



Authorized Federal Supply Schedule Price List for **Raytheon Logistics Worldwide (LOGWORLD)**

General Services Administration, Federal Supply Schedule

Contract No.: GS-10F-0229L

Expiration Date: December 31, 2010

Online access to contract ordering information, terms and conditions; up-to-date pricing; and the option to create an electronic delivery order is available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is <http://www.GSAAdvantage.gov>.

Raytheon

Customer Success Is Our Mission

Raytheon Logistics Worldwide (LOGWORLD) Schedule



As America builds new models of government, federal agencies depend increasingly on leading-edge solutions to fulfill evolving mission objectives. Raytheon understands government's most difficult challenges. We deliver innovative solutions that empower agencies to exceed mission requirements. We embrace each agency's vision and provide the foundation that enables mission success.

For further questions, e-mail:

logworld@raytheon.com.

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logworld@raytheon.com

Adding Our Strengths to Yours

Experience tells us that there are certain Raytheon characteristics that our customers value highly.

We communicate well

Our employees understand the importance of timely and substantive communication with each other and with customers. This open communication approach enhances teamwork and ultimately leads to better results.

We are cost-conscious on behalf of our customers

We take responsibility for the cost of the work we do. We work hard to deliver good value to our customers, relying on flexible pricing policies and our experience finding economical options for many customers grappling with tight budgets.

We use a tailored management approach

Our priority is to function effectively as part of the customer's team. To do this, we tailor the level of management to individual requirements.

We improve performance by leveraging corporate resources

We have the flexibility to access a wide range of personnel and technical resources throughout the entire Raytheon organization. With the full force of Raytheon's legacy of excellence, we provide even greater value to our customers.

We have an excellent past performance record

One look at the record makes it clear that we take our commitments seriously.

We manage task phase-ins effectively

We have a reputation for hitting the ground running on task phase-ins, and for orchestrating a quick, smooth transition that preserves incumbent employee productivity and heralds a promising new contract phase for the customer.

A fitting solution to your future needs

If your project would benefit from the addition of a highly skilled and motivated partner, we'd welcome the opportunity to demonstrate exactly how we can fit into your future and how you will benefit.

LOGWORLD Summary

LOGWORLD is a contract vehicle available to the U.S. Government as a streamlined, cost-effective method of acquiring high-quality logistics services. Raytheon schedules are open to all U.S. Government agencies worldwide. You can find more information on the General Services Administration (GSA) Federal Supply Schedule (FSS) website <http://www.fss.gsa.gov/schedules>.

LOGWORLD is designed to bring professional logistics services in varying degrees, from small-scale to broad-based task orders to complete outsourcing services, to the federal government and other agencies throughout the world. Raytheon provides services for five LOGWORLD Special Item Numbers (SINs):

- SIN 874-501 – Supply and Value Chain Management Services
- SIN 874-502 – Acquisition Logistics
- SIN 874-503 – Distribution and Transportation Logistics Services
- SIN 874-504 – Deployment Logistics Services
- SIN 874-505 – Logistics Training Services

Section 833 of the National Defense Authorization Act allows state and local governments to purchase products and services to facilitate recovery from a major disaster. The following SINs include Recovery Purchasing:

- 874-501RC, 874-502RC, 874-503RC, 874-504RC, 874-505RC

Contract Data

| | |
|---|--|
| Contract Number: | GS-10F-0229L |
| Task Order Types: | Labor Hour and FFP |
| Period of Performance: | 4/1/01 through 12/31/10 |
| DUNS Number: | 00 9752957 |
| FOB: | Destination |
| Payment Terms: | Net 30 |
| SIC Codes: | 8744 |
| Security Requirements: | Up to Top Secret |
| Industrial Funding Fee (included in rates): | 1.0 percent CY01 – CY03 0.75 percent CY04 – current |

Ordering Procedures

GSA has determined that the rates for services contained in the LOGWORLD price list are fair and reasonable; however, the ordering office is responsible for considering the level of effort and mix of labor proposed to perform specific tasks being ordered and for making a determination that the total or ceiling price is fair and reasonable. Requests for Quote (RFQs) should include the basis that will be used for selecting the contractor. If the proposed order is estimated to exceed the micro-purchase threshold (\$2,500), two additional schedule contractors should be considered. Upon initial evaluation, the ordering office should identify the contractor that appears to offer the best value purchase made specific to the task considering the scope of services offered, hourly rates and other factors. (Review GSA Advantage! – <https://www.gsaadvantage.gov>.)

All orders must indicate the SIN to be utilized.

Section 1 – Introduction to Raytheon

1.1 Background

Throughout its over 75 year history, Raytheon Company has been a leader in developing defense technologies. From its early days as a maker of radio tubes, its adaptation of World War II radar technology to invent microwave cooking, and its development of the first guided missiles, Raytheon successfully built upon its pioneering tradition to become a global technology leader. Through strategic acquisitions and mergers, Raytheon has acquired the resources of companies with equally distinguished records of innovation.

Today's Raytheon is a Fortune 100 company with \$20 billion in annual sales and more than 100,000 employees in offices in all 50 states plus over 100 U.S. territories and foreign countries. It has expanded its capabilities to become a leader in providing high-quality and complex logistic support services throughout the world, from the U.S. to the former Soviet Union to Brazil to the South Pacific to Antarctica. Raytheon has the background and expertise to implement a comprehensive management and partnership approach tailored to specific customer needs. As an experienced prime contractor, we have the capability to rapidly staff and successfully perform all task order work required by the diverse users of the Logistics Worldwide (LOGWORLD) schedule in their diverse geographical locations.

Raytheon is committed to total customer satisfaction. Through centralized program direction and empowered task execution, we consistently translate requirements into high-quality cost-effective services. Our ability to exceed customer requirements in the future is demonstrated by what we have done in the past. We have established ourselves as a top defense contractor by consistently providing our military customers with the capabilities they need, in the time they need them. We have not done this strictly on our own, however. We understand the value of diversity, and we have a history of establishing partnerships that result in better products and services at a more competitive price. Raytheon welcomes partnerships with our government customers and

looking for innovative ways to save money while delivering high quality logistics products and services.

1.2 Logistics Staff

Raytheon's logistics staff provides a full range of logistics support functions including supportability and sustainment engineering, provisioning, supply support, technical data/publications, training, distribution, and transportation. Raytheon is also experienced in providing on-site operation and maintenance support when appropriate.

Raytheon's award-winning supportability and sustainment engineering process encompasses two methods to mitigate the current and projected impact of aging technology obsolescence along with associated cost drivers. The first method utilizes an integrated set of tools for tracking and projecting equipment costs and forecasting impacts due to obsolescence. Specific system cost data is abstracted from a series of government resources, and then processed to preemptively identify cost impacts. Additionally, detailed component information is developed to identify the vendor, alternate sources of supply, and availability. Raytheon has used this process to support both past and current customers, including the Naval Air Systems Command, the National Weather Service, and the U.S. Air Force.

1.3 Process Improvement

Raytheon Six Sigma™ (R6σ®) was launched in January 1999 as a business methodology to focus Raytheon's people, processes, and tools on customer satisfaction, agility and lean methods to improve product quality and eliminate waste in development and production processes. The focal point of R6σ is to maximize customer value. Basic principles include specifying value in the eyes of the customer, identifying the value stream and eliminating waste, reducing variation, and continuously improving our knowledge of the customer's expectations in pursuit of perfection.

1.4 Quality and Certification

Raytheon's ISO 9001 registration governs our quality systems and processes. Maintaining this registration reinforces our commitment to providing our

customers with high-quality, cost-effective products and services that meet requirements and exceed expectations. All employees are dedicated to ensure continuous adherence to the high standards of the system through the use of the following checks and balances: self audits, internal audits, product inspections, process proofing/verification, and oversight by the Defense Contracts Management Command organization that serves as the government representative. Many Raytheon sites are Software Engineering Institute (SEI) certified. Raytheon's Fullerton, Calif. site is certified at SEI Level 5, the highest level attainable.

1.5 Environmental

Raytheon is proactive in environmental compliance, and has worked extensively with the Environmental Protection Agency to evolve sensible and meaningful environmental regulations. We have organizations, systems and specific activities in place to insure the incorporation of environmental, health and safety concerns into our business decisions at each step of the product life cycle.

1.6 Small Business Subcontracting Program

Raytheon recognizes small business concerns are a vital resource in America's economy and a key asset in the success of our programs. Material Services, the Program Office, and Engineering Operations, consistent with effective contract performance and operational needs, act to fairly consider and solicit Small, Small Disadvantaged, Historically Black Colleges and Universities/Minority Institutions, Woman Owned Small, and HUBZone Small Business concerns for subcontract award. Positive relations with the small business community have proven to preserve lead-time and ensure an uninterrupted provision of commodities and services required in the efficient performance of Raytheon contracts. Raytheon is pleased to be participating in the Comprehensive Subcontracting Plan pilot program. Comprehensive Plan participation is one of the many small business program strengths brought to Raytheon by legacy organizations acquired in recent mergers.

Section 2 – Introduction to LOGWORLD

2.1 General

This Federal Supply Schedule enables federal agencies to procure comprehensive logistics solutions that enhance or replace existing operations. Industry experts can help federal agencies reinvent their supply chains, acquire logistics support for products or systems, modify their transportation networks, supplement their deployment capabilities, and more!

Agencies placing orders against LOGWORLD are reminded there is no need to seek further competition beyond requesting quotes from a minimum of three schedule contractors. There is no need to synthesize requirements or to make a determination of fair and reasonable pricing. Agencies make a “Best Value” judgment from quotes received and may, at their discretion, set aside acquisitions for small business concerns.

