



Leidos

Stennis Small Business Council

Bob McCummins



About Leidos



KEY STATISTICS



45K
EMPLOYEES
WORLDWIDE

SMALL BUSINESS

Over the past government fiscal year, Leidos awarded over

\$1.6B

in contracts to **small businesses**.

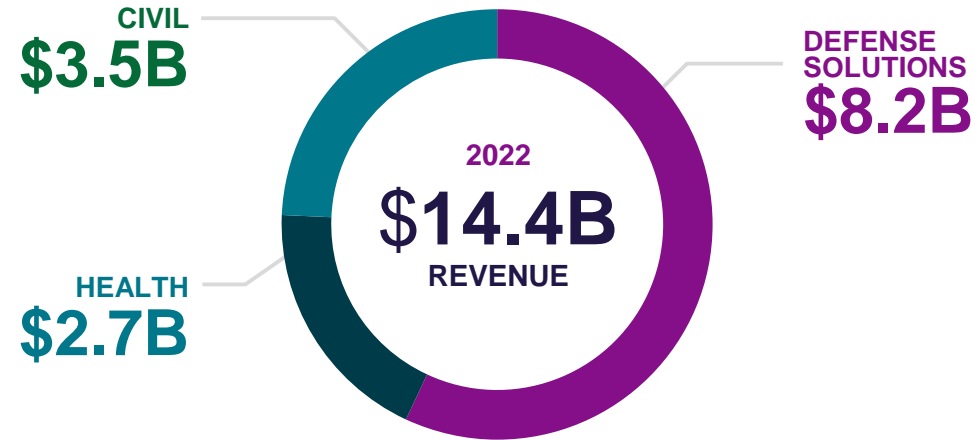
40%

U.S. spend goes to **small businesses**.

The Leidos Small Business Program is audited by the Defense Contract Management Agency (DCMA).



MARKETS



Our business is aligned into three reportable segments (Defense Solutions, Civil and Health). Included in our Defense Solutions segment are the defense and intelligence markets, which are economically similar in nature.

HONORS



MARQUEE CUSTOMERS

- ▶ Department of Defense
- ▶ Department of Energy
- ▶ Department of Homeland Security
- ▶ Department of Health and Human Services
- ▶ NASA
- ▶ Department of Veterans Affairs
- ▶ Department of Transportation
- ▶ National Intelligence Community
- ▶ National Cancer Institute, NIH

