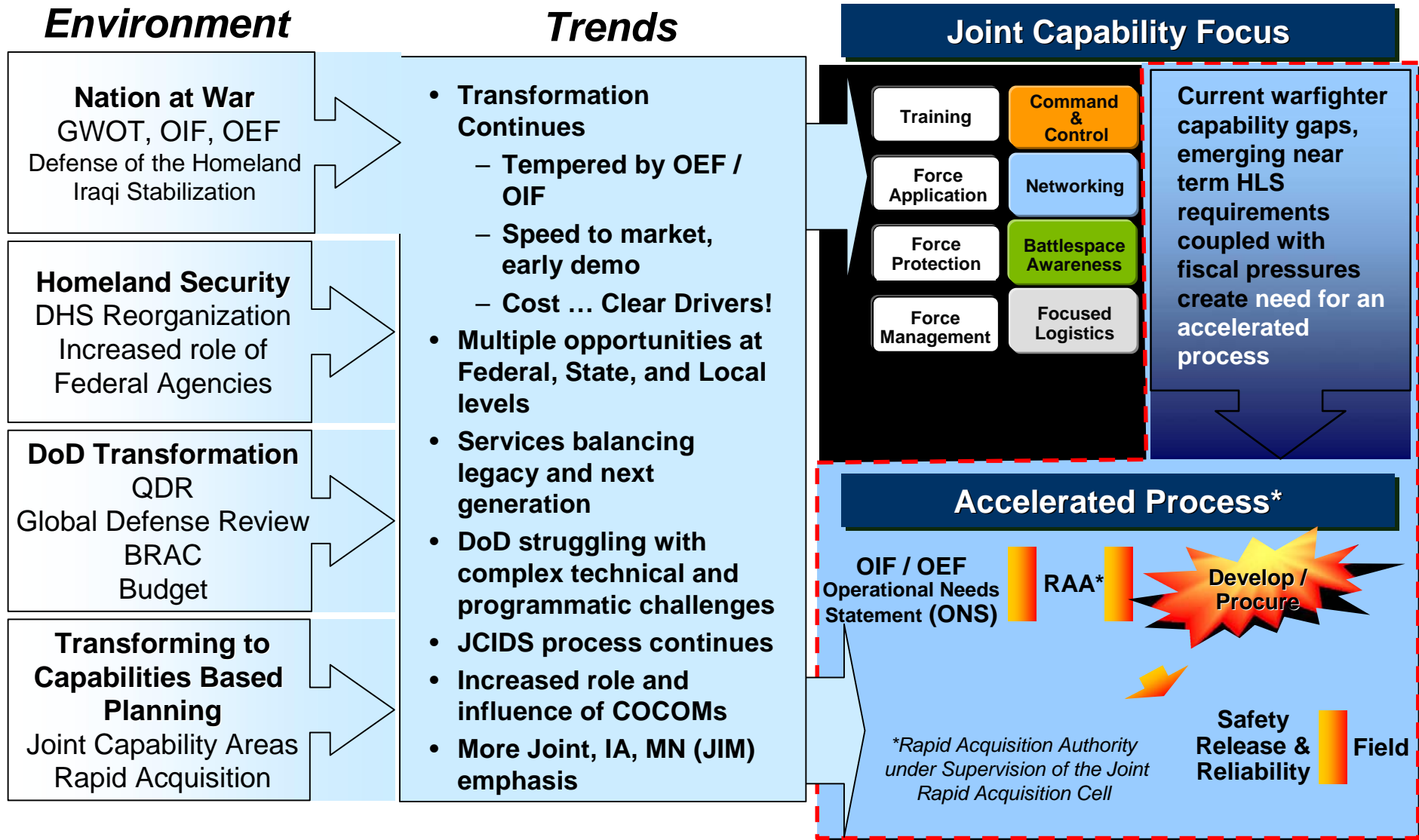


Raytheon

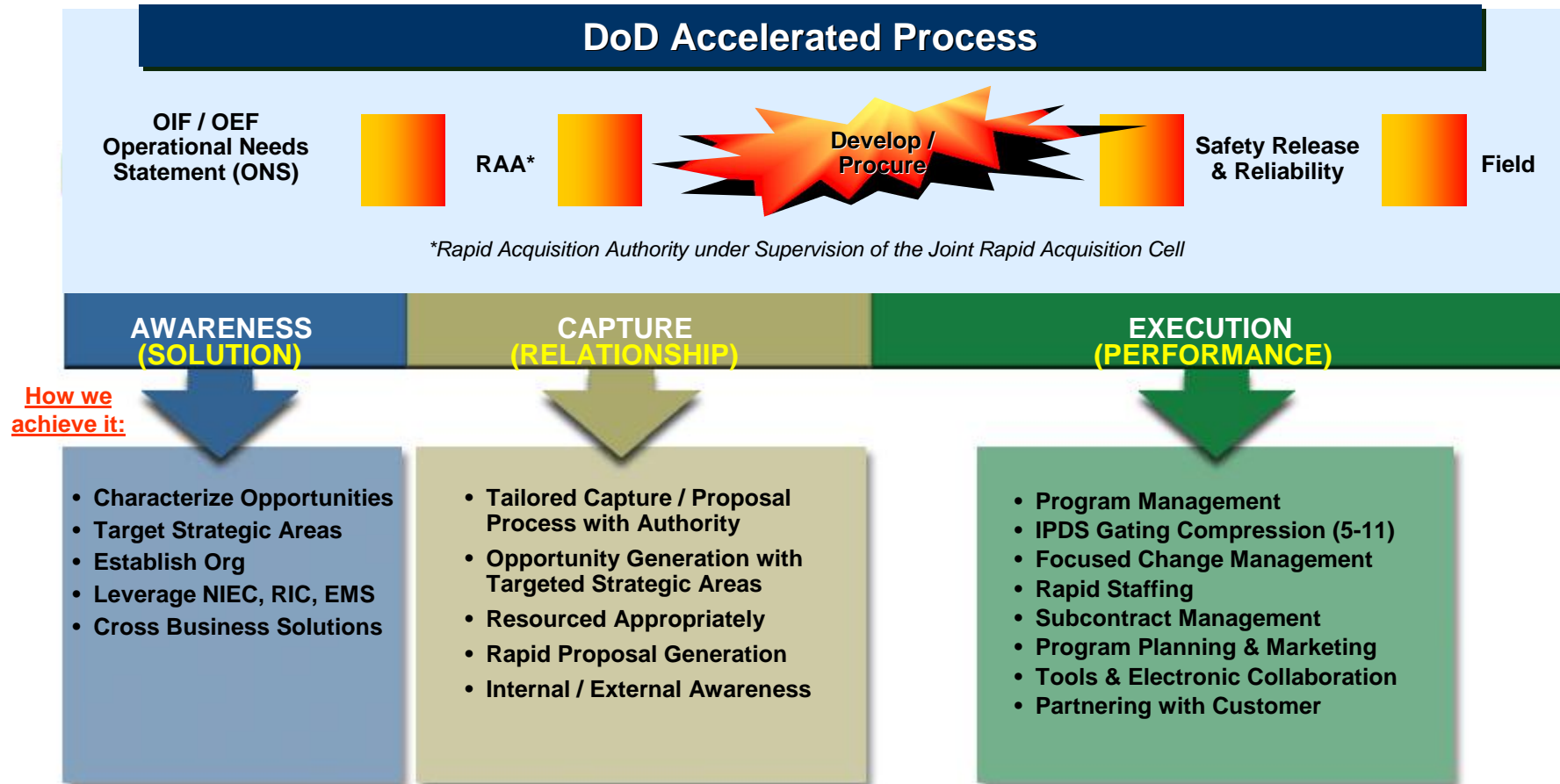
Customer Success Is Our Mission

Judd Blaisdell
xx June 2006

Current Capability Focus ... Not all Encompassing



