

A satellite view of Earth from space, showing the Gulf of Mexico, Central America, and the Caribbean Sea. The image is curved, following the horizon of the planet.

Raytheon



Doing Business With Raytheon

Supplier Diversity

RAYTHEON COMPANY – A TECHNOLOGY AND INNOVATION LEADER SPECIALIZING IN DEFENSE, CIVIL GOVERNMENT AND CYBERSECURITY SOLUTIONS THROUGHOUT THE WORLD.

- 2017 NET SALES: \$25 BILLION
- 64,000 EMPLOYEES WORLDWIDE
- HEADQUARTERS: WALTHAM, MASSACHUSETTS

OUR STRATEGY

- BUILD UPON OUR AREAS OF STRENGTH WITHIN OUR KEY MISSION AREAS
- FOCUS ADDITIONAL RESOURCES ON EMERGING OPPORTUNITIES WITHIN THE DEPARTMENT OF DEFENSE MARKET
- EXTEND RAYTHEON CYBER SOLUTIONS BEYOND THE U.S. GOVERNMENT
- ENGAGE KEY COUNTRIES AS INDIVIDUAL MARKETS WITH MULTIPLE CUSTOMERS



OUR BUSINESSES ARE ORGANIZED BY KEY MISSION AREAS

INTEGRATED DEFENSE SYSTEMS



IDS

Headquartered in Tewksbury, Massachusetts, Integrated Defense Systems specializes in air and missile defense, large land- and sea-based radars, and systems for managing command, control, communications, computers, cyber and intelligence. It also produces sonars, torpedoes and electronic systems for ships.

INTELLIGENCE, INFORMATION AND SERVICES



IIS

Headquartered in Dulles, Virginia, Intelligence, Information and Services designs and delivers solutions and services that leverage its deep expertise in cyber, analytics and automation. Software, systems integration, and the support and sustainment of Raytheon and other companies' systems for intelligence, military and civil applications are delivered across five markets: space, digital battlespace, cyber, intelligent transportation and high-consequence training.

MISSILE SYSTEMS



RMS

Headquartered in Tucson, Arizona, Raytheon Missile Systems is the world's premier missile maker, providing defensive and offensive weapons for air, land, sea, and space, including interceptors for U.S. ballistic missile defense. The business also builds net-enabled battlefield sensors and includes Raytheon UK.

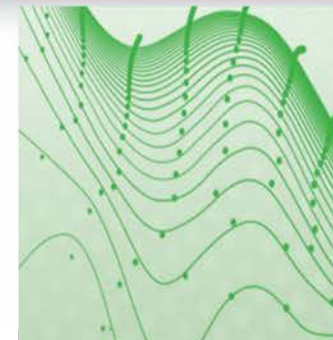
SPACE AND AIRBORNE SYSTEMS



SAS

Headquartered in McKinney, Texas, Space and Airborne Systems builds radars and other sensors for aircraft, spacecraft and ships. The business also provides communications, electronic warfare and high-energy laser solutions, and performs research in areas ranging from linguistics to quantum computing.

FORCEPOINT POWERED BY RAYTHEON



FORCEPOINT™

Headquartered in Austin, Texas, Forcepoint safeguards users, data and networks against accidental or malicious insider threats and advanced outside attacks across the entire threat life cycle, in the cloud, on the road and in the office. A joint venture of Raytheon and Vista Equity Partners, Forcepoint enables better decision-making, more efficient security and simplifies compliance as it protects and empowers more than 20,000 commercial and government organizations worldwide.

Working with Raytheon Supplier Diversity Team

Supplier Assessment Questions

Business Strategy

- Identify/highlight your areas of expertise and map to target company
- Ability to Market Aggressively...know what you bring and market to both prime and federal agency
- Demonstrated past performance
 - Work with Small Business advocate to clarify requirements.

Expertise / Core Competency

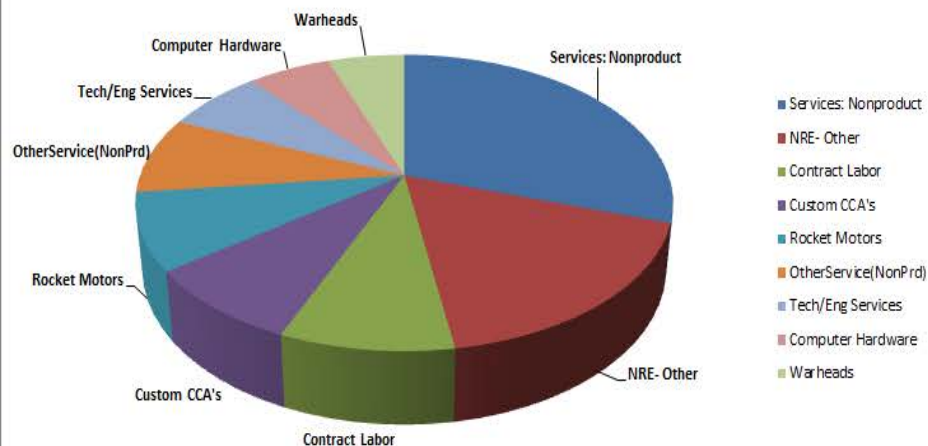
- Research industry competition. Am I a leader in this field? Who held the last contract?
- Determine significant supply strategies (agreements/programs)
- Niche capabilities
- Proven Track Record and Reference

