

# Missiles International

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AFFORDABLE INNOVATION



- **This is designed to stimulate conversation and is no way all inclusive of the international missiles market/environment**
- **These are my own thoughts are not necessarily those of ATK**
- **My thoughts are shaped by my professional experiences...**
  - **25+ years with the USAF**
    - **Career Fighter Pilot (3000 hrs) with operational experience in 3 theaters**
  - **7+ years with defense industry**

## Domestic and International: No Surprise...

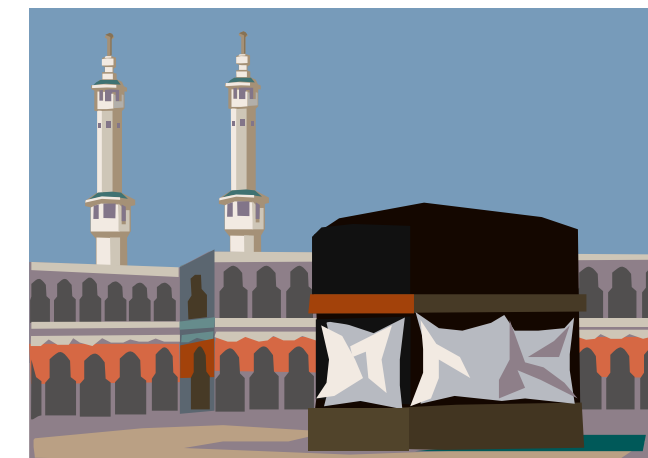
- New growth opportunities require early product maturity through customer and industry funded concept development efforts

## International Programs

- **Beauty is in the eye of the beholder: All Programs are Political**
- **Once won, programs must execute to maintain funding**

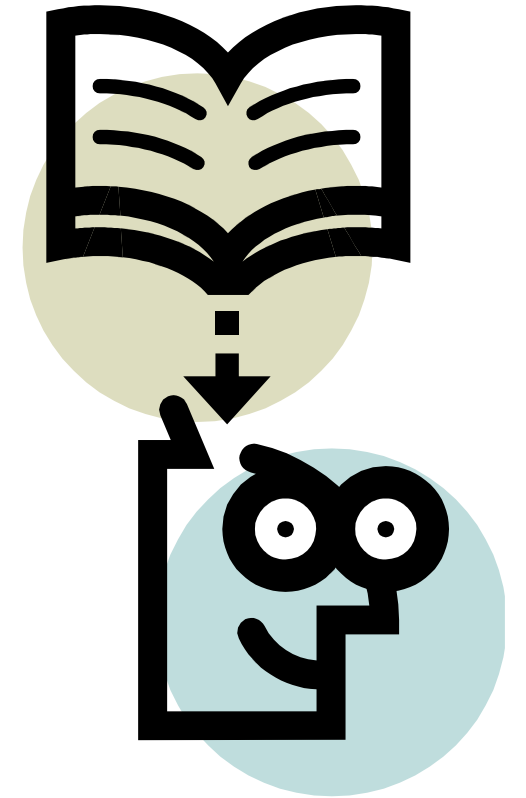
## The Future holds:

- Tough competition with few opportunities on the horizon
  - Mergers has reduced number of competitors...they all want growth
- Mandatory industry development before significant government solicitation
- International teaming and partnerships that distribute risk and solidifies programs



## All customers want:

- **Low risk/low cost system**
  - Maturity of technology/fully developed system...
  - Lower risk and lower cost weapons
- **Reduced collateral damage weapons (warhead versatility)**
- **Data linked, net enabled**
- **More precision**
- **Insensitive munition weapon systems**
- **Improved mobile target kill**
- **Counter Hard and Deeply Buried Targets**
- **Improved ASuW weapon for air and surface launch**
- **Extended range; high speed**
- **Weapons for UAS and internal carriage on Gen 5 aircraft**
- **Improved weapon detectability – particularly for long range strike**
- **Fast and accurate Time Sensitive Strike capability**



- **Export Controls**
- **Political Solutions vs. Military Solutions**
- **In Country Offsets**
- **Quality Products**
- **Relationships**
- **Dollar Exchange Rate**
- **Many, Many More**

