



Subcontracting Landscape  
for Small Business

**DoN Office of Small  
Business Programs  
Blue Coast Conference  
June 11 – 12, 2012**

Benita Fortner  
Director Supplier Diversity  
Raytheon



**RSD**

Raytheon Supplier Diversity



# Raytheon



# WHO WE ARE

- A technology and innovation leader specializing in defense, homeland security and other government markets throughout the world
- 2011 net sales: \$25 billion
- 71,000 employees worldwide
- Headquarters: Waltham, Massachusetts



# OUR VALUES

- *People*
- *Integrity*
- *Commitment*
- *Excellence*

*Raytheon is a leading technology and innovation company that consistently provides innovative solutions, service and Mission Support to our global customers. Customer success is our mission.*

# WHAT WE DO

# Raytheon Government and Defense Business

## Raytheon Company

Bill Swanson

### Missile Systems

Taylor Lawrence



### Space and Airborne Systems

Rick Yuse



### Integrated Defense Systems

Tom Kennedy



### Network Centric Systems

Daniel Crowley



### Intelligence & Information Systems

Lynn Dugle



### Raytheon Technical Services Co.

John Harris



» **Core Markets: Sensing, C<sup>3</sup>I, Effects and Mission Support – Leaders Make a Difference**

# Supplier Diversity - Enabling Company Strategy

**Raytheon**  
Customer Success Is Our Mission

Please click on the images to the right to view key Raytheon programs and initiatives.

Careers at Raytheon - Are you ready to be challenged? Are you ready to achieve and be recognized?

**Technology & Innovation** >>

**Features** >>

**News** >>

Oct 9, 2007  
Raytheon's \$52.2 million F-15 AESA Radar Production Contract Gets Under Way

Oct 9, 2007  
Raytheon to Partner with Army on Integrated Air and Missile Defense

Oct 8, 2007  
Raytheon Awarded \$150 Million Patriot 'Pure Fleet' Contract

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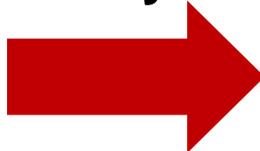
- Provide high quality cost effective products and services
- Flexibility in customer service and support
- Leading edge technology / innovative solutions
- Historically receive over 50% of supplier excellence awards

*Delivering Value Added Solutions to the Organizations Bottom Line*

# Raytheon Supplier Diversity - *Connect With Us*

## Recommendations

- Research industry competition. Am I a leader in this field?
- Highlight your areas of expertise and map to target company
- Work with supplier diversity advocates to clarify requirements
- Understand company supply chain strategies / long term agreements / bid process etc.



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

**Raytheon**

- Supplier Registration
- Raytheon Staff Registration
- About SupplierGateway
- Raytheon Home

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.

[Forgot Password? Click here.](#)

RTN Supplier Diversity Website

<http://www.Raytheon.com/connections/supplier/diversity>

Email: [supplierdiversity@raytheon.com](mailto:supplierdiversity@raytheon.com)