2.2 What Is a Federal Supply or Multiple Award Schedule?

A Multiple Award Schedule (MAS) lists contracts that GSA’s Federal Supply Service has negotiated with a number of qualified companies. Schedule contracts are awarded to companies offering similar services – in this case, supply and value chain management, acquisition logistics support, distribution and transportation services and deployment logistics – at varying prices. All you have to do is develop your performance-based statement of work, request and review copies of the authorized MAS Price List from various contractors, issue a request for quote to a minimum of three contractors, determine which contractor offers you the “Best Value,” and place your order. Remember that your agency determines what is the “Best Value,” so the factors may vary.

2.3 Advantages of Federal Supply Schedules

- Easy access to commercially available services
- Volume discount pricing
- Selection of contractors
- Multiple awards for varying requirements
- Blanket Purchase Agreements (BPAs) to promote efficiency and negotiate even better pricing

- Customer/contractor direct relationship
- All applicable laws and regulations have been applied (including the small business set-aside determination, see FAR 19.502-1)
- Contractors are registered with the Central Contractor Registration.
- Commerce Business Daily synopsis and other open market requirements are not needed
- Competition in Contracting Act (CICA) requirements have been met (see FAR 6.102 (d)(3)) when at least three contractors are contacted.
- Prices have been determined to be fair and reasonable
- In most instances, the government purchase card can be utilized when placing orders (required for purchases under \$2,500)
- New services are continually made available
- Maximum order limitations have been removed
- Ease of ordering
- Schedule awards are synopsized in the Commerce Business Daily
- Requirements of FAR Part 5, Publicizing Contract Actions have been met

2.4 Who Can Use Schedules?

The agencies and activities named below may use contracts established under this Federal Supply Schedule:

- All federal agencies and activities in the executive, legislative and judicial branches
- Mixed ownership government corporations (as defined in Government Corporation Control Act) such as the United States Postal Service
- The government of the District of Columbia
- Other activities and organizations authorized by statute or regulation to use GSA as a source of supply.

2.5 Personal Services

Agencies must be careful to avoid entering a personal service relationship with contractor personnel. Care must be taken to provide only technical, task-related instructions to the private-sector temporary workers. Instructions should enable them to properly

perform their services under the contract and ensure that no appearance of an employer/employee relationship exists. See FAR Part 37 for more details.

2.6 Support to be Provided by the Government

This is determined at the task order level; however, contractors may be required to provide all personnel, management, supplies, services, materials, equipment, facilities, and transportation necessary to fulfill the requirements outlined by the agency.

Section 3 – LOGWORLD Services

3.1 General

Federal agencies frequently require logistics management services and related products to manage material and other resources to meet their missions in timely, efficient, and cost effective, manners. It is the goal of this solicitation to help agencies utilize the latest value chain and distribution concepts, methodologies, and technologies to achieve efficient logistics operations that result in improved customer service. Contracts under this schedule are subject to the Service Contract Act of 1965, and all contractors are required to comply with prevailing wage determinations as issued by the Department of Labor.

The LOGWORLD contract is segmented into tasks that may be performed under Special Item Numbers (SINs). Raytheon offers services under five SINs, numbered 874-501 through 874-505. In the following paragraphs, each SIN is described, then followed by Raytheon's capabilities under that SIN are specified. The SIN descriptions contain examples of tasking that may be ordered under the SINs. These are examples only, and are not meant to exclude or limit services performed under this Federal Supply Schedule.

3.2 SIN 874-501 Supply and Value Chain Management Services

This SIN includes planning, development, management, operation and maintenance of logistics systems. These systems may relate to acquisition support, movement and maintenance of resources (including the material requirements determination and acquisition planning, storage, movement, distribution, maintenance, evacuation and disposition of material and equipment); asset or property visibility and management; and operation and maintenance of the infrastructures that support these activities. Contractors may provide assistance and guidance in support of an agency's assessment of the best combination of channels to create value for its customers. Services may include vendor-managed inventory systems; the operation of private and/or government-owned warehouses, stockrooms, or other storage facilities; shipping and receiving; staging and storage; packing and crating (excluding household goods); and design, re-engineering,

operation and maintenance of distribution and material handling equipment systems.

Task orders may include:

- System assessment and consultation
- Material requirements planning
- Inventory management and operation
- Asset or property visibility and management
- Operation of warehouses, stockrooms or storage facilities
- Fulfillment systems and operations
- Configuration management
- Platform management
- Vendor/acquisition management
- Information processing systems analysis, design, implementation
- Staging, shipping and receiving
- Packing and crating
- Packaging, labeling, bar coding system consultation, design, implementation, operation and maintenance
- Operation and maintenance of distribution and/or material handling equipment
- Design and installation of material handling systems
- System modernization consultation
- Expansion and consolidation studies
- Moving and storage (excluding household goods)
- Consultation on hazardous material storage and handling
- Warehouse and location management systems
- Recycling program management of warehousing materials
- Preservation and protection of specialized inventory or documents
- Maintenance, Repair and Overhaul (MRO) support
- Maintenance, Repair and Overhaul (MRO) process management
- Property disposal management
- Logistics Strategic Planning services
- Logistics Systems Engineering services
- Global Integrated Supply Chain Solutions – planning and implementation

- Logistics Program Management services and support
- Supply Chain Logistics services, solutions and support
- Logistics Business Process Re-engineering
- Logistics Decision support solutions
- Logistics Performance Measures

3.2.1 Raytheon's Capabilities

Raytheon has extensive knowledge and capabilities in the area of supply chain management (SCM). Raytheon makes significant contributions to the pursuit of unique, innovative approaches for improving efficiency and reducing total logistics support costs in managing supply chain support. The Raytheon approach leverages our extensive past performance working for the military services, Defense Logistics Agency, and other government agencies, and also leverages our expertise in implementing similar solutions at our own and other commercial operations. Our goal is to replace inventory with information, increase supply chain confidence, and dramatically shorten acquisition lead times. The planned approach increases the velocity, precision, visibility, and accountability of the supply chain servicing our customers.

We are capable of improving the entire supply chain associated with rendering material support to the customer and the material acquisition and delivery aspects of the industrial logistics supply chain. Raytheon uses modern information technology architecture, a flexible robust database environment, web-based commercial off-the-shelf (COTS) applications, industry-tested SCM practices, business process re-engineering where appropriate, vendor-supplied application interfaces and translator middleware, and electronic commerce/electronic data interchange technology. This approach not only streamlines the labor required to support current functions, but also provides the flexibility the customer requires to adapt to changing requirements and evolving technologies.

Raytheon is sensitive to the potential for operational disruptions whenever a new technology or process changes introduced into an existing environment and understands the customer's requirements for support system availability. Our implementation teams have already demonstrated their ability to install, implement, and rapidly place mission-critical

SCM systems without disruption to production activities. Raytheon is also aware that any new initiative requires a firm management commitment to ensure its success. We have made that commitment.

Raytheon's SCM solution concepts, team members, and experience are the right mix for implementing desired improvements to the customer's entire supply chain. Our capabilities and experience enable us to assume total responsibility for serving as the SCM lead integrator for any effort. In a value partnership relationship with a customer, we can provide the most cost-effective solution. Raytheon brings to this initiative the depth of a \$20 billion corporation with experience in systems integration management, program management, the Virtual Depot™, Raytheon Automated Systems, System 2000 precision maintenance, Enhanced Automated Graphical Logistics Environment (EAGLE), Advanced Logistics Program Integration and Engineering (ALPINE), remote logistics solutions, ISO-9001 certification, and applicable information technology. Our support of minority business through ten Mentor Protégé programs resulted in the Nunn/Perry and Dwight D. Eisenhower Awards for excellence in subcontracting. Examples of logistics activities Raytheon supports include:

- Contract field team maintenance/modifications
- Contractor logistics support
- Standard base supply system
- Technical support services
- Base support
- Logistics support depot

3.2.2 Raytheon's SCM Concept

The traditional supply chain environment is best described as: 1) a segmented loop process in which product delivery to the customer is driven by legacy processes with incomplete status feedback and material visibility; and 2) a process supported by loosely coupled islands of automation. The inventory levels are increased or decreased in anticipation of accelerated demands and procurement lead times. Real-time visibility into key supply chain variables, such as demand, stock on hand, pipelines and lead times is limited to the single systems view of that information. Drawing down inventory levels fails to accommodate unanticipated demands and schedule changes. Large demands deplete the inventory,

requiring emergency procurements. Lack of predicted demand drives up surplus inventory and increases attendant costs.

Raytheon's SCM solution is best described as: 1) a closed loop process in which product delivery is tightly coupled to demand, and 2) an automation environment focused on providing real-time status information to all participants via the World Wide Web. Demand drivers are entered into Raytheon's SCM system from multiple points of origin – by the customer directly as demand pull, by administrative reservation of forecasted requirements, or by built-in automated demand forecasting tools provided as part of our solution. Customers are able to access and view the status of any particular item anywhere in the supply chain as it progresses from the manufacturer to the end-user. Inventories located at multiple locations are accessed to meet total demand. This highlights and drives down surplus inventories and reduces items awaiting parts. The ability to provide in-transit visibility increases end-user confidence in deliveries – thus reducing duplicate (insurance) requisitions.