Rapid Response Strategic Initiatives



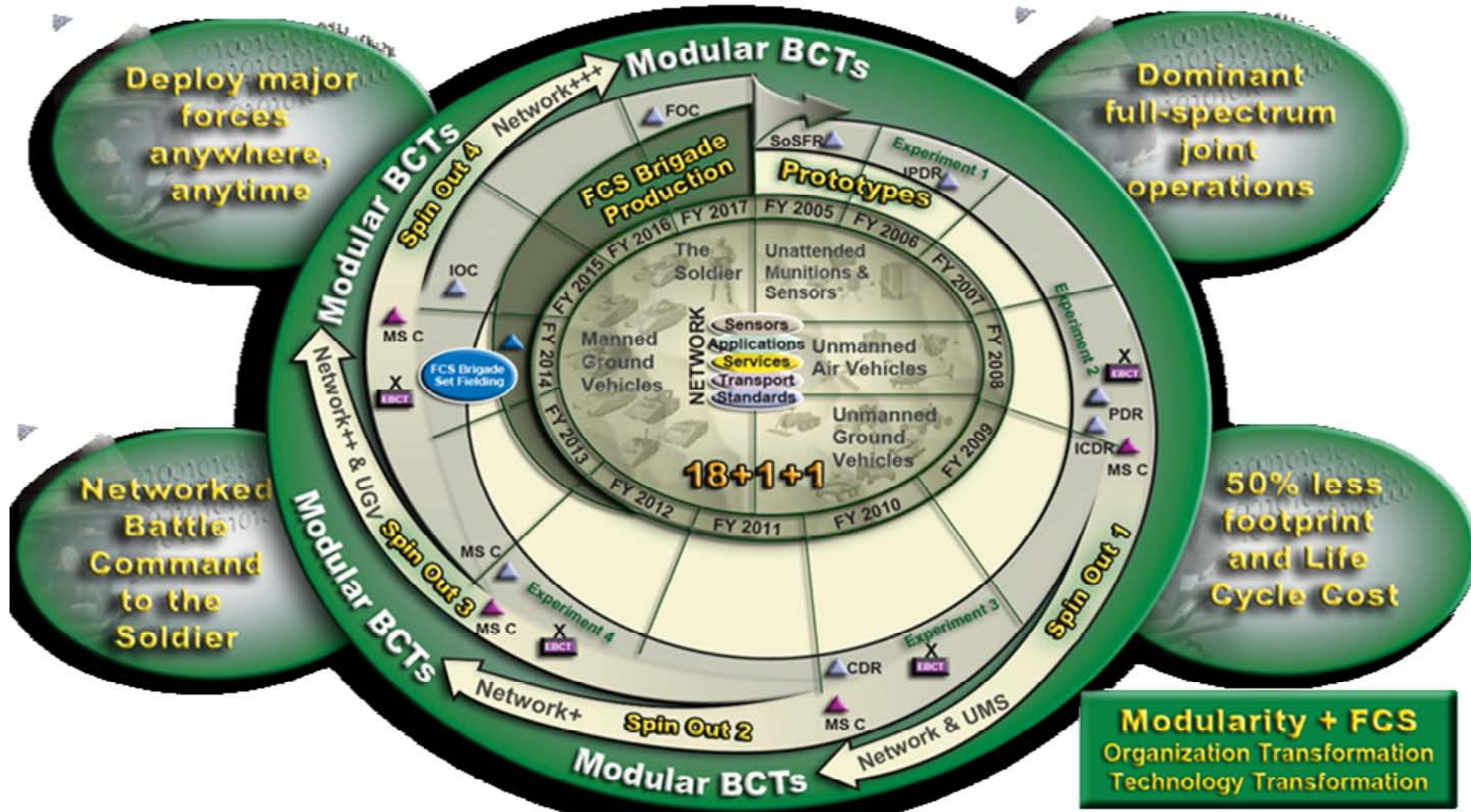
Institutionalize Speed as a Competitive Advantage

FCS Master Program Plan

How the Army is Accelerating Capabilities to Our Soldiers

Raytheon

Network Centric Systems



See First, Understand First, Act First, Finish Decisively

Rapid Initiatives Group (RIG)