ENVIRONMENTAL, SOCIAL AND GOVERNANCE



**CULTIVATE
INCLUSION**



**ADVANCE ENVIRONMENTAL
SUSTAINABILITY**



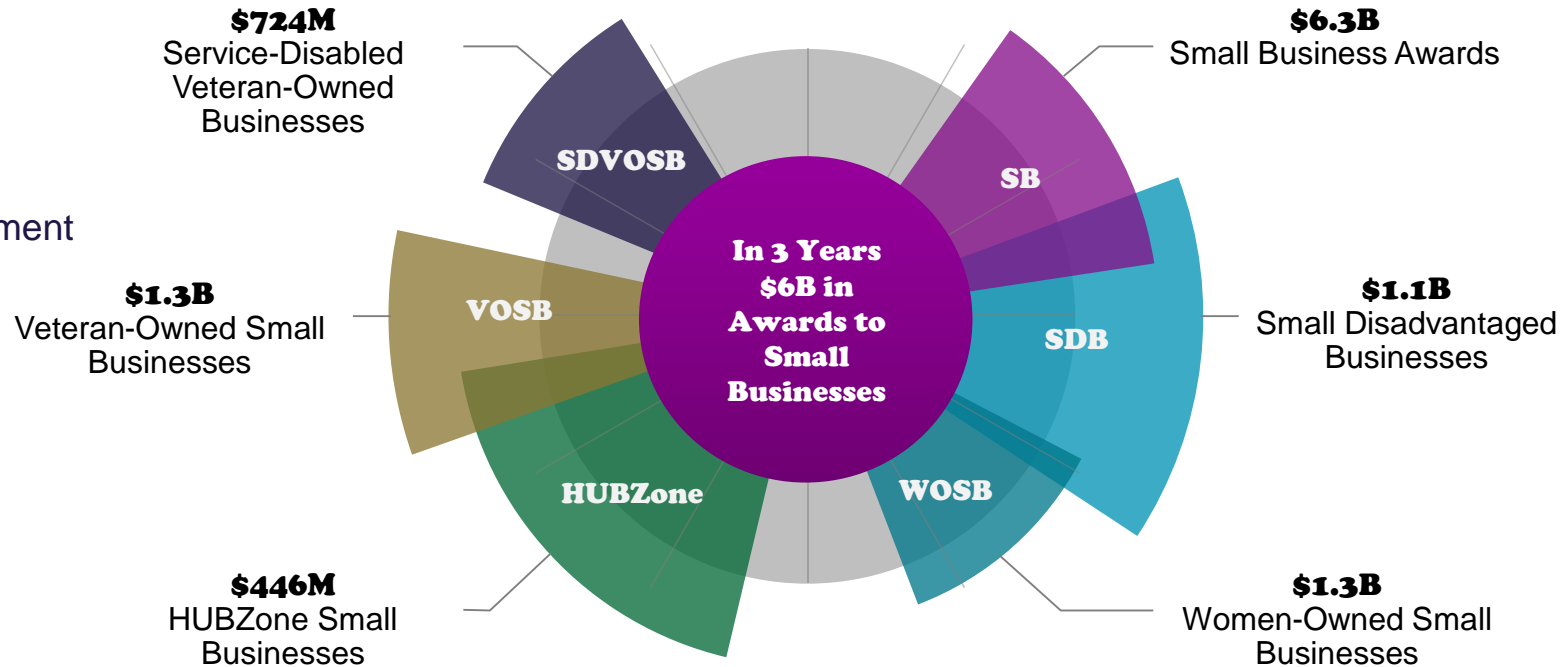
**PROMOTE
HEALTHIER LIVES**

2022 Agency Roster for Leidos



- ▶ Dept of Agriculture
- ▶ Dept of Commerce
- ▶ **Dept of Defense**
- ▶ Dept of Energy
- ▶ Dept of Health and Human Services
- ▶ **Dept of Homeland Security**
- ▶ Dept of Housing and Urban Development
- ▶ Dept of Justice
- ▶ Dept of State
- ▶ Dept of Transportation
- ▶ Dept of Treasury
- ▶ Dept of Veterans Administration
- ▶ Environmental Protection Agency
- ▶ Federal Aviation Administration
- ▶ General Services Administration
- ▶ National Aeronautics and Space Administration
- ▶ Nuclear Regulatory Agency
- ▶ National Science Foundation
- ▶ Social Security Administration

Leidos in Mississippi Focus



FY2020 | FY2021 | FY2022

Maritime Capabilities and Enabling Technologies Summary

Autonomy

- ▶ Single platform and collaborative team autonomy
- ▶ Distributed hierarchical autonomy
- ▶ Open systems architecture
- ▶ COLREGS behaviors
- ▶ Mission behaviors

