

**2012 DHS S&T/ASD(R&E)
CYBER SECURITY SBIR WORKSHOP**



Homeland
Security
Science and Technology



Raytheon Cybersecurity and Small Business Engagement

Raytheon
Jeff Jacoby

Raytheon

Customer Success Is Our Mission

Air
Land
Sea
Space
Cyberspace

Innovation. In all domains.

Raytheon Cybersecurity and Small Business Engagement

**DHS Cyber SBIR Workshop
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Raytheon Company

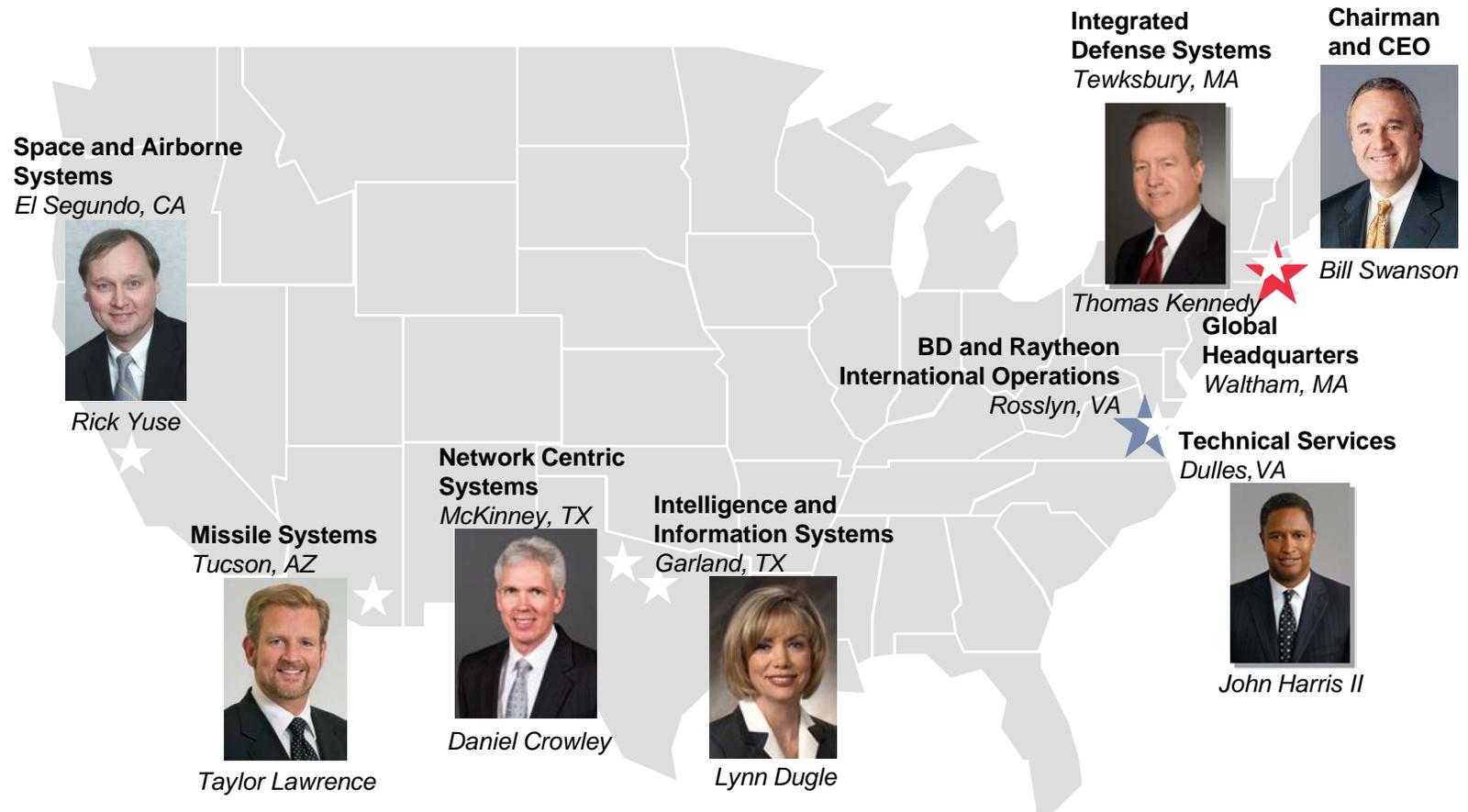
WHO WE ARE



- Raytheon is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world
- Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services
- At a Glance
 - Chairman and CEO: William H. Swanson
 - 71,000 employees worldwide
 - \$25 billion in 2011 sales