Raytheon's SCM solution provides the customer with a modernized supply chain business system based on open system standards and, where appropriate, "best of breed" COTS products. Our SCM process lowers inventory investments through better forecasting and supply chain execution and by speeding up vendor-supplied inventory using techniques like just-in-time, long term contracts, and make-to-order. Expected results include:

- Surplus inventory, instead of increasing, is slowly consumed
- Rework items awaiting parts are reduced as material for repairs is more precisely scheduled

Active inventory is drawn down and replaced by better demand predictions, vendor-maintained inventories, and just-in-time/make-to-order fulfillment of requirements. System features and benefits include:

- Improved material availability
- Improved order fulfillment cycle (logistics response) time
- Improved product quality
- Improved price/total cost

- Improved supply services
- Improved technical support

Raytheon's SCM concept provides for full lifecycle acquisition and logistics support integration of customer and Raytheon personnel on jointly populated integrated process teams. Such teams deliver sustaining operations logistics support that focuses on operational requirements employing the most cost-effective means. Logistics support begins with an SCM practices upgrade or a manufacturing project's conceptual phase. Raytheon provides continuous feedback to the customer throughout deployment and operation. Raytheon consolidates and centralizes a team consisting of logistics, engineering, and acquisition personnel to complete all phases of the evolving logistics system. Our cross-trained personnel provide life cycle planning, accelerate support, achieve synergy of effort, optimize the use of resources, achieve synergy of effort, and speak the language of the customer.

3.3 SIN 874-502 Acquisition Logistics

Services within the logistics management discipline, which support a product or system through its life cycle. Services may include Acquisition Logistics or Integrated Logistics Support associated with the design, development, testing, production, fielding, sustainment, and/or improvement of cost-effective systems including the eventual disposal or salvage of these systems. Contractors may provide logistics expertise in the pre-production or design phases of systems to ensure that the systems can be supported through their life-cycles and that the infrastructure elements necessary for operational support are identified and acquired. These services may continue through the lifecycle of the system or product and include guidance, assistance, and/or operational support. (Note: Engineering services may be acquired under the GSA Professional Engineering Services MAS.) The supply chain management elements that are involved in this activity may be acquired under this SIN or in combination with other SINS.

Task orders may include:

- Participation in or consultation with concept development or integrated process teams
- Needs assessments

- Define and establish program objectives, strategies, plans and schedules
- Develop milestone documentation
- Market research and acquisition planning
- Material requirements identification, planning, acquisition and management
- Develop specifications or performance-based work statements and task estimates
- Develop, document and support maintenance procedures and technical manuals
- Configuration and data management with related documentation
- Develop and monitor funding plans
- Support packaging, handling, storage and transportation operations
- Supply chain integration planning
- Inventory or asset management
- Vendor management
- Conduct field problem analysis and recommend corrective action
- Spares modeling
- Disposal, recycling or salvage management

Raytheon has full capability for the management of all logistic elements throughout the life cycle of a platform, system or piece of equipment. We understand the customer's logistics needs. We have the dedicated employees, experience, knowledge and tools to do the job right the first time.

Raytheon has extensive experience with a full range of systems, including fixed and rotary wing aircraft, weapons, armament, avionics, radar, sonar, meteorological data systems, satellite receivers, sensor systems, communication and navigation systems, and sea- and land-based support equipment. Our logisticians continually focus on cost benefits to the customer to realize cost savings by continually striving for high equipment operational availability, improved mean time between failure rates, low turn-around times on spares, total operating cost savings, time savings and training cost savings.

We have worked extensively with the Integrated Logistics Support team requirements of all Naval Systems Commands, Marine Corps, Army, Air Force, U.S. Government agencies, and foreign military services. We provide Logistics Management to the Federal Aviation Authority, U.S. Customs, Department of Energy, and the U.S. Coast Guard. In some

program areas, logisticians plan and manage all logistics aspects, including pertinent logistics management documents such as:

- Acquisition Logistics Support Planning
- Logistics Requirements Funding Summaries
- Maintenance Planning
- Continuous Acquisition and Life Cycle Costs
- Integrated Logistics Support Detail Specifications (ILSDS)
- Users Logistics Support Summary (ULSS)
- Logistics Support Analysis Planning (LSAP)
- Support for logistics assessments and test and evaluation.

Logisticians are associated with aircraft modification processes and Change Control Board procedures. Logistics Management professionals also interface with other Acquisition Logistics Support Management Team members, Cross Product Team members, and Logistics Element Managers to ensure proper and complete program execution.

Raytheon has used the EAGLE system as a primary logistics tool. EAGLE is a technologically innovative logistics system emphasizing the use of a centrally located database as a core repository for development of all logistics products. EAGLE also produces Hyper-Text Markup Language (HTML) output for publication over the World Wide Web, allowing easy remote on-line access for customers.

3.3.1 Maintenance Planning

Raytheon can perform all MIL-STD-1388 and MIL-HDBK-502 acquisition logistics tasking. We work in cooperation with systems engineers to accomplish the necessary Use Studies and Baseline Comparison Analyses. We participate as members of systems engineering teams to ensure supportability requirements are addressed. Much of our experience falls into the tasks normally conducted in the demonstration/validation and engineering/manufacturing development phases of the acquisition life cycle. We are strong in maintenance planning tasks including Level of Repair Analysis, Reliability Centered Maintenance, maintenance data collection, depot maintenance inter-servicing, and the development of Logistics Support Analysis records. Raytheon provides supply support requirements to include interim supply support, provisioning, material support date, di-

rect vendor delivery, COTS items, and spares acquisition integrated with production.

Raytheon develops and provides Users Logistics Support Summaries (ULSS) to its customers when required. The ULSS identifies logistics resources necessary to operate and maintain the systems subsystems and equipment in their operational environment. It contains deployment-planning data and summarizes the results of the logistics planning and acquisition in the Acquisition Logistics Support Plan. The data in the ULSS provides information to both supporting and operational activities concerned with logistics support.

3.3.2 Maintainability Design

The logistics community at Raytheon is heavily involved with the engineering community in the design interface process. Most logisticians are co-located with their respective Integrated Product Teams in order to collectively perform maintainability design functions. Maintainability design tasks deal with the ease, accuracy, and economy in the performance of maintenance tasks. Maintainability design includes those functions in the design process necessary to ensure that the ultimate product configuration is compatible with the top system-level objectives from the standpoint of the allocated cost/maintenance action and related factors. As logisticians, we are very concerned with maintenance times, supportability factors in design, and projected maintenance costs over the life cycle of the program.

3.3.3 Provisioning

Raytheon is experienced in developing and providing accurate and usable provisioning technical documentation for Navy, Army, Air Force, And Marine Corps programs. Raytheon is a registered Interactive Computer-Aided Provisioning System (ICAPS) user. Provisioning, technical data is generated to the customer's requirements and format.

3.3.4 Technical Publications

Raytheon is experienced in developing and maintaining technical publications for the Navy, Army, Air Force, Marine Corps, foreign government and commercial customers. Raytheon performs the functions of Technical Manual Cognizant Field Activity for many Navy programs, and knows what must be

done to get vital operation and maintenance information to the users on time and in the right format.

3.3.5 Training

Raytheon's training personnel have extensive experience in technical training, fully understand the customer's needs, and provide training that fits those needs. Raytheon training courses are custom designed to individual customer requirements. Training methods may include everything from traditional stand-up training to the use of the most sophisticated multimedia courseware and training simulators. We can also provide computer-based training materials that allow student to go through the training at their own paces as often as they need.

3.3.6 Sustainment and Supportability Engineering

Our Sustainment and Supportability Engineering (SSE) approach analyzes all maintenance data to assess key supportability factors on any particular program. SSE assesses programmatic mandates to include budget, mission, COTS mandates, and equipment projections. SSE provides problem analysis in the areas of reliability, availability, cost, obsolescence, and configurations, and provides technical and support alternatives for customer recommendations. The results of the SSE analysis equips the customer with data on reliability and maintainability problems, obsolescence problems, and support structure problems. This allows engineering changes to be accomplished ahead of need, as well as changes to maintenance concepts and changes to long-term support. Valuable information is put in the hands of the logistics managers and decision-makers early enough to make sound life cycle and total cost savings decisions for the program.

3.3.7 Logistics Engineering

Raytheon has full capability for Logistics Engineering in the analysis of the performance parameters of fielded equipment. Included in this function are availability analysis, supportability assessment, support concept verification, support system optimization and identification and correction of supportability problems.

3.4 SIN 874-503 Distribution and Transportation Logistics Services

This SIN includes moving and storage, transportation system development and management, carrier management/routing and freight forwarding (excluding household goods and small package services). These services may include planning, design, implementation, and/or operation of systems or facilities for the movement of goods, supplies, equipment, or people by road, air, water, rail, or pipeline. Commercial passenger airline services covered by the Airline City Pair Program are excluded. Task orders may include:

- Distribution system analysis, development and management
- Location modeling and distribution network analysis
- Fleet planning, operation and maintenance
- Carrier management and routing
- Freight forwarding, consolidation and management
- Tracking system analysis, design, operations and management

Raytheon is experienced in all facets of material requirements planning and distribution activities such as inventory management, kitting, packaging, documentation, and delivery to various government and commercial customers worldwide. Raytheon both operates and manages in-house as well as contracts externally with third-party providers for these operations. In-house operations are ISO-9001 certified.

Raytheon has successfully performed the integrated logistics activities of transportation and distribution for large scale, multi-year, military and commercial systems worldwide. In the performance of these contracts, Raytheon is responsible for all the packaging, staging, and logistics activities related to the conveyance of supplies from the original equipment manufacturer to a consolidation area within the U.S. (under Raytheon management), to the foreign port of entry, or to the actual job site. These responsibilities and experiences include logistical support planning, supply chain management and distribution, packaging, and transportation.

3.4.1 Logistical Support Planning

Logistical support planning involves developing and updating project-specific plans and procedures to manage, coordinate and perform the delivery, supply and re-supply, spares/depot-level provisioning, and system repair and return programs.

