



Winning Government Business

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ITT Defense & Information Solutions



ITT Defense & Information Solutions



To be a Trusted Provider of Mission-Critical Products and Services in Support of our Nation and its Allies

Products and services for high-priority areas of national security:

- **Electronic Systems**
- **Geospatial Systems**
- **Information Systems**
- **Mission Systems**

Solutions that meet the transformational needs of our customers.

Defense & Information Solutions...becom **ITT EXELIS**

We will be the most agile C4ISR, aerospace and information solutions provider by leveraging deep customer knowledge and technology expertise to deliver affordable, mission-critical products and services

Electronic Systems



- Integrated Electronic Warfare
- Networked Communications
- Force Protection
- Radar
- Reconnaissance and Surveillance
- Integrated Structures

Geospatial Systems



- Night Vision
- Space-Based Satellite Imaging
- Airborne Situational Awareness
- Weather / Climate Monitoring
- Geospatial Positioning Systems
- ISR / Information Processing & Exploitation

Information Systems



- Information Sharing / Integration / Security
- Engineering and Professional Services
- NextGen Air Traffic Control
- Large-scale Network Architecture & Integration
- Space Communications Network Services

Mission Systems



- Global Base Operating Support
- Range Operations, Sustainment, Upgrade & Modernization
- Battlefield Network Communications Support
- Worldwide Logistics & Deployment Support
- Ground Vehicle & Equipment Maintenance

A premier solutions provider focused on enduring & growing needs



Winning Government Business

...Product, People, and Politics

- Buy decisions are made on three criteria:
 - Benefit
 - Trust
 - Risk
- **Product** (or **Service**) must provide a **Benefit**
- **People** make buying decisions...and must **Trust** the **People** who make the **Product** or provide the **Service**
- Must understand the **Politics** associated with a program, agency, environment, timing
- **Risk** must be worth the outcome

Key Procurement Attributes for a Successful Program Campaign

- Truly understand your customer and solve a problem
- Program strategy established early and continually refined
- Expand and enhance the knowledge of the customer
- Provide extensive justification to be assured of winning
- Conduct required gap analysis
- Develop a winning proposal through linking strategy to execution in a disciplined approach

Program Campaign Strategy considerations

- **What is your product? technology?**
 - Unique? “Game changer”? Patented?
 - How well known?
- **What problem are you trying to solve?**
Does your product/technology meet the need of the customer?
 - Understanding your customer is one of the most important keys to winning government business
 - Requirements established?
- **What past performance results do you have to prove your product?**
 - Ability to do the work
 - Ability to scale up
- **Do you have any existing contractual vehicles?**
- **Do you have experience in government program management?**
- **Do you have Champions inside the beltway?**
 - Customer champions
 - Capitol Hill / relationship with your local Congressman and staff
- **Do you have a competitive cost structure for your product?**
 - Particularly important in these budgetary times

Strategy Planning and Development leads to a competitive proposal

- Review of your **technology / product** to meet a specific need of the government
- Review of internal **company organization**
- **Teaming** with other companies
- Initial **management approach** volume to accomplish the program
- Initial **schedule approach** volume
- What's the **business deal**?
- Determine what **prototype / demonstration** will be done as part of the proposal?
- Review the opportunity to make this a “**systems-of-systems**” approach





Syndetics' Key Strategy Elements

1. **Technology / Product**
2. **Organization**
3. **Teaming**
4. **Management Approach**
5. **Schedule**
6. **Business Deal**
7. **Prototype / Demonstration**
8. **Systems-of-Systems Approach**

- Back-up slides

Providing Protection in Times of Need

ITT products and services align with the current priorities of the U.S. military and its allies for information-based, networked solutions:

Defense Priorities	ITT Products and Services	
<ul style="list-style-type: none"> • Asymmetric / Unconventional warfare • Force modernization • Security of allied nations 	<ul style="list-style-type: none"> • Battlefield radios • Night vision technologies • Counter improvised explosive device technology • Countermeasures 	
<ul style="list-style-type: none"> • Cyber-warfare • Space 	<ul style="list-style-type: none"> • Intelligence systems • Information warfare • Satellite payloads 	
<ul style="list-style-type: none"> • Global reach in the air • Power projection at sea 	<ul style="list-style-type: none"> • Airborne and marine countermeasures • Unmanned surface vehicles • Coastal radar/sonar 	
<ul style="list-style-type: none"> • Competitive outsourcing 	<ul style="list-style-type: none"> • Base maintenance and mission control • Information integration and operations • Advanced research 	

ITT Defense and Information Solutions: Electronic Systems

ITT develops and fields technology solutions to sense and deny threats to manned and unmanned aircraft, ships, submarines and ground vehicles and personnel, and to provide warfighters with uninterrupted networked tactical communications.

- Integrated electronic warfare systems
- Networked communications systems
- Force protection systems
- Radar systems
- Integrated structures
- Reconnaissance and surveillance systems
- Undersea systems

Key program: ALQ-211 Suite of Integrated Radio Frequency Countermeasures (SIRFC) serving a variety of rotary and fixed-wing aircraft



ITT Defense and Information Solutions: Geospatial Systems

ITT is a leader in next-generation imaging that integrates space, airborne, ground and soldier sensors into broader, coordinated systems.

- Tactical night vision systems
- Space-based satellite imaging
- Airborne situational awareness
- Weather and climate monitoring
- Positioning navigation and timing systems
- Image exploitation software

Key programs: Optical and digital Enhanced Night Vision Goggles and Global Positioning Satellite (GPS) III next-generation global positioning system space program



ITT Defense and Information Solutions: Information Systems

ITT provides leading edge data fusion, network integration and decision support services to both government and commercial customers.

- Large system operation and maintenance expertise
- Networked information sharing systems
- Engineering and professional services
- Next generation air traffic control systems
- Chemical, biological, radiological, nuclear and explosive detection technologies
- Cyber

Key program: Automatic Dependent Surveillance-Broadcast (ADS-B), the cornerstone technology of America's next-generation air transportation modernization system



ITT Defense and Information Solutions: Mission Systems

ITT Mission Systems' cadre of experienced and innovative professionals deliver a broad range of systems integration, operations, sustainment, engineering, logistics, space launch and range support solutions for a wide variety of U.S. military and government agency customers.

- Facilities, Base, Port and Installation operations and maintenance
- Space, Ground and Range support systems
- Communications and Information systems
- Command and Control systems
- Service, Support, and Logistics systems
- Contingency operations support



At ITT, we are...

customer partner

products that matter

strong values

proven business model

engineering excellence

socially responsible

engaging workplace culture

leading by example

sustainable solutions

talented employees

global leaders

Engineered for life

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