mentor Protégé and Supplier Development
 - Outreach
 - Customer and Industry Conferences
 - Raytheon Supplier Diversity Web Site
 - Certification information required
- 

Supplier Requirements

- Quality, price, delivery
- Leading edge technology
- Advanced processes in manufacturing / delivery / service / customer satisfaction
- E-enabled business processes
- Specific Technologies:

- RF System on a chip in silicon
- CBRN (chem., bio, radio, nuclear) sensing
- Decontamination technologies
- Low loss RF tunable components for phase shifting/filtering
- Efficient high density power conversion and regulation
- Fuel Cells
- Wide bandgap technologies
 - Substrate and Epitaxial material providers
 - Thermal Management/modeling techniques
- Radiation Hardened/ Tolerant Electronics
- Software acquisition/development
 - Migration technologies to enable Open Architecture
 - Translation of old codes to common UML or HTML
 - Cognitive Computing Knowledge Management Technologies
- Information Security
- First Responder (hardware/software)
 - Incident management, decision support systems
- IR and Optical technologies
 - Fiber, Multi-spectral Windows, Device
- Waveform Generation/ Polimetry/ Signal Processing technologies (Radar & Sonar)
- Low Cost Advanced Composite Structures
- Low Cost Composite Sandwich Structures and Fabrication Techniques
- Sonar signal processing technologies
 - Automatic detection and discrimination of submarines from surface ships
 - Computer aided detection (CAD) / Computer aided classification (CAD)
- Rapid prototyping tools and techniques – Software & Hardware

Contacting Supplier Diversity Advocates

Raytheon
Integrated Defense Systems

<http://www.raytheon.com/connections/supplier/diversity/>

Raytheon

SUPPLIER DIVERSITY PROGRAM CONTACT POINTS

Listed below are the Supplier Diversity Program contact points for Raytheon Company. This network of administrators will help assist small, small disadvantaged, and woman-owned small businesses become acquainted with Raytheon procurement requirements.

Integrated Defense Systems - (IDS)

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Raytheon Online Supplier Registration/Search System

Raytheon
Integrated Defense Systems

The image shows two overlapping browser windows. The left window displays the Raytheon Company website's 'Supplier Diversity' page, which includes a navigation menu, a sidebar with links like 'Customer Connections' and 'Supplier Connections', and a main content area with a photograph of a woman and the text 'We are building a...'. A large blue arrow points from this page to the right window. The right window shows the 'Supplier Registration' form, which includes sections for 'Using a Registration Key', 'Business ID Number' (with fields for Country, Federal Tax ID Number, and DUN & Bradstreet Number), and a 'VeriSign Secured' logo. A large grey diagonal banner is overlaid on the registration form with the text: 'The On-line Supplier Registration tool will aid in matching suppliers to opportunity.'

Raytheon Company: Connect With Us: Raytheon Supplier Diversity - Microsoft Internet Explorer

Address: <http://www.raytheon.com/connections/supplier/diversity/>

Raytheon Contact Us | Connect With Us

About Us | Diversity | Businesses | Products & Services | Strategic Business Areas

Home > Connect With Us > Supplier Connections > Raytheon Supplier Diversity

Customer Connections
Employee Connections
Raytheon Company Store
Supplier Connections
IDIQ Contract Vehicles
ECE iCenter

"We are building a..."

The goal of Raytheon Supplier Diversity is to provide an environment that fosters the inclusion of businesses owned and controlled by minorities, small businesses (including small businesses owned by minorities, women, service disabled veterans, and businesses located in HUB Zones). Raytheon also provides an inclusive environment for historically disadvantaged colleges, universities, and minority institutions to participate in the procurement of technical, engineering, and research services.

Join Our Team... One Vision

- Potential Supplier Registration
- Related Links
- Supplier Diversity E-Learning Portal

Top of the Page

Registration - Microsoft Internet Explorer

Address: <https://app.suppliergateway.com/genreg/registration.aspx>

Supplier Registration

Using a Registration Key

You may register using a registration key if you have been previously registered. If you have a registration key, please enter it in the space provided and click on the "Go" button to continue on to the next section of this registration page and complete your registration information.

Registration Key:

Business ID Number

Please enter your 9-digit Taxpayer Identification Number (Also known as your Employer Identification Number.) If you are a sole proprietorship and you have not established a separate Taxpayer Identification Number, you may utilize your 9-digit social security number.

Country:

* Federal Tax ID Number: -

DUN & Bradstreet Number

If you know your 9-digit "DUNS" number, please enter it in the space provided. If you do not have a "DUNS" number, [click here](#) to find out more about obtaining one from Dun & Bradstreet.

* DUNS: - -

VeriSign Secured