Logistics planning activities include:

- Task definition and understanding of requirements
- Clear definition of responsibility
- Establishing points of contact and channel of information flow
- Building team relationships
- Delivery scheduling
- Budgeting
- Forecasting, risk analysis, and risk mitigation
- Subcontract negotiation/management of third-party logistics providers

3.4.2 Supply Chain Management and Distribution

Raytheon performs port infrastructure, site access, and carrier evaluations to determine the best approach and cost-effective solutions to transport items to final destination. Raytheon provides facility requirements data inputs for civil work and infrastructure construction, and establishes and staffs foreign office operations when required.

Raytheon conducts vendor meetings and factory visits to review, analyze, and discuss system transportability, packaging, storage and handling criteria, and delivery schedule. Raytheon then determines optimal consolidation/staging area size and location based on geographical and/or carrier-provided services. Raytheon develops warehouse operations to include the receipt, inspection, and inventory of project material and provide a point of contact for scheduling and executing material shipments.

Inventory management techniques and material requirements planning software are developed by Raytheon or third-party providers. Data is captured and reported on a real time basis, enabling management by purchase order, contract line item, job order, job site, system configuration, or other criterion.

3.4.3 Packaging

Packaging for logistics encompasses the methods and procedures for delivering small piece part, kit or sub-assembly, and system-level deliveries. It includes large scale rigging, millwright and specialized material handling operations. Raytheon engineering develops and tests packaging methods and process for MIL-STD-2073 and best commercial practices performance orientated packaging for a wide variety of environmental, transport, handling and storage conditions. All packaging carries complete product identification in alphanumeric and barcode labeling. Based on transportation and environmental storage criteria, Raytheon develops and tests the packaging to the appropriate packaging logistics and preservation specifications and practices. Raytheon has developed packaging specifications for arctic, desert, subtropical and jungle conditions.

3.4.4 Transportation

Raytheon plans and coordinates all phases of domestic and international transportation in accordance with contractual requirements, Incoterms and U.S. and foreign country regulations.

Raytheon has coordinated the transportation of supplies under direct Government contracts using U.S. Government Transportation Management System (issuing government bills of lading, managing accounting protocol) and foreign military sales providers.

Raytheon has developed several company-wide air-freight programs for small items, heavy-weight (100+ lbs) items, and international shipping. These programs combine requirements (various service levels, cost effective rates, capacity, size restrictions, etc.) from Raytheon locations and are used to formulate carrier selection and negotiations. These programs are reviewed quarterly and re-bid every three years.

Raytheon provided Blue Streak support for spares and hardware requests during Desert Storm operations. Quick response and turn-around coordination was required to meet aircraft schedules along East Coast airfields. Raytheon is also experienced in domestic and international commercial charter operations from small aircraft to support production and testing, to larger commercial aircraft for deliveries of final product such as rocket engines to Taiwan.

For commercial projects, Raytheon performs carrier evaluation, solicitation, and contract negotiation for standard domestic services (small parcel, express/overnight airfreight and long-haul trucking) as well as international freight-forwarding and customs brokerage plus specialized charter requirements (air and ocean).

When managing international transportation, Raytheon coordinates all load planning, blocking and bracing, shipment configuration, marine surveying activities for roll-on-roll-off containerization, and out-of-gauge shipments to include port supervision, off-loading, and delivery to job sites.

3.5 SIN 874-504 Deployment Logistics Services

This SIN includes contingency planning; inventory and property planning, movement, storage and accountability; and communications and logistics systems to permit rapid deployment and management of supplies and equipment. Contractors may provide expert advice, assistance, guidance or operational support to identify and utilize existing regional or global resources, identify alternative capabilities and plan for effective integration of public and private sector support or resources.

Task orders may include:

- Contingency planning
- Material and property requirements planning, movement, storage and accountability systems
- Asset management and visibility
- Regional and global resource capability identification and integration
- Public and private sector resource management
- Communication and logistics systems design, planning and operation
- Medical and emergency unit storage and inventory management

Raytheon's Infrastructure Services operates in remote locations throughout the world, providing the highest quality in remote site operations, maintenance, and logistics support. Raytheon achieves its high level of success by providing a comprehensive logistics and maintenance management support package. Our engineers have developed an internet-accessible maintenance management software

package to manage and schedule key logistics and maintenance functions. This software tracks spare parts, schedules and monitors preventive maintenance functions, monitors corrective maintenance actions, controls inventory, and assists in ordering and shipping. Raytheon has also set up and trained personnel in the use of a computerized spare parts inventory control system, and spare parts and equipment are delivered from the manufacturer right to the mechanic's hands. Trained personnel receive, account for, and warehouse each line item, and record its location into a centralized inventory database to facilitate part recovery. Each item has a minimum/maximum stock level, to ensure the parts pipeline is constantly flowing.

Raytheon's large-scale operations combine the advantages of decentralized responsiveness with the cost savings gained by our central operations hub located in Moscow. While each country manager has the flexibility to effectively manage his own programs, we achieve cost savings for the customer by centrally managing certain key functions such as financial and budgeting operations, human resources, information technology, and some bulk procurement.

One of our main achievements has been the maintenance of high-quality, high-activity operations at low cost. We achieve this by procuring parts and labor services locally whenever possible, and then managing this high local content effectively. We have established important connections with local factories and machine shops, which provide locally manufactured special parts on an as-needed basis. This approach has enabled Raytheon to achieve a greater-than-95 percent local content on a subcontractual basis. By keeping local content high, we have been able to effect needed repairs quickly and inexpensively, while maintaining an extremely high equipment readiness rate.

Raytheon's services cover communications equipment and technology as well, including telecommunication planning, installation, maintenance, licensing, and procuring of frequencies. Raytheon has established computer-based communications systems for fax and e-mail capability overseas. We have also set up local area network systems at various locations at local government ministries and agencies.

Of significant importance is the fact that through Raytheon's years of experience working in the former Soviet Union, we have developed excellent working relationships with host nation government organizations and officials, such as the Customs Service, Tax Inspectorate, and Ministry of Defense. These relationships facilitate customs processing of equipment and enable us to avoid bureaucratic delays, which might stymie less experienced Western firms. In addition, all our offices interface regularly with the local U.S. Embassies.

Raytheon also staffs and operates a full-time medical clinic at a remote site in Russia, providing routine and emergency health care to deployed personnel.

In addition to our contracts in the former Soviet Union, current Raytheon contracts include U.S. Government support requirements at such diverse locations as Guam, Kwajalein Atoll, Bosnia, Antarctica, Kuwait, Germany, South Korea, and New Zealand. Raytheon's success as a cost-effective remote maintenance and logistics provider is due to our well-trained, well-managed, motivated staff, with sufficient support and the necessary tools, facilities, and parts to get the job done. Raytheon's proven approach and corporate experience can duplicate this successful maintenance and logistics support approach for any customer, at any location, worldwide.

3.6 SIN 874-505 Logistics Training Services

This SIN includes training in system operations and automated tools for supply and value chain management, property and inventory management, distribution and transportation management and maintenance of equipment and facilities supporting these activities.

Raytheon considers effective training programs to be a key part of our technical support services. Raytheon's training capabilities are significant and diverse. Our systems approach to training includes all essential functions from initial preparation of task and skills analyses through the actual training and monitoring of graduates to ensure that they have acquired the necessary knowledge and skills.

Raytheon's training courses are custom designed to fit individual customer needs. Training methods may include everything from traditional stand-up training to the use of the most sophisticated multimedia

courseware and training simulators. We have extensive experience in providing total training solutions. The activities undertaken for each program, as appropriate, include:

- Definition of training needs through analysis of required job knowledge and skills versus incoming trainee abilities.
- Design of courses
- Development and production of course materials
- Design, development and production of training devices
- Management of program activities
- Conduct of training courses
- Design and construction of training facilities

Raytheon's training development cadre is comprised of personnel with vast military and contractor instructional system development experience. Many have advanced degrees in Curriculum Development. With over 40 years experience in training and training technology, we have trained thousands of students worldwide in such diverse subjects as:

- Electronics
- Hydraulics
- Power generation
- Heating, ventilation, and air conditioning
- Missile systems
- Pilot training and aircraft maintenance
- Toxic and chemical waste disposal
- Oceanographic systems
- Maintenance management

Raytheon's training customers include all military services, governmental agencies such as the Federal Aviation Administration, and foreign governments. Raytheon currently operates the Navy's Landing Signal Officer school at Portsmouth, Va., and is currently conducting training efforts for the following programs:

- Ribbonized, organized, integrated (ROI) wiring
- Tactical Weather Radar system
- Solar Radio Burst Locator system
- Tactical Meteorological system

3.6.1 Training Analysis and Design

Task analysis and course design are performed by an experienced team of program managers, curricu-

lum designers and evaluation and validation specialists. Supporting the analysis and design team are other resources including engineers, educational psychologists, and human factors experts.

Raytheon training professionals identify individual and collective tasks essential to the safety and productivity of the employee. We develop and validate job performance measures, identify manpower and personnel profiles, define training paths and develop training standards in accordance with the direction of the customer and the requirements of the job to be performed.

Raytheon's multimedia training specialists are backed up by a state-of-the-art in-house media production facility providing:

- Graphic arts
- Photography
- Publications
- Industrial and broadcast audio/video production

Based on the task analysis, the appropriate hardware, software, and courseware are designed and developed. Training objectives are formulated so that all lessons tie directly to tasks identified during analysis. No task can be overlooked and no material is developed that doesn't relate to a required task.