Speed & Agility

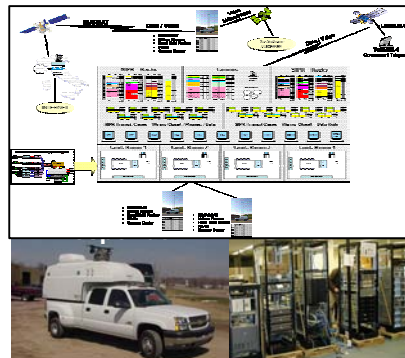


Gene Blackwell
Vice President
Strategic Capture Agent
HQ: Rosslyn, VA
BDEs: Judd Blaisdell
Frank Prautzsch
Tee Townsley
Ray Wheeler

Coalition Provisional Authority
(CPA) Headquarters C2
System

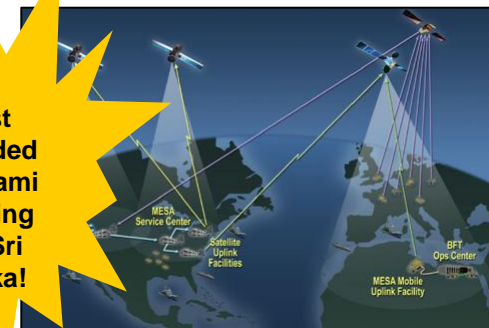


US Central Command Deployable
Headquarters
(CDHQ)



Persistent Surveillance and
Dissemination System of Systems
(PSDS2)

Just awarded
Tsunami
Alerting
for Sri
Lanka!



Mobile Enhanced Situational
Awareness (MESA)

Counter
IEDs

RIG's goal is to rapidly deliver key capabilities to war fighters, peace keepers and first responders to accomplish mission objectives

Persistent Surveillance and Dissemination System of Systems – PSDS2



PSDS2 capability is applicable to both military operations and HLS needs

- For the first time, a C2 system puts sensor data and intelligence information into context
- PSDS2's 3-D picture enables operators to understand what they are seeing, where it is happening and what the threat's next actions might be
- Disseminates actionable information via fielded systems (AFATDS, FBCB2) and portals
- Cuts the decision timeline from hours to minutes
- Manages "video overload" and allows operators to recall for forensic use
- "Fingerprints" vehicles using electro-optic and infrared technology
- Sets the stage for a major shift in the way the military coordinates actions
- Rapid turnaround ... *110 days from drawing board to deployment* ... with new capabilities added via spirals

Potential Future PSDS2 spirals include...

- Future Combat Systems
- Migrate to modular force system-of-systems — tactical sensors, ABCS, JTRS and others
- Migrate to Network Centric Enterprise Services
- Multi-Intelligence Sensor Fusion



Enterprise Net-Centric Integration Capability (ENIC) Vision and Mission

ENIC Case for Action

Customer priorities: Speed to Market, Speed to Demo, Lower Cost

NCS business reality: Grow the business and expand MSI portfolio with reduced resources

Staffing reality: Limited personnel with skill set to make NCS successful in MSI business

Market outlook: Opportunity rich environment requires prioritization and efficient use of scarce resources

