The Department of the Navy (DON)
Office of Small Business Programs (OSBP)
Subcontracting Panel Discussion
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“Small Business...
The First Option”
# Three Operating Sectors at a Glance

## Electronic Systems
- Aircraft
- Autonomous Systems
- Avionics
- Logistics & Operational Support
- Maintenance, Repair & Upgrade
- Weapon Systems & Munitions
- Sensor Systems
- Optical Display & Targeting
- Power & Energy Management

## Intelligence & Security
- Geospatial Intelligence
- Intelligence, Surveillance and Reconnaissance
- Enhanced IT & Cybersecurity
- Identity Management
- Knowledge Management & Information Sharing
- Analysis, Targeting & Support to Operations
- Range Instrumentation Products & Sustainment

## Platform Services
- Designs, Develops, Produces, Supports and Maintains, Modernizes and Upgrades:
  - Armored Combat Vehicles
  - Surface Ship Combatants
  - Ship Repair
  - Commercial Vessels
  - Missile Launchers
  - Military Ordnance
  - Protective Wear and Armor

http://www.baesystems.com/supplierdiversity
Customer Groups

- Defense Systems
- Federal Civilian
- National Security

Engineering, Integration, & Mission Solutions

Information Technology Solutions

Platform Integration, Logistics, Readiness, & Sustainment

Matrix Operating Model
Market Segments

Our business can be categorized into three areas that describe what we do and the markets we serve.

Engineering, Integration, & Mission Solutions
- Analytics & simulation
- Engineering & integration
- Program support
- Training

Information Technology Solutions
- Cloud & digital infrastructure
- Customer & end user
- Cyber
- Software

Platform Integration, Logistics, Readiness, & Sustainment
- Weapons systems
- Ground combat & tactical vehicles
- Supply chain management
- System sustainment

Web Site: www.saic.com/sbp   Email: smallbusiness@saic.com
Corporate Business Groups/Sectors

AEROSPACE SYSTEMS

Advanced Systems
Aircraft Systems
ISR Systems
Military Aviation Services

ELECTRONIC SYSTEMS

COMMUNICATION SYSTEMS

SENSOR SYSTEMS

2017 ANNUAL SALES: $9.8 BILLION
EMPLOYEES: APPROXIMATELY 38,000
FOUNDED: 1997
General Dynamics Information Technology solves our customers’ biggest challenges through smart, future-focused technology and services, ingenuity and deep mission-knowledge.

Providing secure IT infrastructure for Navy bases throughout the world

130 FACILITIES

Improving healthcare with advanced analytics and medical research

400 CUSTOMER LOCATIONS

45k+ EMPLOYEES

Operating complex military and government supply chains

30 COUNTRIES

Delivered the largest cloud migration in the federal government

Small Business Partnerships

https://gdit.com/Partners

- Naval Sea System Command (NAVSEA)
- Small Business Industry Day
- August 21, 2018