3.6.2 Classroom and On-Site Course Conduct

Raytheon maintains training facilities and personnel to support customers requiring classroom and on-site course conduct in the U.S. and throughout the world. Either Raytheon or customer training facilities may be used. During course conduct, Raytheon presents a curriculum to meet specified training requirements and evaluates the course effectiveness. Based on customer need, Raytheon can conduct training using lecture, recitation, laboratory, examination, independent study and demonstration methods, as appropriate. Significant elements of the Raytheon approach include:

- Providing consulting and remediation to ensure learning objectives are met.
- Providing performance evaluation.
- Identifying problem areas and recommending corrective action

3.6.3 Types of Training

Raytheon can provide several types of training to fulfill user requirements. The types can be provided singly or in combination as desired to provide the most effective training for the operators and maintainers.

3.6.3.1 Paper-Based Training

Paper-based training is traditional classroom and hands-on instruction using viewgraphs or digital PowerPoint presentations, trainee guides, review exercises, and performance evaluations. This training can be held at any location selected by the customer.

3.6.3.2 Programmed Instruction Text

Programmed instruction text is a self-paced training manual for individual students to use. The manual includes review exercises for the student.

3.6.3.3 Digital Training

Digital training consists of digital PowerPoint presentations on CD-ROM with a mix of simple animation, audio, and video as well as text and illustrations. This type of training is very portable and easily exportable. It is self-paced and can be reviewed at any time. It is good for shift workers.

3.6.3.4 Computer-Based Training

Computer-based training on CD-ROM using the Advanced Integrated Maintenance Support System (AIMSS) software (the Runtime program is provided on the CD-ROM) expands the capabilities of digital training. The advantages of AIMSS as a training vehicle include:

- Uses any desired mix of audio, video, and animation as well as text and illustrations
- Provides questions with immediate feedback/review of answers as check on learning
- Portable and exportable, self-paced, and can be viewed or reviewed at any time
- Ideal for on-the-job training as well as for shift workers

It can also be combined with interactive electronic technical manuals (IETMs), if they are also developed using AIMSS, to provide “mentoring” assistance to technicians who are doing a new task for the first time, need refresher training on a task they have not accomplished in a while or are unsure of, and for on-the-job training.

3.7 Services Not Included

Federal agencies should not use this vehicle for the acquisition of supplies that are not integral to the task and incidental in nature. Services that are not appropriate for purchase under this schedule include, but are not limited to, financial or freight rate audits; engineering services, information technology systems integration, network services, volume purchase of information technology hardware, software development, database planning, marketing/media services, household goods moving and storage, and commercial passenger airline services.

Section 4 – Ordering Procedures for Services

4.1 How to Use This Schedule

The services that have been awarded under this schedule are listed in Section 3 – LOGWORLD Services. Consult Section 7 – Pricing for more detailed ordering information.

4.2 Ordering Information

4.2.1 Orders Under \$2500

Prepare a Statement of Work of your choice and place your order directly with the contractor that best meets your needs.

4.2.2 Orders Over \$2500

Best Value – To ensure a “Best Value” determination is made as required by FAR 8.404:

- Prepare a Statement of Work
- Send RFQ to at least three schedule contractors
- Review the schedule contractor quotes received
- Consider price, plus administrative costs
- Select the contractor who provides you with the “Best Value”
- Place order directly with the contractor

4.2.3 How Do I Pay?

Agencies can make payments for oral or written task orders equal to or less than the micro-purchase threshold of \$2,500 using the Government Purchase Card. Raytheon will also accept the Government Purchase Card for some orders exceeding the micro-purchase threshold.

4.2.4 Orders Exceeding \$1 Million

Orders exceeding \$1 million may be placed with concurrence of both Raytheon and the government.

4.3 Blanket Purchase Agreements

Federal Supply Schedule contracts contain Blanket Purchase Agreements (BPAs) provisions to maximize your administrative and purchasing savings. This feature permits schedule users and contractors to set up “accounts” to fill “recurring requirements.” These accounts establish a period for the BPA and address issues, such as:

- Frequency of ordering and invoicing
- Authorized callers
- Discounts
- Delivery locations and time

4.4 Incidental Items

For administrative convenience, open market (non-contract) items may be added to a Federal Supply Schedule BPA or the individual task/delivery order if:

- The items are clearly labeled as such on the order
- All applicable acquisition regulations have been followed
- Price reasonableness has been determined by the ordering activity for the open market items

4.5 Organizational Conflicts of Interest

A. Definitions

- “Contractor” means the person, firm, unincorporated association, joint venture, partnership or corporation that is a party to this contract.
- “Contractor and its affiliates” and “contractor or its affiliates” refers to the contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the contractor, any entity into or with which the contractor subsequently merges or affiliates, or any other successor or assignee of the contractor.
- An “Organizational Conflict of Interest” exists when the nature of the work to be performed under a proposed government contract, without some restriction on activities by the contractor and its affiliates, may either: i) result in an unfair competitive advantage to the contractor or its affiliates; or ii) impair the contractor’s or its affiliates’ objectivity in performing contract work.

B. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the government, ordering offices may place restrictions on the contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule

contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

4.6 Procedures for Services Priced on GSA Schedules at Hourly Rates

The GSA has determined that the rates for services contained in the price list applicable to this schedule are fair and reasonable; however, the ordering office using this contract is responsible for considering the level of effort and mix of labor proposed to perform the specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable. FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some SINs within a Schedule. GSA has established special ordering procedures for services that are priced on schedules at hourly rates. These special ordering procedures take precedence over the procedures in FAR 8.404. When ordering services, ordering offices shall:

1. Prepare a request for quote.

- A performance-based statement of work that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptable criteria and any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.
- A request for quote should be prepared which includes the performance-based statement of work and requests the contractors to submit either firm-fixed prices or ceiling prices to provide the services outlined in the statement of work. Firm-fixed price orders shall be requested unless the ordering office makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, labor hour quotes may be requested. The firm-fixed

prices shall be based on the hourly rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed prices of the order should also include any other incidental costs related to performance of the services ordered. The order may provide for reimbursements of travel costs at the rates provided in the Federal Joint Travel Regulations, or as a fixed-price incidental item. A ceiling price must be established for labor hour orders.

- The request for quote may request that the contractors, if necessary or appropriate, submit a project plan for performing the task and information on the contractor's experience and/or past performance performing similar tasks.
- The request for quote shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the best value selection criteria including the intended use of past performance factors.

2. Transmit the request for quote to contractors.

- Based upon an initial evaluation of catalogs and price lists, the ordering office should identify the contractors that appear to offer the best value (considering the scope of services offered, hourly rates and other factors such as contractors' locations, as appropriate).
- The request for quote should be provided to a minimum of three contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not exceed the maximum order threshold. For proposed orders exceeding the maximum order threshold, the request for quote should be provided to additional contractors that offer services that will meet the agency's needs. Ordering offices should strive to minimize the contractors' costs associated with responding to requests for quote for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement. Oral presentations should be considered, whenever practical.

3. Evaluate quotes and select the contractor to receive an order.

- After responses have been evaluated against the factors identified in the request for quote, the order should be placed with the schedule contractor that represents the best value and results in the lowest overall cost alternative (considering price, special qualifications, administrative costs, etc.) to meet the government's needs.
- The establishment of Federal Supply Schedule BPAs for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance periods, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering office the opportunity to secure volume discounts. When establishing BPAs, ordering offices shall
 - Inform contractors in the request for quote (based on the agency's requirement) if a single BPA or multiple BPAs will be established and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.
 - Single BPA: Generally, a single BPA should be established when the ordering office can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for services arises. The schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs should be awarded the BPA.
 - Multiple BPAs: When the ordering office determines multiple BPAs are needed to meet its requirements, the ordering office should determine which contractors can meet the technical qualifications before establishing the BPAs. When multiple

BPAs are established, the authorized users must follow the procedures in 2.B above and then place the order with the schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs.

- Review BPAs periodically. Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value (considering price, special qualifications, etc.) and results in the lowest overall cost alternative to meet the agency's needs.

4. The ordering office should give preference to small business concerns when two or more contractors can provide the service at the same firm-fixed price or ceiling price.

5. When the ordering office's requirement involves both products as well as professional services, the ordering office should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the greatest value in terms of meeting the agency's total needs.

6. The ordering office, at a minimum, should document orders by identifying the contractor the services were purchased from, the services purchased and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor hour order. For agency requirements in excess of the micro-purchase threshold, the order file should document the evaluation of the schedule contractor quotes that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

7. Definitions:

- Task Request: An agency request to provide the products and services similar to those described in the contract tailored to the agency's requirement. The task request will include, at a minimum, a performance work statement for a particular requirement or project from an ordering agency that clearly specifies all tasks to be performed and products to be delivered under the task order; and ask for written or

oral proposals from contract awardees. The task request is NOT an actual task order – it is a request for proposals from the Federal Supply Schedule contractors.

- Task Order Proposal: The contractor's bona-fide proposal describing how it intends to accomplish the agency's requirements stated in the task request and at what price.
- Task Order: An agency's written order to provide the products and services at the negotiated price. The task order will include, SINS/skill categories, hours/unit price, period of performance, GSA contract number and ordering agency task order number.

8. All costs associated with the marketing, development, proposal preparation, presentation, submission and negotiation in response to any task request or task order shall be at the contractor's expense. All travel costs associated with the task order process shall be borne by the contractor.

9. License Agreements/Fees: Licensing fees may be offered to users, but they are to be negotiated with users separately outside of this schedule. GSA will not negotiate or award licensing fees of any type.

10. Time of Delivery: Work on task orders shall begin at a time mutually agreed to by the contractor and the agency ordering the services and/or products. Completion of performance and delivery of receivables shall be in accordance with the delivery schedule established by the contracting officer of the ordering agency in the task order.

