

Capturing U.S. Defense Contracts Working with Prime Contractors

LSI

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The logo for the NHAD 2019 Annual Networking Event. It features the letters 'NHAD' in a large, white, sans-serif font. A yellow swoosh with a starburst at its end curves under the 'D'. To the right of the swoosh, the year '2019' is displayed, with '20' in white and '19' in yellow. Below this, the words 'Annual Networking Event' are written in a smaller, white, sans-serif font.

NHAD 2019
Annual Networking Event

New Hampshire Aerospace and Defense 2019 Annual Networking Event

U.S. Defense Budget 2018-19

\$886B

Fiscal 2019 budget

Fiscal 2019 budget highlights

- \$686 billion allocated to DoD
- \$74 billion or 13-percent increase from 2018
- \$597 billion for the base budget
- \$89 billion for Overseas Contingency Operations
- Significant Acquisitions
 - 77 F-35 Joint Strike Fighters - \$10.7 billion
 - 15 KC-46 Tankers - \$3.0 billion
 - 10 P-8A Aircraft - \$2.2 billion
 - 24 F/A-18s - \$2.0 billion
 - 60 AH-64E Attack Helicopters - \$1.3 billion
 - 8 CH-53K King Stallion - \$1.6 billion

\$639B

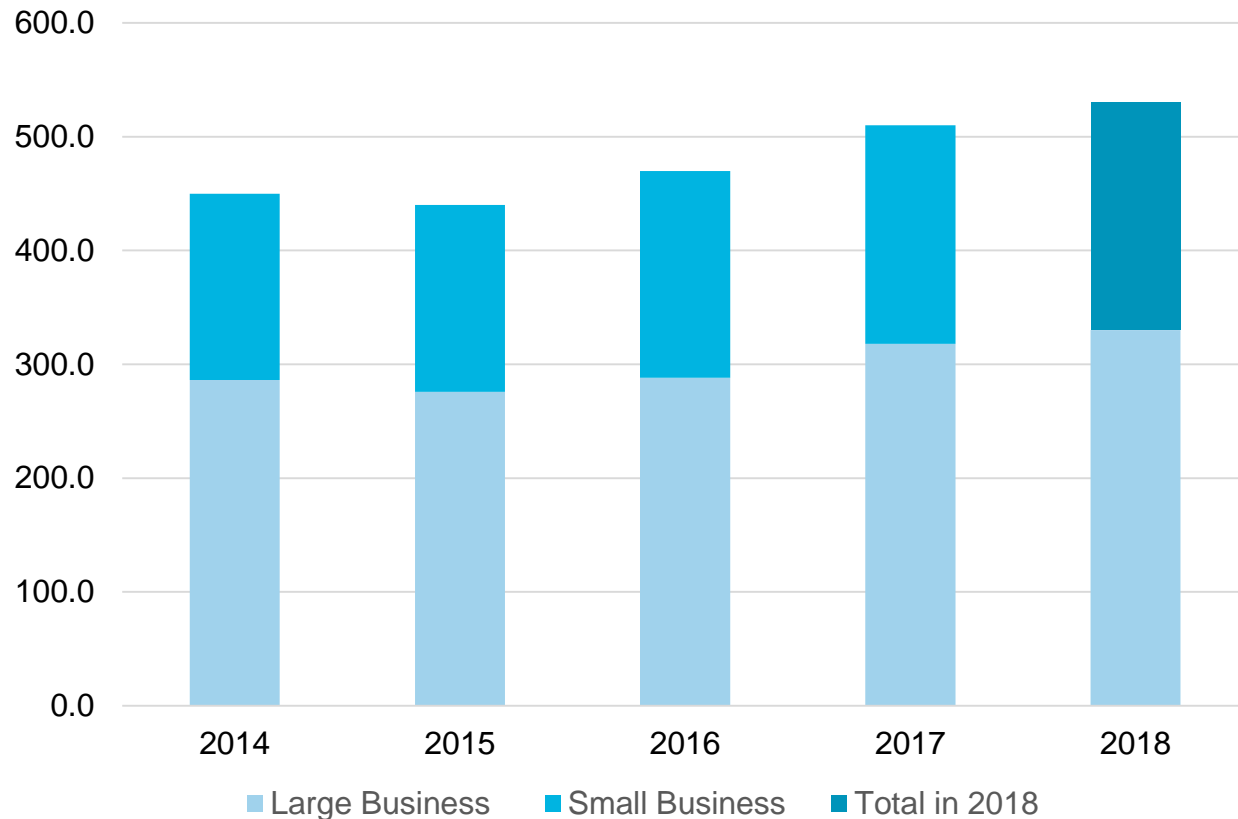
Fiscal 2018 budget

Fiscal 2018 budget highlights

- \$639 billion allocated to DoD
- \$52 billion increase from the 2017 annualized CR level.
- \$574 billion for the base budget \$65 billion for Overseas Contingency Operations.
 - 70 F-35 Joint Strike Fighters - \$10.3 billion
 - 2,647 Joint Light Tactical Vehicles - \$1.1 billion
 - 15 KC-46 Tankers - \$3.1 billion
 - 1 B-2 Bomber - \$2.0 billion
 - 1 CVN-78 Class Aircraft Carrier - \$4.6 billion

Share of Large- and Small-Business Spending

Contracts awarded by fiscal year. Dollars in billions



Top 10 U.S. Contractors by Contract Revenue

Why you need to connect with the Primes - The top 10 vendors (147.3B) accounted for 29% percent Contract Spending in fiscal 2018 (\$508B)



2018 Rank	Contractor	(in billions)
1	Lockheed Martin Corporation	\$50.7
2	The Boeing Company	\$23.4
3	General Dynamics Corporation	\$15.3
4	Raytheon	\$14.7
5	Northrop Grumman Corporation	\$11.2
6	McKesson Corporation	\$8.8
7	Huntington Ingalls Industries	\$7.2
8	Bechtel Group Inc.	\$5.5
9	BAE Systems Plc.	\$5.3
10	L3 Technologies Inc.	\$5.2

Getting Started

LSI/NHADEC Partnership



Developing a capture strategy

1. Develop a relationship with the customer
2. Understand the customer's objectives
3. Educate the customer of your capabilities
4. Develop a solution
5. Close and Execute

LSI



SOLUTION DEVELOPMENT

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