SAIC Brief to Jackson State University
NASA Technology Infusion HBCU/MSI
Road Tour

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Overview

* fiscal year ending Feb. 3, 2017

$4.5B

SAIC Customer Mix

- 31% FEDERAL CIVILIAN
- 9% INTELLIGENCE COMMUNITY
- 2% OTHER
- 2% Air Force
- 18% Navy/Marine Corps
- 10% Other DoD
- 28% Army
- 58% DEPARTMENT OF DEFENSE
Vision

Be the premier technology integrator in our market, making a profound difference for our customers by providing best-in-class solutions.
Core Values

**INTEGRITY**
Our culture of ingenuity is rooted in our passion for doing what is right and delivering on our commitments. Integrity, respect, and trust have been an integral part of our company since day one and are fundamental to our decisions and behaviors.

**MISSION UNDERSTANDING**
Our ingenuity starts with the understanding of our customers’ opportunities and challenges. Before we begin the process of designing a solution, we use our deep customer knowledge to define what’s needed to ensure mission success.

**EMPOWERMENT**
Redefining ingenuity depends on team entrepreneurialism and empowerment for the good of the enterprise. Ingenuity happens when our people are encouraged to explore, leverage expertise and knowledge from across the company, accept responsibility for outcomes, and hold ourselves and others accountable for results.

**CREATIVITY**
We’re redefining ingenuity through our collective creativity. We build on the inventiveness and expertise of our exceptional people and our partners to quickly get to smarter and more innovative solutions.
SAIC also has employees deployed internationally in support of our customers’ missions.
Market Segments

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

**Engineering, Integration, & Mission Services**
- Technical and engineering support
- Training and simulation
- Program and financial management
- Research

**Logistics, Readiness, & Sustainment**
- Product Sustainment and Support
- Supply Chain Management

**Information Technology**
- Infrastructure support
- Applications O&M
- Consulting and application development
- Cybersecurity

**Platform Integration**
- Land
- Sea
- Weapons system
Diversified Portfolio

Air Force Space Control

USDA Risk Management

NASA IT & Mission Support

Army Black Hawk Aircrew Trainer

USCENTCOM C4ES

U.S. Marine Corps AAV SU
Operating Model

CUSTOMER GROUPS

Army
Navy & Marine Corps
National Security
Federal Civilian
Logistics & Supply Chain Management

SERVICE LINES

Mission, Engineering, and Program Support
Hardware Integration and Logistics
Advanced Analytics, Simulation, and Training
Intelligence, Systems Engineering, and Policy
Software Integration
Digital Infrastructure

TECHNICAL & ENGINEERING SERVICES

ENTERPRISE IT SERVICES
Customer Groups

- Army
- Navy and Marine Corps
- National Security
- Federal Civilian
- Logistics and Supply Chain Management
Service Lines: Technical & Engineering Services

**Mission, Engineering, and Program Support**
- Program Management and Business Services
- Specialty Engineering and Technical Analysis

**Hardware Integration and Logistics**
- Advanced Hardware Systems Design, Engineering, and Integration
- Aircraft Platform Mission Systems and Integration
- Land Platform Upgrade and Modernization
- Maritime Platform Mission Systems
- Product Support and Sustainment
- Supply Chain Management

**Advanced Analytics, Simulation, and Training**
- Analysis and Experimentation
- Education and Training Services
- Simulation and Training Systems
- Advanced Analytics and Data Science

**Intelligence, Systems Engineering, and Policy**
- Systems Engineering and Integration Support Services
- Platform/Payload Engineering and Operations
- Intelligence and Policy Analysis
Doing Business with SAIC

• Start with the Small Business Advocates Office – see hand-outs

• Focus on a future opportunity

• Seek out the Capture Team / Manager

• Prepare your Company Brief / Brochure aligned to special opportunities

• Seek introductions to others on the Capture Team

• Expand your SAIC Network contacts – have one contact introduce you to others

• Continue to follow-up