ENIC Vision

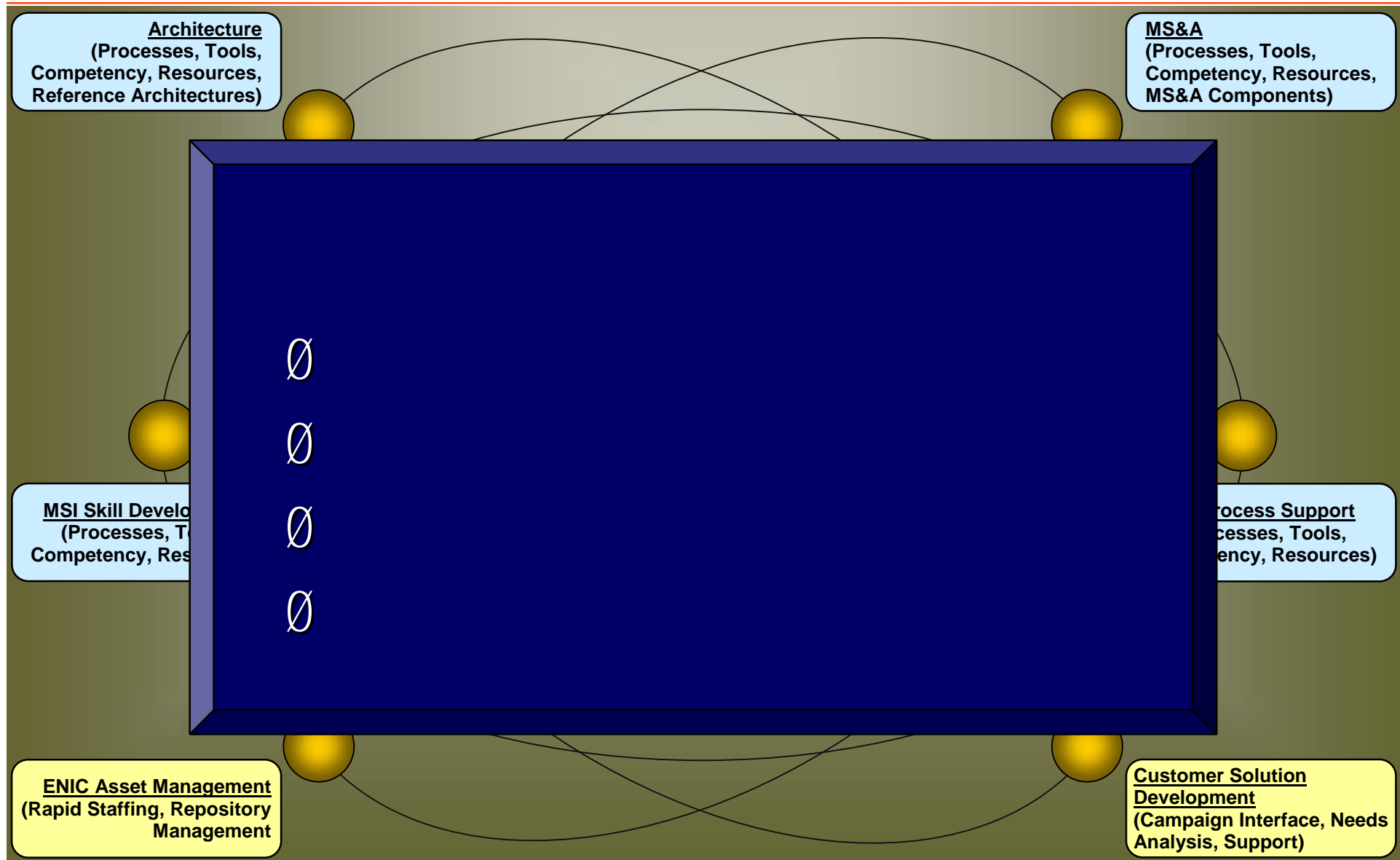
Enabling growth in an uncertain environment by increasing speed, reducing cost, and maximizing leverage of critical capabilities, talent, and resources in support of rapidly delivering stellar net-centric MSI solutions to Customers