Capacity / Scale

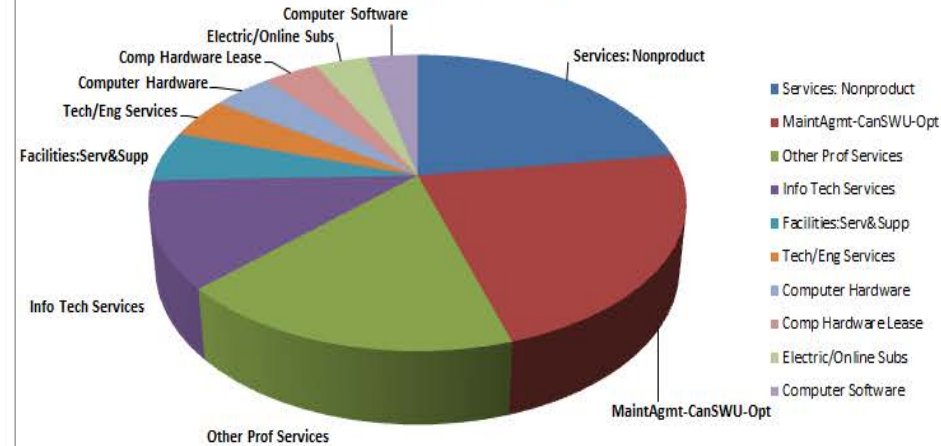
- Utilize existing or develop strategic alliances/national and regional support requirements
- Are you in the position to bid for prime contracts with the right Teaming Agreement?
- Can you afford (time, money, technology) to pursue this business?
- Financial Stability

Sourcing Opportunities and the Global Supply Base

Direct Commodities



Indirect Commodities



- Castings
- Chemicals & Gases
- Connectors
- Electrical Products
- Guidance and Controls
- Hardware and Bearings
- Machining
- Major Assemblies
- Manufacturing Lab Supplies
- Packaging Suppliers
- Wire & Cable

- Microwave Devices
- Optics
- Outside Services
- Passive Devices
- Power Supplies
- Propulsion Warheads & Pyrotechnics
- PWBs / CCAs
- Semiconductors
- Test Equipment

Art/Computer Graphics/Text Processing
 Chemical & Gas Management
 Color Film Processing
 Computer Hardware/Software
 Consultants
 Contract Labor
 Copier Paper/Fine Paper
 Copiers & Print Services
 Energy Brokering
 Express Air - Domestic
 Express Mail - International
 Facilities Services
 Faxes
 Flight Operations Services
 Food and Vending Services
 Forms
 Freight Payment - 3rd Party
 Fuels & Oils
 Furniture
 General Construction
 Graphic Supplies
 Hazardous Waste & Environmental

Household Goods Transportation
 International Freight Forwarding & Brokerage Services
 Janitorial Supplies
 Lease/Purchase Vehicles
 Lithography
 Manufacturing/Laboratory Supplies
 Office and Computer Supplies
 Packaging Supplies
 Professional Services-Health & Welfare
 Purchasing Card
 Reprographics
 Security
 Software Development
 Solid Waste Management and Recycling
 Supplies & Services/Video Services
 Telecommunications - Cell Phones
 Telecommunications - Pagers
 Telecommunications Long Distance Voice
 Test Equipment
 Test Equipment Calibration
 Test Equipment Rental
 Transportation Logistics

Supplier Diversity - Registration Portal

Raytheon VISIT: CYBER **WHO WE ARE** WHAT WE DO GLOBAL NEWS INVESTORS CAREERS

Suppliers > Supplier Diversity

SUPPLIER DIVERSITY

WE ARE BUILDING AN INCLUSIVE CULTURE

Raytheon's Supplier Diversity Program strives to provide an inclusive environment to do business with small, minority-owned, women-owned, veteran-owned (including service disabled veterans), lesbian, gay, bisexual, and transgender (LGBT)-owned, and HUBZone businesses.

Raytheon also seeks to provide an inclusive environment for historically black colleges, universities, and minority institutions to participate in the procurement of technical, engineering, and research services.

To that end, Raytheon is committed to a diverse supply base that reflects the demographics and values of our Company, customers, and the communities in which we operate.

- [Potential Supplier Registration](#)
- [Registered Supplier Login](#)
- [Supplier Diversity E-learning Portal](#)

HIGHLIGHTS

- [Supplier Diversity Program Contacts](#)

RELATED LINKS

- [National Minority Supplier Development Council](#)
- [SBA Procurement Marketing & Access Network](#)
- [Small Business Administration](#)
- [Women's Business Development Center](#)
- [Women's Business Enterprise National Council](#)

The online supplier registration tool will aid in matching suppliers to opportunity.

Supplier Registration
Raytheon Staff Registration
About SupplierGateway
Raytheon Home

Login ID:

Password:

[Forgot Password? Click here.](#)

Interested suppliers that are registered in Raytheon's Supplier Diversity database can login and access posted contract opportunities (when available). This dynamic system also allows you to maintain your profile information so Raytheon buyers have access to your most current capabilities. If you have not yet registered in the system, please [register now](#). It only takes a few moments and is an important step in marketing your company to Raytheon. Be sure to provide complete profile information after you are granted access to the system. Registered companies may use their ID and Password to access the system at any time.