Raytheon: Aspiring to be the most admired defense and aerospace systems company through our world-class people and technology

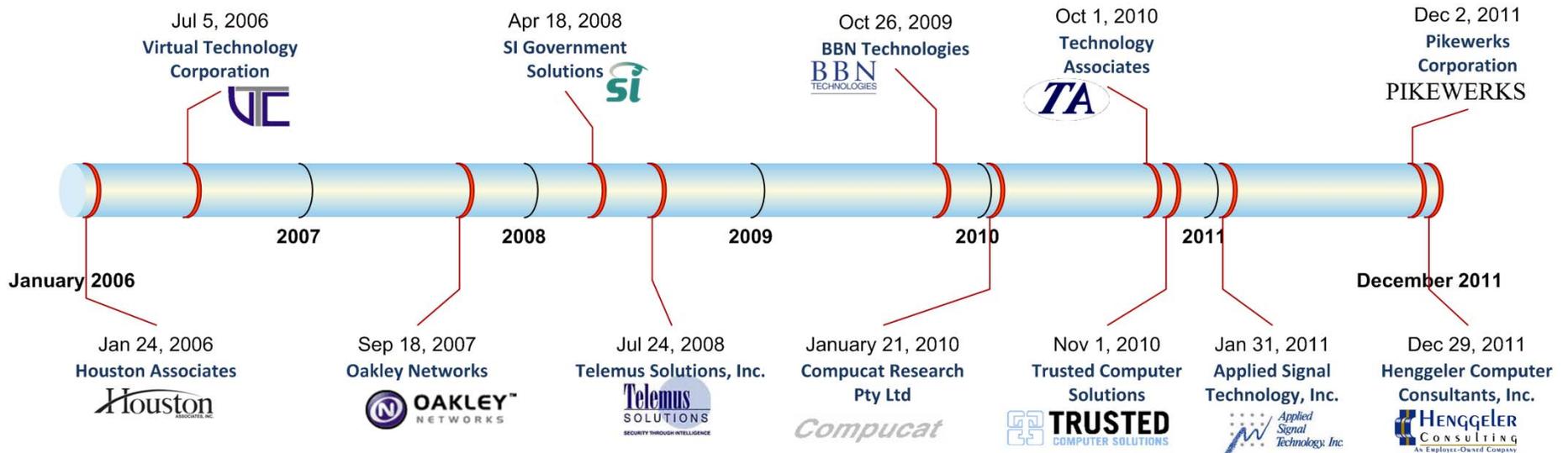
Raytheon Businesses and Leadership



Raytheon Cybersecurity Solutions

- **Secure Systems & Architectures**
 - Prevention, Detection & Intrusion Tolerance
 - Redundancy, Reconfiguration, & Deception
 - Response and Restoration
 - System, Network and Data Resilience
- **Vulnerability and Security Assessments**
 - Physical and information security assessments
 - Software vulnerability testing
 - Penetration testing / red teaming / blue teaming
 - Compliance and security audits
- **Monitoring and Traffic Analysis**
 - Network monitoring / auditing
 - Endpoint / insider threat protection
 - Real-time network traffic analysis
- **Enterprise and Information Assurance (IA) Solutions and Services**
 - Cross-domain information sharing
 - Data protection
 - Perimeter defense
 - Cryptographic solutions
 - Public Key Infrastructure (PKI)
 - Certification and accreditation
 - Security architectural engineering and systems integration
 - DoD 8500.2, DCID 6/3, ICD 503, CND-SP
- **Advanced Persistent Threat (APT) Solutions**
 - Zero-day behavior-based detection
 - Malware detection and mitigation
 - Anomaly detection
 - Cyber threat analysis
 - On-site CERT and SOC support
- **Supply Chain Integrity**
 - Hardware authentication and tagging
 - Static binary analysis of software
 - Dynamic binary analysis of software
 - Counterfeit detection
- **Anti-Tamper**
 - Critical program information identification
 - Critical technology protection
 - Requirements analysis & definition
 - Robust, cost-effective system solutions
- **Computer Network Operations**
 - Vulnerability research
 - Tool production
 - Open source exploitation
 - Threat identification / assessment
- **Training Solutions**
 - Cyber professional training
 - Customizable, scalable, continually updated
 - Classroom, instructor-led web-module, and on-demand