11. Payments: Payment shall be made for items accepted by the government that have been delivered to the delivery destinations set forth in the schedule contracts. The government shall make payment in accordance with the Prompt Payment Act (31 U.S.C. 3903) and Office of Management and Budget (OMB) Circular A-125, Prompt Payment. Unless otherwise provided by an addendum to this contract, the Government will make payment in accordance with the clause FAR 52.232-33, Mandatory Information for Electronic Funds Transfer Payment, which is incorporated herein by reference. In connection with any discount offered for early payment, time shall be computed from the date of the invoice. For the purpose of computing the discount earned, payment shall be considered to have been made on the date

which appears on the payment check or the specified payment date if an electronic funds transfer payment is made.

12. Method of Payment:

- Payment Options: Payments by the government under this contract, including invoice and contract financing payments, may be made by check or electronic funds transfer (EFT) at the option of the government. If payment is made by EFT, the government may, at its option, also forward the associated payment information by electronic transfer. As used in this clause, the term "EFT" refers to the funds transfer and may also include information transfer.
- Imprest Funds: The contractor agrees to accept cash payment for purchases made under the terms of the contract in conformance with Federal Acquisition Regulation (FAR) 13.404.

13. Labor Hour Task Orders: The preferred type of task order to be placed against contracts under this schedule is firm fixed price. Labor hour task orders are permitted: 1) if it is not possible at the time placing the order to estimate accurately the extent or duration of the work as outlined in FAR 16.6; and 2) if the schedule contractor is designated as being able to accept labor hour task orders (Refer to the "Contractors" section at the back of this schedule for the contractor's designation of "LH").

14. Oral Presentations: Ordering agencies are encouraged to use oral presentations as a means to streamlining their acquisition of complex requirements through this Multiple Award Schedule. Oral presentations can save time, staff resources, and money. For excellent guidelines concerning oral presentation as presented by the Procurement Executives Association, see the following website: <http://www.pr.doe.gov/oral.html>.

Section 5 – Contractor Team Arrangements

5.1 Contractor Team Arrangements and Federal Supply Schedules

Federal Supply Schedule contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to customer agency requirements. The policy and procedures outlined in this part will provide more flexibility and allow innovative acquisition methods when using the Federal Supply Schedules.

In the spirit of the Federal Acquisition Streamlining Act (FASA), all Federal agencies have been encouraged to facilitate innovative contracting/acquisition approaches. FAR 1.102 provides Guiding Principles on the Federal Acquisition System, outlining what the system will achieve:

- Satisfy the customer (cost, quality, and timeliness of delivery)
- Maximize use of commercial products and services
- Consider contractor’s past performance
- Promote competition
- Minimize administrative costs
- Conduct business with integrity, fairness and openness
- Fulfill public policy objectives

The Federal Supply Schedule program is a resource that customers may use to achieve what the system has outlined for Acquisition Teams to follow.

Each member of the “Acquisition Team” is to exercise personal initiative and sound business judgment and is responsible for making acquisition decisions that deliver the best value product or service to meet the customers needs. FAR 1.102-4 further empowers Government Acquisition Team members to make acquisition decisions within their areas of responsibility including selection, negotiation, and administration. The contracting officer has the authority to the maximum extent practical, to determine the applications of rules, regulations, and policies.

Federal Supply Schedule customers may refer to FAR 9.6 (Contractor Team Arrangements). The policy and procedures outlined in this subpart will provide more flexibility and allow innovative acquisition methods when using Federal Supply Schedules.

Customers are encouraged to review this section and should note that the use of Contractor Team Arrangements is permissible after contract award.

Contractor Team Arrangements, combined with the Federal Supply Schedules Program, provide Federal customers with a powerful commercial acquisition strategy.

5.2 Basic Guidelines for Using “Contractor Team Arrangements”

Federal Supply Schedule contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to customer agency requirements. These Contractor Team Arrangements can be included under a BPA. BPAs are permitted under all Federal Supply Schedule contracts. Orders under a Contractor Team Arrangement are subject to terms and conditions of the Federal Supply Schedule contracts. Participation in a Contractor Team Arrangement is limited to Federal Supply Schedule contractors. The following is a general outline on how Contractor Team Arrangements work:

- The customer identifies the requirements
- Federal Supply Schedule contractors may individually meet the customers needs, or may submit a Schedule Contractors “Team Solution” to meet the customer’s requirements
- The customer makes a best value selection.

Fax her at 253.931.7174, or call 253.931.7077

Section 6 – Sample Forms

BEST VALUE
BLANKET PURCHASE AGREEMENT
FEDERAL SUPPLY SCHEDULE

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act _____(Agency)_____ and _____(Contractor)_____ enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items and services from the General Service Administration (GSA) Federal Supply Schedule Contract(s) _____.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: the search for sources, the development of technical documents, solicitations and the evaluation of bids and offers. Contractor Team Arrangements are permitted with Federal Supply Schedule contractors in accordance with Federal Acquisition Regulation (FAR) Subpart 9.6

This BPA will further decrease costs, reduce paperwork and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The result is to create a purchasing mechanism for the Government that works better and costs less.

Signatures

| | | | |
|--------|------|------------|------|
| Agency | Date | Contractor | Date |
|--------|------|------------|------|

VICTORY OVER RED TAPE

BPA NUMBER _____

(CUSTOMER NAME)
BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply contract number(s) _____, Blanket Purchase Agreements, the contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (Ordering Agency) _____.

1. The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

| | |
|---------------------|----------------------------|
| SPECIAL ITEM NUMBER | SPECIAL BPA DISCOUNT/PRICE |
| _____ | _____ |
| _____ | _____ |

2. Delivery:

| | |
|-------------|-------------------------|
| DESTINATION | DELIVERY SCHEDULE/DATES |
| _____ | _____ |
| _____ | _____ |

3. The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be _____.

4. This BPA does not obligate any funds.

5. This BPA expires on _____ or at the end of the contract period, whichever is earlier.

6. The following office(s) is (are) hereby authorized to place orders under this BPA:

| | |
|--------|------------------|
| OFFICE | POINT OF CONTACT |
| _____ | _____ |
| _____ | _____ |

7. Orders will be placed against this BPA via Electronic Data Interchange (EDI), fax or paper.

8. Unless otherwise agreed to, delivery tickets or sales slips containing the following information as a minimum must accompany all deliveries under this BPA:

- a. Name of contractor
- b. Contract number
- c. BPA number
- d. Special Item number
- e. Task/delivery order number
- f. Date of purchase
- g. Quantity, unit price, and extension of each item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
- h. Date of shipment

9. The requirements of a proper invoice are as specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the task/delivery order transmission issued against this BPA.

10. The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the contractor's invoice, the provisions of this BPA will take precedence.

Request for Contract Award Information Form

Customers requesting contract award information (i.e., List of Contractors) should fill in the following information.

Fax the request to: 253.931.7544

Customer Name

Fax Number/Mailing Address

Contract Award Information Requested for:

Federal Supply Schedule Number:

or

Special Item Number:

or

Item Description: _____

Section 7 – Pricing

7.1 Customer Information

| Subject | Data |
|--|---|
| 1. Awarded Special Item Numbers (SINs) | 874-501 Supply and Value Chain Management Services 874-502 Acquisition Logistics 874-503 Distribution and Transportation Logistics Services 874-504 Deployment Logistics Services 874-505 Logistics Training Services |
| 2. Maximum Order Limitation | \$1 million (waiverable) |
| 3. Minimum Order | \$300 |
| 4. Geographic Coverage | Domestic and international |
| 4a. Travel | Contractor travel per Federal Travel Regulation 31.205.46, as applicable |
| 5. Points of Production | Raytheon worldwide locations |
| 6. Discount from List Prices or Statement of Net Price | Government net prices (subject to agreement on Task Order basis) |
| 7. Quantity Discounts | Not applicable |
| 8. Prompt Payment Terms | Net 30 days |
| 9a. Notification that Government Purchase Cards Are Accepted or Not Accepted Below the Micropurchase Threshold | Accepted |
| 9b. Notification that Government Purchase Cards Are Accepted or Not Accepted Above the Micropurchase Threshold | Accepted |
| 10. Foreign Items (List Items by Country of Origin) | Not applicable |
| 11a. Time of delivery | Specified on Task Order |
| 11b. Expedited Delivery | Subject to agreement on Task Order basis |
| 11c. Overnight and two-day Delivery | Subject to agreement on Task Order basis |
| 11d. Urgent Requirements | Subject to agreement on Task Order basis |
| 12. FOB Points/Scope | Origin |
| 13. Ordering Address | 12220 Sunrise Valley Drive Reston, VA 20191 |
| 14. Payment Address | As indicated on Task Order |
| 15. Warranty Provision | None |
| 16. Export Packing Charges | Applicable subject to agreement |
| 17. Term and Conditions of Government Purchase Card Acceptance (Any Thresholds Above the Micropurchase Level) | Applicable subject to agreement |

| Subject | Data |
|--|---------------------------------|
| 18. Terms and Conditions of Rental, Maintenance, and Repair | Applicable subject to agreement |
| 19. Terms and Conditions of Installation | Applicable subject to agreement |
| 20. Terms and Conditions of Repair Parts Indicating Date of Parts Price Lists and Any Discounts form List Prices | Applicable subject to agreement |
| 20a. Terms and Conditions for Any Other Services | Applicable subject to agreement |
| 21. List of Service and Distribution Points | Applicable subject to agreement |
| 22. List of Participating Dealers | Not applicable |
| 23. Preventive Maintenance | Applicable subject to agreement |
| 24. Year 2000 (Y2K) Compliant | Applicable subject to agreement |
| 25. Environmental Attributes, e.g., Recycled Content, Energy Efficient, and/or Reduced Pollutants | Applicable subject to agreement |
| 26. Data Universal Number System (DUNS) Number | 00-133-9159 |
| 27. Notification Regarding Registration in Central Contractor Registration (CCR) Database | Registered |