Platforms

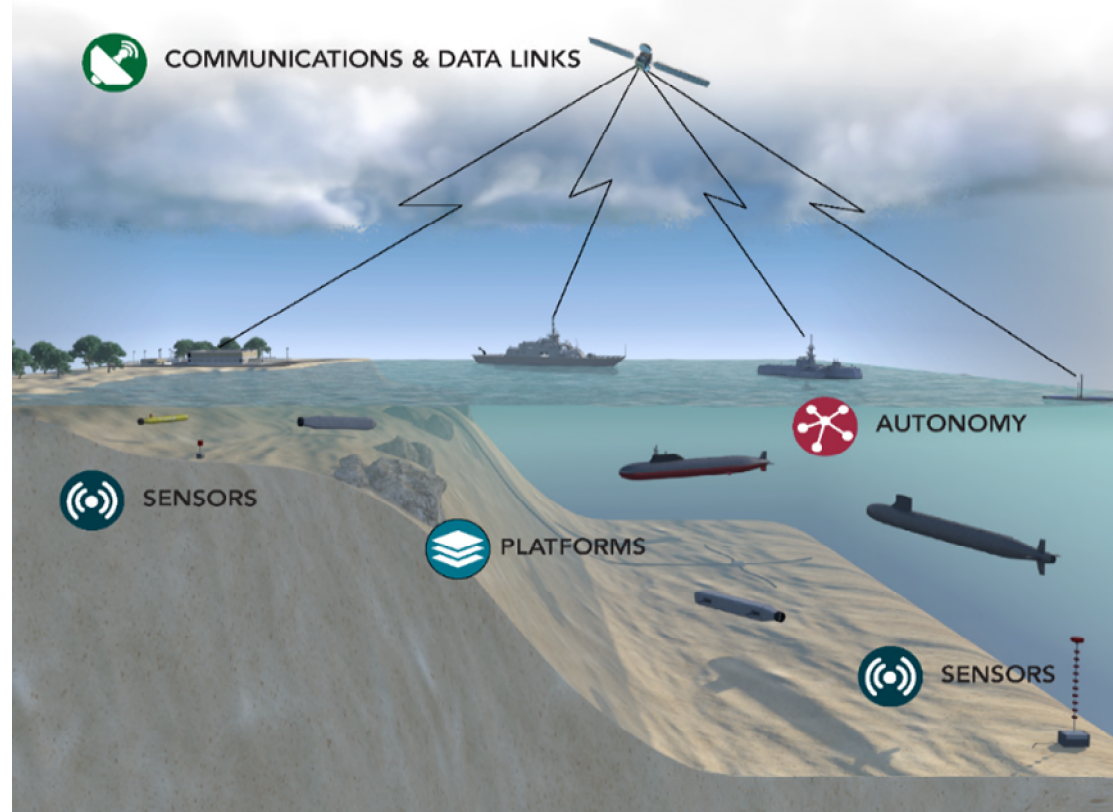
- ▶ Unmanned vessels
- ▶ Command and control
- ▶ Navigation
- ▶ Signature control

Sensors

- ▶ Below water sensor modalities
- ▶ Above water sensor modalities
- ▶ Command and control

Physics and Phenomenology

- ▶ Propagation modalities
- ▶ Interference and noise
- ▶ Targets



Communications & Data Links

- ▶ Modalities: radio frequency, acoustic, and optical
- ▶ Features
 - Waveforms
 - Terminals
 - Antennas
- ▶ Data exfiltration
- ▶ Command and control
- ▶ Mobile ad hoc networks
- ▶ Software defined radios
- ▶ Data reduction and compression
- ▶ Information assurance and anti-tamper
- ▶ Reliable protocols
- ▶ Disconnected, intermittent, and limited capability

Processing

- ▶ Detection, classification, localization, and tracking
- ▶ Fusion
- ▶ Communications
- ▶ Automation

Leidos in Mississippi Focus

Core Business Areas

- Acoustic data acquisition and telemetry systems
 - Design and fabrication of acoustic arrays
 - Full ocean depth pressure vessels
 - Vector Sensor design and fabrication
 - Buoy design and fabrication
 - Telemetry Design (Fiber Optic and Copper)
- High reliability and fault-tolerant sub-system and system design
- Power Supply Design and Fabrication
 - Medium voltage (3000VDC) power converter design and fabrication
 - Low voltage and Low Power System Design
- Secure CONEX container van design and fabrication
 - JAFAN 6/9 and ICD 705 Mobile SCIF's
- Embedded Software Design
 - Embedded Linux System Design
- USV design, integration, and testing
 - Command and Control for Autonomous Vessels
 - PLC Design for Ship Automation Systems
- Lean Manufacturing



