General Dynamics Overview

- $32 billion in annual revenue
- 95,000 employees worldwide
- Leading market positions in:
  - Mission-critical information systems and technologies
  - Land and expeditionary combat systems, armaments and munitions
  - Shipbuilding and marine systems
  - Aviation (Gulfstream)

Aerospace
- Gulfstream
- Jet Aviation
  - $5.9 billion

Combat Systems
- Armament and Technical Products
- European Land Systems
- Land Systems
- Ordnance and Tactical Systems
  - $8.8 billion

Marine Systems
- Bath Iron Works
- Electric Boat
- NASSCO
  - $6.6 billion

Information Systems
- Advanced Information Systems
- C4 Systems
- Information Technology
- United Kingdom Limited
  - $11.2 billion
Delivering the strength of information technology (IT) and professional services through the integration of forward-looking technology, strategy, domain understanding and management
- 21,000 employees worldwide
- Supporting over 1,300 customers with:
  - Enterprise-level IT systems integration and support
  - Market leading IT infrastructure modernization
  - Seamless IT life-cycle services
  - Mission-critical systems and contractor logistics support
  - Professional, administrative and management services
  - Simulation and training products and services
GDIT
Core Capabilities

- Enterprise IT System Development and Integration
  - Advanced network systems integration solutions driven by in-depth mission and enterprise experience

- Enterprise IT Operations and Maintenance
  - Vast experience delivering secure enterprise IT solutions that meet current and future needs with minimum risk

- Mission Support Services
  - Comprehensive range of professional and technical services to meet critical planning, staffing, management, technology and operational needs

- Simulation and Training
  - Leading-edge simulation, training, IT and systems integration solutions that help transform training and deliver operational readiness

- Government to Citizen Interaction Solutions and Services
  - Comprehensive services to meet critical infrastructure, staffing and training, security as well as continuous process improvement needs
Who We Serve

- **Defense**: U.S. Army, Air Force, Navy, Marines, Joint, Reserve, National Guard, Department of Defense (DoD)
- **Federal Civilian**: U.S. Departments of the Treasury, Justice, Commerce, Education, Labor, Transportation and Energy; Federal Bureau of Investigation; Veterans Affairs
- **Health**: U.S. Department of Health & Human Services; Centers for Medicare & Medicaid Services; Centers for Disease Control and Prevention; Military Health System; U.S. Army Medical Department; Regence BlueCross BlueShield
- **Homeland Security**: U.S. Coast Guard; Citizenship and Immigration Services; Customs and Border Protection; Department of Homeland Security Headquarters
- **Intelligence Community**: Director of National Intelligence; National Security Agency; National Geospatial-Intelligence Agency; Defense Intelligence Agency; Department of State
- **State & Local Government**: States of New York, Maryland, Pennsylvania and Florida; NY/NJ Port Authority; Los Angeles World Airports; Delaware State Police
- **Commercial**: AT&T, Verizon, T-Mobile, Boeing, Hibbett Sporting Goods
- **International**: United Kingdom (UK) Department of Health, Southwark Council, Ealing Council
Local Core Capabilities

- Application Development
- Enterprise Architecture
- Software Engineering
- O&M Support
- Systems Integration
- Web Services
- Program Management

- Open Source Technology
- Systems Integration
- Portal Development
- Web Application Development
- GIS Application Development

- Data Quality
- Data Analysis/Verification
- Data & Records Mgmt
- Seismic Archiving
- Scanning/Imaging
- Data Transfer
- Data Collection & Analysis

- Operational Design
- Infrastructure Support
- Database Administration
- Network Administration
- System Administration
- IT Security & Compliance
- Service Desk

- Strategic Planning
- Program & Project Management
- Scientific & Analytical Expertise
- Geospatial Data and Info Mgmt
- Metadata Management
- Education & Outreach Services

- Full SDLC Technical Services
- IT O&M Technical Services
- EA & IT System Architecture
- Data and Information Management
- Network and Infrastructure Services
Who We Serve – Local Customers

Decades of Service – Bay St. Louis Facility Established in 1986
Functional areas of support

- Architecture, Systems Engineering and Integration
- Software Application Maintenance, Enhancement and Engineering
- Data Architecture, Services, Modeling and Administrative Support
- Design, Development and Implementation of Software Systems
- Naval Enterprise Portal – Oceanography (NEP-Oc) Deployed

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<tr>
<th>Key Technology &amp; Collaboration Areas</th>
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<tbody>
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<td>Software and Application Development</td>
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<td>Operational Support and Maintenance</td>
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<td>Data &amp; Information Management Services</td>
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<td>System and Network Administration</td>
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National Coastal Data Development Center
Coastal Data Services

Functional areas of support

- Scientific and Analytical Expertise
- Geospatial Data and Information Mapping and Services
- Metadata Management
- Data Systems Operations and
- Program Management and Strategic Planning
- Educational and Outreach Opportunities

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<td>Metadata Management</td>
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<td>Coastal Data Projects</td>
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Functional areas of support

- Architecture, Systems Engineering and Integration
- Software Application Development, Maintenance, Enhancement and Engineering
- Design, Development and Implementation of Software Systems
- Systems Operations and Maintenance
- Business Process Automation

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<td>Java</td>
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Functional Teams
Integrated Operations

Integrated Testing Team

Security and Systems Engineering Team

Database Services Team

System Operations Services Team

General Dynamics Information Technology
Cost-effective and Easy-to-use Contract Vehicles

• GSA Schedules
  - AIMS, EAS, FABS, IT Schedule 70, LOGWORLD, MOBIS, MOBIS Training, PES, Total Solutions (Security)

• GWACs
  - Alliant, CIO-SP2, Connections Functional Area 2, Connections II, NIH Image World 2

• Agency and BPA Contracts
  - Driftwood, ADCS2, APC2 CAC-OMNI, CARTS, CEOss, DESP III, EAGLE, ENCORE II, HRsolutions PSS, HRsolutions RR, ICT21, IMCEN, IMOD, ITES-2S, ITSS-4, NETCENTS, OPTARSS II, R23G, SATMO II, Seaport-e, SITE, TEAMS, USG ONE
So How Can You Do Business With GDIT?

- Review www.gdit.com and the listed functional areas of service, understand what we do and if that fits with your company
- Know the market you’re targeting – Understand and know the customers
- Know why you want to meet – Focus on opportunity-driven meetings
- Engage earlier rather than later – Ahead of opportunities vs after award
- Clearly present your value proposition
- Follow-up
- Small Businesses - Register at www.gdit.com/Partners page and keep information up to date
- Network at targeted events that fit your marketing focus
- Develop relationships, outstanding past performance and trust