



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

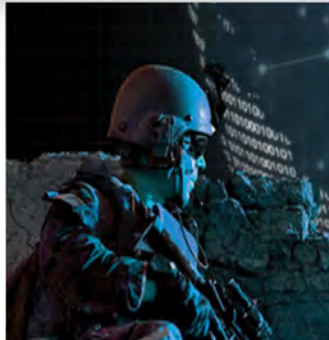
INTEGRATED DEFENSE SYSTEMS



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.

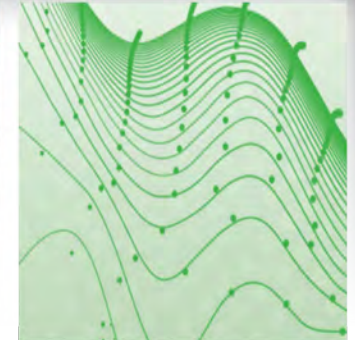
SPACE AND AIRBORNE SYSTEMS



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

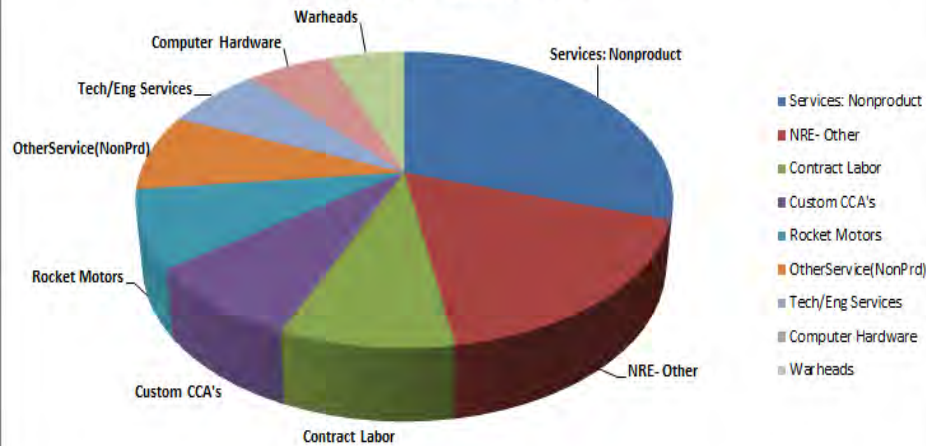
- **Research industry competition. Am I a leader in this field? Who held the last contract?**
- **Determine significant supply strategies (agreements/programs)**
- **Niche capabilities**
- **Proven Track Record and Reference**

Capacity / Scale

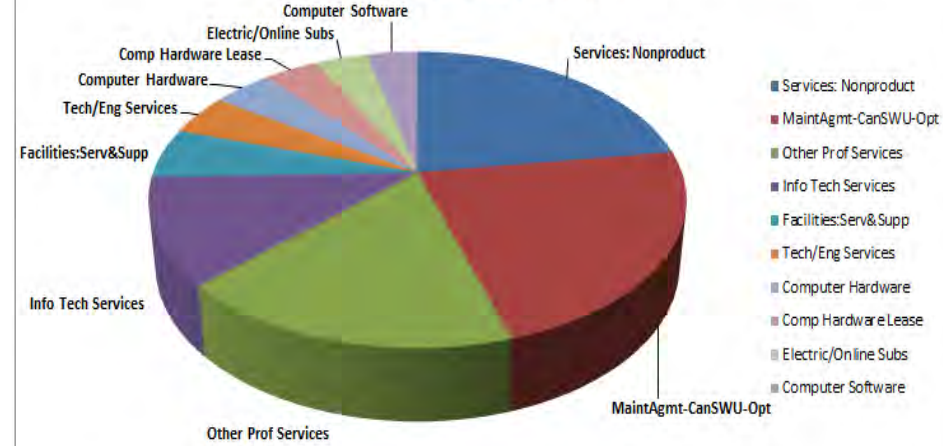
- **Utilize existing or develop strategic alliances/national and regional support requirements**
- **Are you in the position to bid for prime contracts with the right Teaming Agreement?**
- **Can you afford (time, money, technology) to pursue this business?**
- **Financial Stability**

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

The screenshot shows the top navigation bar with the Raytheon logo on the left and a menu on the right containing: VISIT: CYBER, WHO WE ARE (circled in red), WHAT WE DO, GLOBAL, NEWS, INVESTORS, CAREERS, and a search icon. Below the navigation is a banner image of silhouettes of diverse people against a sunset background. A red banner below the image reads "SUPPLIER DIVERSITY". Underneath, the text says "WE ARE BUILDING AN INCLUSIVE CULTURE" followed by a paragraph about the Supplier Diversity Program. To the right, there are sections for "HIGHLIGHTS" and "RELATED LINKS" with several hyperlinks.

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

The screenshot shows the registration form interface. It includes a Raytheon logo at the top left. The form has fields for "Login ID:" and "Password:" with a "Login" button below. To the right of the form is a text block explaining the registration process: "Interested suppliers that are registered in Raytheon's Supplier Diversity database can login and access posted contract opportunities...". An image of a hand typing on a keyboard is also visible on the right side of the form area.



RTN Supplier Diversity Website
http://www.raytheon.com/suppliers/supplier_diversity/index.html
POC:
iis_supplier_diversity@raytheon.com