Small Business Program 2023 & Beyond



- Engage**
- SBA Awards & Nominations
 - SB Talks - Agency Training Sessions
 - Mutually Beneficial Industry Partnerships

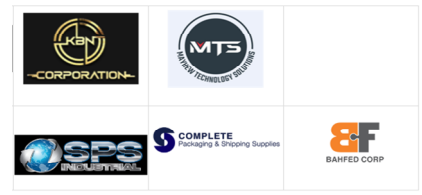


- Differentiate**
- SB Supplier Evaluations
 - SB Coffee Chats
 - Virtual Trade Fairs
 - SB MRO and IT Channel Partners



- Execute**
- Near Real-Time SB Goal Monitoring
 - Quarterly Goal Reviews
 - SB Vector Site
 - Prism (SBLO Central)

- Grow**
- Mentor Protégé Program / SBIR/STTR
 - Kahu/Leidos JV
 - Small Business Tool Kit
 - Indian Incentive Program



Do Your Homework

Visit our website to learn what we do, who our customers are and what we buy.

Don't Wait for the Award

If you see a major contract has been awarded, don't call asking for a spot on the team. It is likely too late. Instead, wait 12 to 18 months, then call.

Complete a Profile in our Database

Leidos meets with many small businesses and collects specific information for future reference. We maintain a vendor database to search for potential vendors if a need arises.

Capabilities Surpass Small-Business Status

Leidos looks for partners who complement our work, have past performance or customer relationships.

NETWORK, NETWORK, NETWORK.

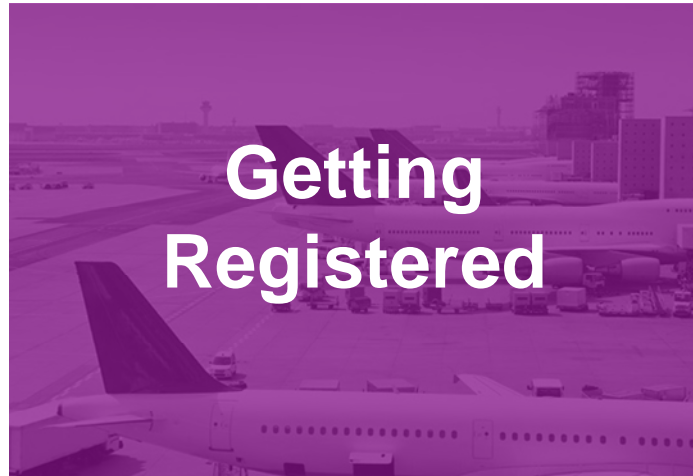
Supplier Selection

Our supplier selection criteria are based on specific customer requirements, with an emphasis on suppliers that offer strategic and competitive pricing, offer quality products and services, and focus on continuous improvement and commitment to performance in the delivery of goods or services.

Leidos is committed to conducting business with uncompromising integrity in accordance with the principles established in the Leidos Code of Conduct. We expect our suppliers to do the same, and we strongly encourage our suppliers to establish proactive and meaningful ethics and compliance programs within their organizations.

Please submit your company vendor information at
leidos.com/suppliers

Introduction to Internal Leidos Teams



- ▶ **Step One:** Forward an email to sbcomp@leidos.com
- ▶ **Step Two:** Include your company's capabilities statement
- ▶ **Step Three:** Your contact information
- ▶ **Step Four:** List any currently Leidos program you'd like to support
- ▶ **Step Five:** Submit your company vendor information at leidos.com/suppliers
- ▶ **Step Six:** A Small Business Team Member will follow-up to schedule a call
- ▶ **Step Seven:** Schedule an SB Coffee Chat



Nearly half of all U.S. employees are employed by a small business. Yet, despite the fact that over 80% of small businesses have no employees, small businesses employ 61.7 million workers. That's 46.4% of all US employees.

Forbes Advisor December 2022