

SAIC Supplier Diversity Success Story

June 18, 2019

Speaker: Linda King, SAIC

MPCSC Offsite Meeting

Destin, FL

Agenda

- **Corporate Update**
 - Our Heritage – Engility Acquisition ([January 14, 2019](#))
 - SAIC at a Glance
 - Capabilities and Solutions
 - Space Domain Leadership
- **Supplier Diversity Success Story**
 - NASA Agency Contract - Systems and Software Assurance Services (SAS)
- **Suppliers and Small Business**
 - Small Business Teaming Attributes
 - Supplier Portal for Small Business

Our Heritage



SAIC at a Glance



TOP INDEPENDENT TECHNOLOGY INTEGRATOR IN GOVERNMENT SERVICES

23,000+
EMPLOYEES



\$6.5B
REVENUES*

6,000+
VETERANS



~90%
PRIME CONTRACTS

60% HOLD A SECURITY
CLEARANCE



3,000+ CONTRACT
VEHICLES

* Last twelve months (LTM) as of the end of the fourth quarter of fiscal year 2019 for SAIC (February 1, 2019), including the trailing twelve months of revenues from the acquisition of Engility Holdings, Inc.

Capabilities and Solutions

SAIC's Solutions and Technology Group optimizes our cross-customer delivery of services through a matrixed approach of shared subject matter expertise and solutions.

Engineering, Integration, and Mission Solutions

- Multi-disciplinary Engineering, SE&I, MBSE
- Program support and integration
- Analytics, modeling and simulation
- Training

Information Technology Solutions

- Cloud and digital infrastructure
- Customer and end user
- Cyber
- Software

Platform Integration, Logistics, Readiness, and Sustainment

- Emerging platforms and niche sub-systems
- Ground combat and tactical vehicles (land platforms)
- Supply chain management
- System sustainment



Space Domain Leadership

With a 50+ year legacy supporting space missions, SAIC provides thought leadership and technical solutions in all space domain areas across the entire United States Space Enterprise.

NASA

- Support to all Human Space Flight Missions (ISS, Orion, SLS, EGS, Commercial Cargo/Crew, Gateway) and Numerous Science, Planetary, and Technology Missions
- Multi-disciplinary Engineering, SE&I, Safety and Mission Assurance, Robotics, Software, IT, Cyber, Mission Ops
- Agency-wide provider of Enterprise Network/Comms, Enterprise Applications, and Software Assurance

Air Force Space Command

- Leading provider of classical and model-based systems engineering for USAF space programs
- SE&I, MBSE, Program Integration, Mission Assurance, Ground Systems SW Development, Systems Sustainment
- Primary SE&I provider for Global Positioning System Program and Remote Sensing and Weather Program
- SE&I support to all USAF SMC program directorates

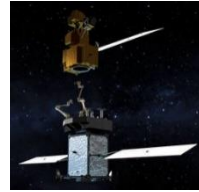
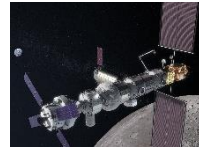


National Security Space

- Leading SE&I and technical services provider
- Lead architect and systems engineer for worldwide mission systems and communications infrastructure.
- Prime technical services contractor for mission planning/operations, launch operations, on-orbit spacecraft, ground systems, enterprise SE&I/MBSE, and advanced systems and technology.

Space and Missile Defense

- Full domain support to the space and missile defense missions at Missile Defense Agency, Army Space and Missile Defense Command, Navy and DoD
- Systems engineering, modeling and simulation, logistics, and facility planning
- Quick-turn modeling and simulation capability supports decision making and system design and integration



Supplier Diversity Success Story – NASA SAS

- **Systems and Software Assurance Services (SAS)**
 - NASA Agency Specific IDIQ Contract – Engineering, Scientific and Technical Services
 - Locations: GSFC, JSC, KSC, MSFC, Fairmont, WVA (IV&V Center)
- **Supplier Diversity Approach on a Full/Open Competition**
 - Reduced the number of Small Businesses on the team from 17 to 10 (Primarily Based in West Virginia (WVA))
 - With a smaller number of sub contractors, we allow small businesses to grow without limits
 - We provide the opportunity to bid on open positions and grow with the contract
 - The approach has generated a **High Retention Rate** – Small Businesses hire staff that want to live in WVA
 - Some quotes from our Program Manager (PM) and Deputy PM
 - **“Small businesses are some of the best recruiters we have”**
 - **“Go-getter companies can really flourish in this environment”**

Small Business Teaming Attributes

- **Teaming Process**

- We look to partner with suppliers and small businesses that provide complementary skills and niche-type offerings, and with those committed to building a long-term relationship with SAIC. We also work with select companies in pursuing strategic small business set-aside contracts.

- **Suppliers and small businesses interested in teaming with us should provide:**

- Capabilities relevant to a specific contract or RFP
- Strong Past Performance
- Customer knowledge and intimacy
- Technical certifications such as ISO, CMMI, PMP, ITIL, etc.
- Industrial security clearance, as needed
- Ethical commitment
- Financial stability
- Federal acquisition processes and understanding

- **Teaming and subcontracting activities are accomplished through active marketing well in advance of an opportunity being released for procurement. Teammates are typically considered 12 to 18 months before the release of a request for proposal (RFP).**

SAIC Supplier Portal for Small Business

- We provide a Supplier Portal for registration:
 - www.saic.com/suppliers-and-small-business
 - Does not guarantee your company an opportunity to work with SAIC
- Contact the SAIC Small Business Office for more information:
 - smallbusiness@saic.com

Questions?