7.2 Discounted Rates for Calendar Years 2006 Through 2010

| | 4/1/06 to 12/31/06 | 1/1/07 to 12/31/07 | 1/1/08 to 12/31/08 | 1/1/09 to 12/31/09 | 1/1/10 to 12/31/10 |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Job Title | CY06 | CY07 | CY08 | CY09 | CY10 |
| Administrative Support/Clerical | \$ 102.65 | \$ 106.76 | \$ 111.03 | \$ 115.47 | \$ 120.09 |
| Configuration Analyst | \$ 110.81 | \$ 115.24 | \$ 119.85 | \$ 124.65 | \$ 129.63 |
| Contracts Admin. Manager | \$ 108.88 | \$ 113.24 | \$ 117.77 | \$ 122.48 | \$ 127.38 |
| Electrical Engineer | \$ 133.81 | \$ 139.16 | \$ 144.73 | \$ 150.52 | \$ 156.54 |
| Field Engineer | \$ 73.82 | \$ 76.77 | \$ 79.84 | \$ 83.03 | \$ 86.36 |
| General Accountant II | \$ 62.45 | \$ 64.95 | \$ 67.55 | \$ 70.25 | \$ 73.06 |
| Graphics Artist | \$ 110.81 | \$ 115.24 | \$ 119.85 | \$ 124.65 | \$ 129.63 |
| Industrial Nurse I | \$ 52.76 | \$ 54.87 | \$ 57.07 | \$ 59.35 | \$ 61.72 |
| Info. Systems Technologist II | \$ 69.74 | \$ 72.53 | \$ 75.43 | \$ 78.45 | \$ 81.59 |
| Instructor/Analyst | \$ 91.53 | \$ 95.19 | \$ 99.00 | \$ 102.96 | \$ 107.08 |
| Logistics Specialist | \$ 116.66 | \$ 121.32 | \$ 126.18 | \$ 131.22 | \$ 136.47 |
| Manager I | \$ 117.57 | \$ 122.28 | \$ 127.17 | \$ 132.25 | \$ 137.54 |
| Manager II | \$ 151.25 | \$ 157.30 | \$ 163.59 | \$ 170.14 | \$ 176.94 |
| Manager III | \$ 163.24 | \$ 169.77 | \$ 176.57 | \$ 183.63 | \$ 190.97 |
| Mechanical Engineer | \$ 134.80 | \$ 140.19 | \$ 145.80 | \$ 151.63 | \$ 157.69 |
| Multi-Disciplined Engineer | \$ 151.25 | \$ 157.30 | \$ 163.59 | \$ 170.14 | \$ 176.94 |
| Multimedia Spec. | \$ 129.44 | \$ 134.62 | \$ 140.00 | \$ 145.60 | \$ 151.42 |
| Planning/Control Specialist | \$ 133.67 | \$ 139.02 | \$ 144.58 | \$ 150.36 | \$ 156.37 |
| Program Cost Sched./Cntl. Analyst | \$ 116.66 | \$ 121.32 | \$ 126.18 | \$ 131.22 | \$ 136.47 |
| Purchasing Specialist | \$ 110.81 | \$ 115.24 | \$ 119.85 | \$ 124.65 | \$ 129.63 |
| Secretarial Support (SCA) | \$ 91.26 | \$ 94.91 | \$ 98.70 | \$ 102.65 | \$ 106.76 |
| Software Engineer | \$ 129.48 | \$ 134.66 | \$ 140.05 | \$ 145.65 | \$ 151.47 |
| Sr. Indl. Security Spec. | \$ 151.25 | \$ 157.30 | \$ 163.59 | \$ 170.14 | \$ 176.94 |
| Sr. Manager General | \$ 150.65 | \$ 156.68 | \$ 162.94 | \$ 169.46 | \$ 176.24 |
| Sr. PC/Client Server Analyst | \$ 87.31 | \$ 90.80 | \$ 94.44 | \$ 98.21 | \$ 102.14 |
| Subcontract Administrator | \$ 195.59 | \$ 203.42 | \$ 211.55 | \$ 220.02 | \$ 228.82 |
| Systems Engineer | \$ 151.29 | \$ 157.35 | \$ 163.64 | \$ 170.19 | \$ 176.99 |
| Systems Support Assistant (SCA) | \$ 91.26 | \$ 94.91 | \$ 98.70 | \$ 102.65 | \$ 106.76 |
| Team Leader I | \$ 102.65 | \$ 106.76 | \$ 111.03 | \$ 115.47 | \$ 120.09 |
| Team Leader II | \$ 110.81 | \$ 115.24 | \$ 119.85 | \$ 124.65 | \$ 129.63 |
| Technical Editor/Writer | \$ 116.66 | \$ 121.32 | \$ 126.18 | \$ 131.22 | \$ 136.47 |
| Technical Support Engineer | \$ 73.82 | \$ 76.77 | \$ 79.84 | \$ 83.03 | \$ 86.36 |
| Technician (SCA) | \$ 102.65 | \$ 106.76 | \$ 111.03 | \$ 115.47 | \$ 120.09 |
| Training Manager | \$ 169.96 | \$ 176.76 | \$ 183.83 | \$ 191.19 | \$ 198.83 |
| *CY=Calendar Year Period of Performance April 1, 2006 through December 31, 2010 | | | | | |

7.3 Job Titles, Descriptions, and Qualifications

| Job Title | Education Level | Minimum Years of Experience | Job Description |
|-------------------------------------|---|------------------------------------|--|
| Administrative Support/ Clerical | High school diploma | Two | Supports logistics business processes: data entry, word processing, and general clerical support. Strong computer skills. Excellent verbal and written communications skills. |
| Configuration Analyst | Bachelor's degree or equivalent | Four | Coordination and administration of assigned configuration management activities relative to identification, control, and accounting, for systems and/or equipment in accordance with contractual requirements. Establishes procedures and implements the introduction of changes to engineering documents assigned program. Reviews and analyzes released engineering change data and coordinates changes with engineering, quality, support, manufacturing, and engineering data control activities. Ensures that customer requirements are implemented and reviews change accounting activity to ensure compliance with configuration management policies. |
| Contract Administration Manager | Bachelor's degree or equivalent | Four | Develops solutions to a variety of problems of moderate scope and complexity. General knowledge of industry practices, techniques, and standards. Develops subcontract specifications, work statements, and terms and conditions for the procurement of specialized materials, equipment, and services. Prepares bid packages, conducts bidders' conferences, analyzes and evaluates proposals, negotiates subcontract provisions, recommends subcontractors, writes awards, and administers resulting subcontracts. Coordinates additions, deletions, or modifications to subcontracts. Participates with contracts administration and purchasing to develop subcontract policies and procedures. |
| Electrical Engineer | BS Electrical Engineering or equivalent | Five | Researches, develops, designs, and tests electrical components, equipment, systems, and networks. Designs electrical equipment, facilities, components, products, and systems, for commercial, industrial, and domestic purposes. |
| Field Engineer | Bachelor's degree or equivalent | Two | Supervises/manages operations and employees within the field engineering discipline. Responsible for budget, work flow, guidance, training, performance evaluation, and total compensation decisions. May create policies or programs to support the sound financial, operations, and competitive position of the company. |

| Job Title | Education Level | Minimum Years of Experience | Job Description |
|------------------------|---------------------------------|-----------------------------|--|
| General Accountant, II | Bachelor's degree or equivalent | Two | Maintains or oversees the maintenance of accounts and records in such areas as disbursements, expenses, tax payments, and income. Compiles and analyzes financial information to prepare reports, make general ledger entries, review and verify accuracy of journal entries. Prepares income and balance sheet statements, profit and loss statements, consolidated statements, and other accounting statements and reports. May design, modify, install, and/or maintain general accounting systems to provide records of assets, liabilities and financial transactions. |
| Graphics Artist | Bachelor's degree or equivalent | One | Understands the application of illustrating principles, concepts, and standards. Develops solutions to complex illustrating problems. Conceive designs, lays out, and coordinates illustrations and creative artwork for publications, translating facts and features of subject material into graphic terms that best convey intended meaning. Develop interpretive themes that convey ideas and information. Provide guidance on graphics technology. |
| Industrial Nurse, I | Bachelor's degree | None | Responsible for administering health management programs such as workers' compensation, long-term disability, and wellness programs. Provides nursing services to employees or persons who become ill or suffer an accident. Maintains record of persons treated, prepares accident reports, provides health education information, dispenses standard drugs and medicines such as aspirin and cough or cold tablets, refers contagious diseases or serious injuries to company or employee's physician. Must be a registered nurse. May work with Toxicology/Hygiene to recognize environmental factors and/or stresses in or from the workplace that may cause sickness, impaired health, or discomfort among the workers. |

