

Team with SAIC for Greater Success

ABOUT SAIC

SAIC is a leading technology integrator providing full life-cycle services and solutions in the technical, engineering, and enterprise information technology markets. SAIC's deep domain knowledge and customer relationships enable the delivery of systems engineering and integration offerings for large, complex government and commercial projects. SAIC's approximately 15,000 employees serve customers in the U.S. federal government, state/local, and global commercial markets, specializing in providing a broad range of higher-end, differentiated technical capabilities. Headquartered in McLean, Va., SAIC has annual revenues of about \$4.4 billion.

For more information, visit us online: saic.com



GETTING STARTED

To find out more about SAIC and our Small Business Program, visit our web site at www.saic.com/sbp or email us at smallbusiness@saic.com.

We also encourage small businesses to register in our Supplier Profile Portal to be considered for future opportunities. Registering your company profile does not qualify you as a vendor or guarantee you work with SAIC. To register, go to www.saic.com/suppliers.

CONNECT WITH US



SAIC®

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SAIC and Small Business Unite

Partnering for Success

Small Business Is Good Business

SAIC recognizes the important contributions small businesses make in bringing forward innovation while creating job growth and sustaining our country's economy. We believe that small businesses, including small disadvantaged, women-owned, veteran-owned, service disabled veteran-owned, historically underutilized business zone (HUBZone) firms, as well as historically black colleges and universities/minority institutions (HBCU/MI) bring forward agility and expertise to assist SAIC in supporting our customers and their missions.

By working together, we tap the strength of diversity which brings new perspectives in developing innovative products and providing specialized services while still ensuring high quality. We mutually have a strong affinity for our customers and a desire to deliver value. The combination of highly talented SAIC employees side by side with our small business teammates provides a competitive advantage.

Our collective experience and innovative ideas are vital to jointly building business while solving our customers' requirements. Teaming with small businesses is fundamental to SAIC's business objectives:

- **Maintain our competitive position as an industry leader**
- **Grow our customer affinity**
- **Contribute to the communities in which we live**

This focus reinforces SAIC's commitment to our customers, employees, shareholders, and communities, while helping small enterprises grow their business.

WORKING TOGETHER

SAIC combines technical know-how and deep domain knowledge to deliver solutions that support our customers' missions. We seek small businesses that can provide complementary skills and niche-type offerings and possess:

- **Strong past performance**
- **Technical certifications (such as ISO®, CMMI®, PMP®, ITIL®, etc.)**
- **Customer knowledge and intimacy**
- **Commitment to ethics**
- **Financial stability**
- **Understanding of federal acquisition processes**
- **Necessary industrial security clearance**



ENGAGING SAIC

Almost all teaming and subcontracting activities are accomplished through active marketing well in advance of an opportunity being released for competition. SAIC typically will seek small business teammates six to 12 months before release of an RFP. Small businesses interested in engaging SAIC need to articulate the following:

- **Unique capabilities relevant to a specific contract or RFP**
- **Past performance that is relevant to a forthcoming RFP**
- **Knowledge of a specific opportunity**
- **Knowledge of customers and their needs**

SAIC seeks to engage small businesses not only as a subcontractor, but will also work with select qualified small businesses in pursuing strategic small business set-asides where SAIC can bring strength to the team. Primarily, we seek companies that are committed to building long-term relationships.

TECHNICAL AND ENGINEERING OFFERINGS

Mission & SETA

- Mission support including base security and mission engineering
- High-end engineering support, assistance & advisory services, C4 systems, R&D support
- Program management

Training & Simulation

- Mission rehearsal planning and management
- Scenario development
- Live, virtual, and constructive training
- Simulation training aids and products

Hardware Integration

- In-service engineering support
- C5ISR system integration services
- Force protection systems
- R&D support

Logistics & Supply Chain

- Supply chain management
- Stock management support
- Material acquisition
- Demand forecasting

ENTERPRISE INFORMATION TECHNOLOGY OFFERINGS

Network Integration

- Design and integration for WANs and LANs
- IP telephony integration
- Network security
- Certification and accreditation

IT Managed Services

- Data center management
- Operation and cloud migration
- Network engineering
- Disaster recovery
- Managed mobile and tactical infrastructure solutions

Software Integration

- Application development and maintenance
- Rapid legacy system modernization
- Service-oriented architecture design
- ERP integration
- Mobility

Emerging IT Solutions

- Cloud and virtualized computing infrastructure
- Big data and data analytics
- Software defined networks
- Business transformation
- Cyber security