ENIC Operating Model

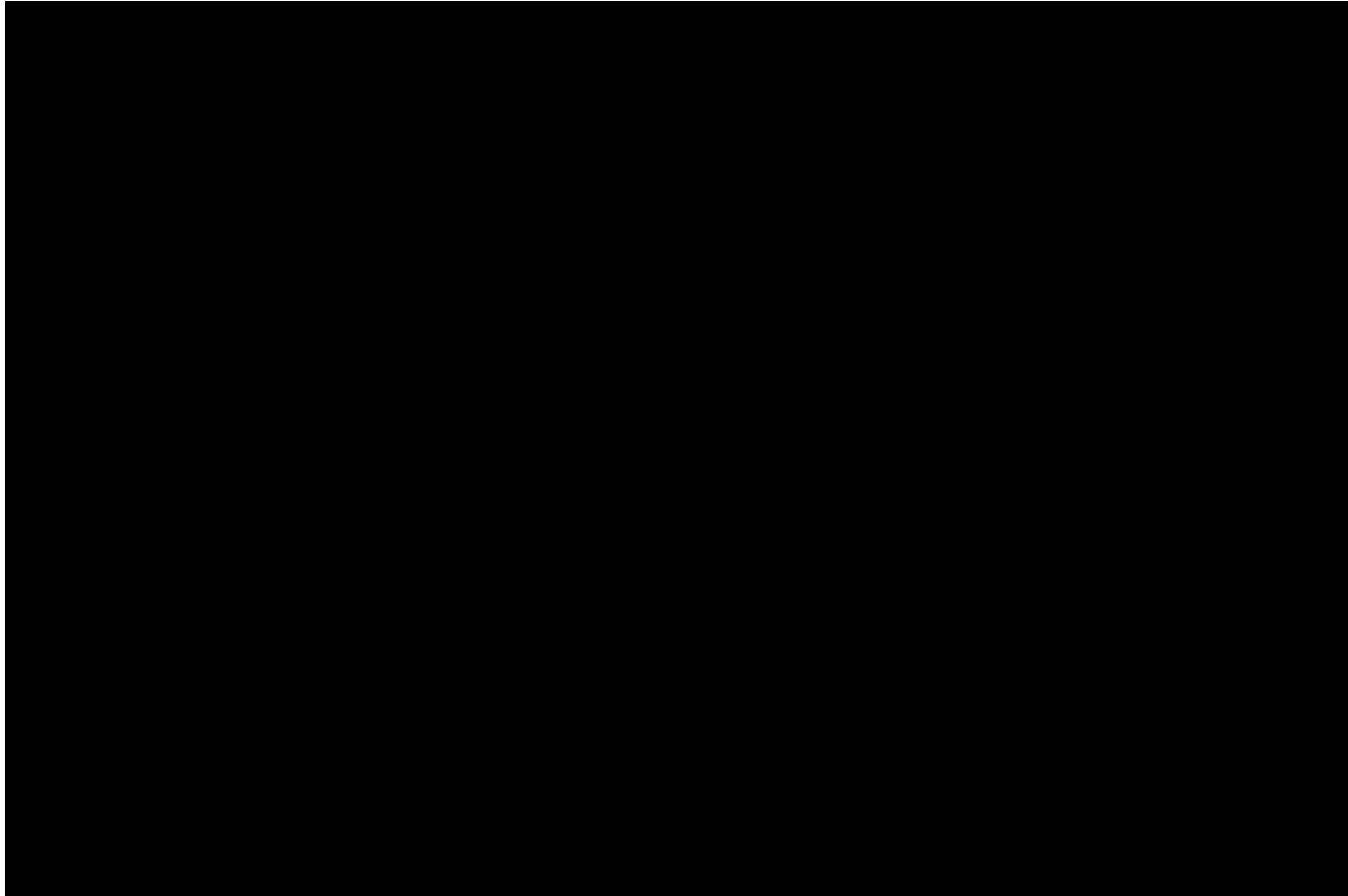
- ENIC is a joint Business Development and Engineering initiative that provides key resources for rapid, cost competitive MSI / NCO business capture
- ENIC provides both a leveraged support capability (people) and strategic reuse of our pursuit investments (capabilities and facilities)
- ENIC prioritizes the allocation of critical NCS Engineering and Business Development resources in support of strategic campaigns and pursuits

Enabling NCS to Do More - Faster - With Existing Resources

ENIC Operational Model



Background Slide for running NIEC Video



Summary

- **Today's Business Model is Changing:**
 - Mandated by Dynamics of Cost, Speed to Market, and New Technologies
- **Several ways to Deal with Change:**
 - Spirals – Saturn Auto Approach
 - Spin-Outs – Toyota Camry Approach
 - Rapid Initiatives Group (RIG) – Speed, Agility, Creative, Off-the-Shelf, 80% Solution
 - Enterprise Net-Centric Integration Capability (ENIC)
 - Speed to Market / Speed to Demo
 - Lower Cost
 - Capitalize on Limited Resources
 - Forces Prioritization and Efficiency
 - Leverages Support Capabilities
 - Net-Centric Integration and Experimentation Centers (NIEC)
 - Links vast Modeling and Sim across Raytheon
 - Leverages Partners, Suppliers, and Customers in a Dynamic “Portal”