| Job Title | Education Level | Minimum Years of Experience | Job Description |
|--------------------------------------|---------------------------------|-----------------------------|---|
| Information Systems Technologist, II | Bachelor's degree or equivalent | Two | Develops, implements, and maintains systems and related policies and procedures designed to obtain, record, and process company, segment, or division information. Recommends, implements, and plans for improvements, enhancements, and new applications to the system. Provides retrieval ability to produce information for analysis and decision making, statistical data, and reports as required. Maintains, develops, and revises all manuals, tables, code lists, and documentation. Maintains all internal files and tables. Maintains current awareness of trends in software developments and keeps abreast of trends and new methods in information systems training, materials, and techniques. May support several functional applications. |
| Instructor/Analyst | Bachelor's degree or equivalent | Five | Develop student and instructor training material, and instruct students using training devices, simulators or simulations. Provide technical direction in the development and conduct of training programs. |
| Logistics Specialist | Bachelor's degree or equivalent | Three | Develops logistics concepts, techniques, and standards. Works directly with the customer in determining support requirements. Reviews field support requirements and recommends tools and test equipment. Thoroughly understands the application of logistics principles, concepts, and standards. Oversees maintenance and maintainability demonstrations for customers. Prepare/reviews handbooks for technical adequacy. Assists in the development of maintenance engineering and logistics support. |
| Manager I | Bachelor's degree or equivalent | Six | Performs as a generalist a combination of administrative tasks in various functional areas located throughout the organization. May prepare budgeting, project scheduling, and statistical reports as required. Represents organizational unit on administrative matters. Recommends, interprets, and/or implements company and internal administrative policies and procedures. |
| Manager II | Bachelor's degree or equivalent | Eight | Oversees and coordinates the operational aspects of ongoing projects and serves as liaison between project management and planning, project-team, and line management. Assesses project issues and develops resolutions to meet productivity, quality and client-satisfaction goals and objectives |

| Job Title | Education Level | Minimum Years of Experience | Job Description |
|-----------------------------|---|------------------------------------|---|
| Manager III | Bachelor's degree or equivalent | 10 | Supervises/manages operation or and employees within a discipline. Responsible for budget, work flow, guidance, training, performance evaluation, and total compensation decisions. May create policies or programs to support the sound financial, operational and competitive position of the company |
| Mechanical Engineer | BS Mechanical Engineering or equivalent | Five | Performs research, design, and development in such areas as mechanical, thermal, hydraulic, thermodynamic, or heat transfer for production, transmission, measurement, and use of energy. Applies research to the planning, design, development, and testing of mechanical and/or electromechanical systems, instruments, controls, engines and/or machines. |
| Multi-Disciplined Engineer | BS Engineering or equivalent | Five | Applies technical principles, theories, and concepts. Contributes to the development of new principles and concepts. Works on technical problems and provides solutions which are highly innovative. Develops technological ideas and guides their development into a final product. Serves as prime technical point of contact. Acts as advisor to management and customers on advanced technical research studies and applications. Product development encompassing primarily one or more of the following engineering disciplines, electronics, electrical, and mechanical. |
| Multimedia Specialist | Bachelor's degree | One | Work with instructional design/development team to create multimedia-based training applications, including creation of computer graphics. |
| Planning/Control Specialist | Bachelor's degree or equivalent | Five | Understanding of the application of planning and control principles, concepts, and standards. Develops solutions to problems. Plans, prepares, issues, and controls production schedules and material requirements to ensure a controlled flow of approved materials timed to meet production requirements. Coordinate and monitor material movement between warehouse and production areas. Provide status of work in progress and potential problems. Resolve problems concerning over-shipments, shortages, engineering changes, and cancellation of orders. |

| Job Title | Education Level | Minimum Years of Experience | Job Description |
|--|---|-----------------------------|--|
| Program Cost Scheduling/ Control Analyst | Bachelor's degree or equivalent | Two | Controls costs and schedules on contracts requiring validated cost schedule control systems. Performs analyses and prepares reports in order to ensure that contracts are within negotiated and agreed-upon parameters and government cost control guidelines. Participates in the preparation of budgets and schedules for contract work and performs and/or assists in financial analysis. Ensures adequate funding availability by maintain accurate records of expenditures, directing preparation of expenditure projections, and submitting timely requests for additional funding to the government. Incorporates contractual changes into control systems by staying aware of outstanding work against each contract in order to maintain realistic contractual cost and schedule baselines. |
| Purchasing Specialist | Bachelor's degree or equivalent | Four | Purchases machinery, equipment, tools, raw materials, packaging materials, parts, services, and supplies necessary for operation of an organization. Complies information on price trends and manufacturing processes. Confers with vendors and analyzes vendors' operations to determine factors that affect prices and determines lowest cost consistent with quality, reliability, and ability to meet required schedules. Reviews proposals, recommends suppliers, analyzes trends, follows up orders placed, verifies delivery, maintains necessary records. |
| Software Engineer | BS/BA in Engineering, Science, or Mathematics or equivalent | Six | Conducts or participates in multidisciplinary research and collaborates with equipment designers and/or hardware engineers in the design, development, and utilization of electronic data processing systems software. Determines computer user needs; advises hardware designers on machine characteristics that affect software systems such as storage capacity, processing speed and input/output requirements; designs and develops compilers and assemblers, utility programs, and operating systems such as executive programs. |
| Sr. Industrial Security Specialist | Bachelor's degree or equivalent | Six | Develops and administers security procedures for classified materials, documents, and equipment. Implements federal security regulations that apply to program operations. Prepares plans and establishes procedures for handling, storing, and keeping records and for granting personnel and visitors access to restricted areas and material. Process personal background information material. Investigates security violations and prepares reports. |

| Job Title | Education Level | Minimum Years of Experience | Job Description |
|---------------------------------------|---------------------------------|-----------------------------|---|
| Sr. Manager, General | Bachelor's degree or equivalent | 10 | Viewed as an expert within the company; develops new applications based on professional principles and theories. Oversees and coordinates the operational aspects of ongoing projects and serves as liaison between project management and planning, project-team, and line management. Assesses project issues and develops resolutions to meet productivity, quality and client-satisfaction goals and objectives. Develops mechanisms for monitoring project progress and for intervention and problems solving with project managers, line managers and clients. |
| Sr. PC/ Client Server Analyst, Senior | Bachelor's degree or equivalent | Six | Manages the on-line and internet resources, local area networks, and standard software applications. Develop and manage program secure Website. Manages database information and develops customer and program queries. Makes recommendations for software and hardware to meet program unique requirements. Troubleshoots and manages a help desk. |
| Subcontract Administrator | Bachelor's degree or equivalent | Four | Develops solutions to a variety of complex problems. Possesses full knowledge of industry practices. Develops subcontract specifications, work statements, and terms and conditions for the procurement of specialized materials, equipment, and services. Prepares bid packages, conducts bidders' conferences, analyzes and evaluates proposals, negotiates subcontract provisions, selects or recommends subcontractors, writes awards, and administers resulting subcontracts. Negotiates and coordinates additions, deletions, or modifications to subcontracts. Participates with contracts administration and purchasing to develop subcontract policies and procedures. |
| Systems Engineer | BSEE or equivalent | Six | Designs and develops electronic equipment and system-oriented products and prepares related installation, operation and maintenance specification and instruction. Analyzes equipment to establish operation data and conducts tests. Analyzes and prepares Engineering Change Proposals. Performs and analyzes site surveys and recommends optimum equipment placement and software solutions to meet requirements. |
| Team Leader I | Bachelor's degree or equivalent | Two | Supervises/manages operation of and employees within assigned support discipline. Responsible for budget, work flow, guidance, training, performance evaluation, and total compensation decisions. Implements policies or programs to support the sound financial, operational, and competitive position of the company. |

| Job Title | Education Level | Minimum Years of Experience | Job Description |
|----------------------------|---------------------------------|-----------------------------|--|
| Team Leader II | Bachelor's degree or equivalent | Four | With general guidance from functional management, responsible for providing team leadership to a customer-focused team or group of teams committed to increased quality and productivity. In accordance with organizational goals, provides direction on activities and behaviors. Motivates team members and facilitates team meetings. Identifies and analyzes problems, plans, tasks, and solutions. Monitors team budget and ensures proper use of assets. Represents the team, presenting team suggestions and recommendations. Requires experience in group processes and dynamics. Reports to functional and/or organization management on team accomplishments, achievements and productivity. |
| Technical Editor/Writer | Bachelor's degree or equivalent | Three | Thorough understanding of technical writing principles, concepts, and standards. Works directly with the customer in determining support requirements. Develop solutions to technical writing problems. Write, edit, print and distribute publications on assigned projects. Work with engineering drawings and equipment to develop theory of operation, description, installation and removal procedures, testing, troubleshooting, calibration, and illustrated parts breakdown information. Utilize maintenance plans and other logistics data to determine the level of material presentation. Conduct study of equipment or system. Quality control over documents intended for external distribution. |
| Technical Support Engineer | Bachelor's degree or equivalent | Four | Provides technical service to major internal and external customers; Understands and applies all principles, concepts and standards. Responds to customer inquiries and concerns and identifies problems. Refers some problems to support organizations to facilitate trouble resolution. Documents and tracks problems through resolution. Interfaces with the customer. Analyzes network outages to identify trends and determine solutions. |
| Training Manager | Bachelor's degree or equivalent | Five | Serves as a senior level training representative responsible for all aspects of program management including work standards, schedules, personnel supervision, cost, technical and contract performance. |

The Right People, the Right Approach

In the area of logistics support, Raytheon plays an integral part in assisting our customers in their efforts to provide needed services and products.

We provide a full range of logistic support functions including:

- Supportability and sustainment engineering
- Provisioning
- Supply support
- Technical data/publications
- Training
- Distribution
- Transportation
- On-site operation
- Maintenance support

Our combination of expertise and experience is key to providing logistic solutions that fit your needs.

- We find, hire, and keep the best people in the professions our customers require
- We keep current in emerging technologies
- We take on the role of a problem-solving partner, always searching for new ideas and efficiencies
- We provide a stable workforce that stays for the challenges and rewards we offer



Raytheon Company
12220 Sunrise Valley Drive
Reston, Virginia 20191
703.295.1513 phone
703.295.1519 fax
logworld@raytheon.com

Raytheon

Customer Success Is Our Mission