Raytheon Cyber Acquisitions



■ **Houston Associates**

- NetOps / Warfighter Networks
- DoD Communications

■ **Virtual Technology Corporation**

- Joint, net-enabled, C2
- Modeling and simulation solutions

■ **Oakley Networks**

- Endpoint Security
- Insider Threat

■ **SI Government Solutions**

- Innovation, creativity, deep R&D
- World Class Vulnerability Research

■ **Telemus Solutions, Inc.**

- Cyber engineering, R&D
- Technical / cyber operations

■ **BBN Technologies**

- Leading-edge comms and cyber
- Innovation, creativity, deep R&D

■ **CompuCat Research Pty Ltd.**

- Content Filtering Product
- OCONUS Presence

■ **Technology Associates**

- Mission-focused cyber
- Tools, Apps and Infrastructure, Customer R&D

■ **Trusted Computer Solutions**

- Cross Domain Expansion / UCDMO
- Trusted OS experience

■ **Applied Signal Technologies, Inc.**

- Core Signal processing & cyber depth
- Premier IP inspection capability

■ **Pikewerks Corporation**

- Cyber R&D and special operations
- Anti-exploitation, forensics analysis

■ **Henggeler Computer Consultants, Inc.**

- Software development, analytic engineering
- Cyber services, mission driven solutions

Cyber Technologies of Interest

Trust

- Integrity
- Non-repudiation
- Identity management
- Attestation
- Anti-tamper
- Least Privilege

Assurance

- Modeling and Simulation
- Software / Hardware Validation
- Cross Domain / Trusted Computing
- Information / Data Assurance
- Metrics and Measurement

Situational Awareness

- Detection
- Analytics
- Multi-source Data Fusion
- Continuous Monitoring
- Common Operating Picture

Resiliency

- Redundancy
- Diversity
- Isolation
- Containment
- Precedence
- Prioritization
- Reconstitution

Agility

- Secure Mobility / Mobile Apps
- Cyber maneuver
- Deception
- Non Persistence
- Randomness

Why Raytheon uses SBIR / STTR



- Uses small business capability to develop key technology
- Creates opportunity for rapid technology insertion
- Establishes long-term relationships with key small businesses
- Strengthens relationships with Raytheon's customers
- Evolves from reactive to proactive engagement
- It's good for the economy and National security

SUCCESS TOGETHER

Raytheon Approach to SBIR

- All Raytheon businesses serving U.S. Government clients have a SBIR/STTR team providing gateway access to our program offices and technology teams
- Raytheon has an integrated approach to combine IRAD, SBIR, and CRAD management under a process team consisting of Engineering, Programs and Supply Chain
- Raytheon has developed processes to match SBIR business technologists with our Subject Matter Experts (SMEs) and Government Clients
- Raytheon develops SBIR “Tech Champs” (SMEs and Program Managers) who engage technical points-of-contact and small business technologists

What does the Raytheon SBIR / STTR team do for small business?

- Enables Raytheon to gain knowledge of small business capabilities
- Helps small business understand Raytheon's products and customer goals
- Matches small business technical capabilities to Raytheon's program and functional needs
- Facilitates discussions, information exchange and development of business arrangements
- Supports small business SBIR/STTR Phase I and Phase II efforts where mutually beneficial and a strategic fit
- Assists small business with rapid technology insertion into Raytheon's system design and development and production programs
- Connects small business with other Raytheon businesses

Connecting with Raytheon

- Visit our website at **<http://www.raytheon.com>** to learn more about our company, businesses, and capabilities

- To register online as a potential Raytheon supplier:
 1. Visit **<http://www.raytheon.com>**
 2. Select “**Connect with Us**” in the upper banner
 3. Select “**Raytheon Supplier Diversity**”
 4. Select “**Potential Supplier Registration**”
 5. Select “**REGISTER NOW**”

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