

VISION

Become the global leader in the integration and application of information technology, engineering, and science to solve our customers' most demanding challenges.

We will deliver innovative solutions through the efforts of our diverse and talented people who are dedicated to our customers' success. We will empower our teams, contribute to our communities, and operate sustainably.

MISSION

Leidos makes the world safer, healthier, and more efficient through information technology, engineering, and science.

VALUES



Integrity



Innovation



Agility



Collaboration



Commitment



Date: 22 August 2018

LEIDOS Australia AIDN Primes/SMEs Event

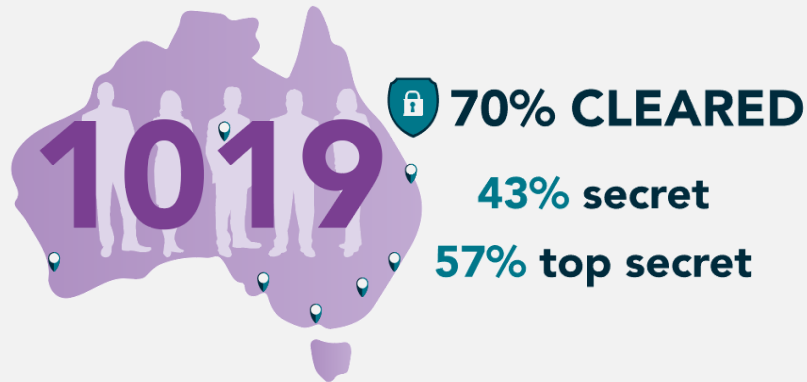
Hans Tench – Business Development Director
Leidos Australia



Leidos & Leidos Australia



Leidos Australia



Key Programs

- CIOG Centralised Processing
- SEA 1770 Maritime Rapid Assessment
- JP 2030 Phase 8 JCSE Sustainment
- JP 2064 Phase 3 Geospatial
- CIOG End User Computing
- Intel Programs Various



Technical Core Competencies



Cyber



Data Science and Engineering



Enterprise IT Modernisation



Operations & Logistics



Sensors, Collection and Phenomenology



Large-Scale Software Development



System Engineering and Integration

Australian Program Domains



Defence Mission Systems

Delivering complex systems for Command & Control, Comms, Force Protection Hydrographics, Electronic Systems, Data Analytics and Electronic Warfare



Intelligence

Delivering solutions and support to Intelligence, Surveillance, Reconnaissance Projects for the Australian Intelligence Communities



IT Projects

Delivering major IT systems and transformation projects to Federal Government Agencies



IT Services

Delivering critical IT services support to Federal Government Agencies focusing on Prime Contracts for Service Operation and IT Infrastructure Support.

Industry Engagement Overview

- Leidos is a Prime Systems Integrator:
 - We are a product/service agnostic company who want to work with the best of Australian Industry to the benefit of our Customers.
 - During the last 12 months, approx. AUD\$207m was spent with 500 suppliers supporting Leidos in Australia.
- Leidos approach to Australian Industry engagement:
 - Increase our awareness of Australian SMEs within the market who have the capability and capacity to provide goods and/or services to Leidos;
 - Maximise opportunities available for Australian SMEs to participate in procurement activities with Leidos; and
 - Include where possible, based on merit, Australian SMEs in the Leidos supply chain when sourcing for programs or internal Leidos business requirements.
- Methods used by Leidos to identify Australian SMEs:
 - **Professional Networks:** Recommendations by trusted personnel within Industry, consultation with Industry Bodies, and engagement with Industry Associations.
 - **Existing Supplier Networks:** Recommendations from both existing Leidos suppliers and those suppliers with strong experience within a particular field or with a particular Customer.
 - **Leidos Sourcing and Commercial Management Organisation:** Identifying suppliers through market research activities.
 - **Leidos Market Knowledge:** Based on Leidos' work over an extended period of time with Australian industry, specifically with Federal Government Customers.
- What we expect:
 - Do your research; know the project/program you want to participate in
 - Know what you can do for us and come prepared to explain your capability
 - Come prepared to build a long term relationship; sales are unlikely to come quickly



Working with Leidos - What we look for?

In addition to standard supplier evaluation considerations, Leidos actively seeks Australian SMEs who:

1. Possess unique capabilities that contribute demonstrated value to the total Leidos solution for our Customers (niche offerings which improve our collective Pwin).
2. Operate via a partnering model:
 - Pre-sales Commitment
 - Transparency
 - Identified Benefits
3. Are aligned culturally with Leidos and operate with similar values and business ethics.
4. Possess strong past performance credentials with existing Leidos Customers or customers in relatable market/industry segments to Leidos Customers.
5. Are committed and can be patient in terms of the long cycle time typically associated with of Defence and Federal Government business opportunities.
6. Are commercially savvy in looking at maximising capability/capacity while minimising total cost of ownership.
7. Offer capabilities which are aligned to the Leidos Technical Core Competencies (described earlier) and have the potential for export opportunities.

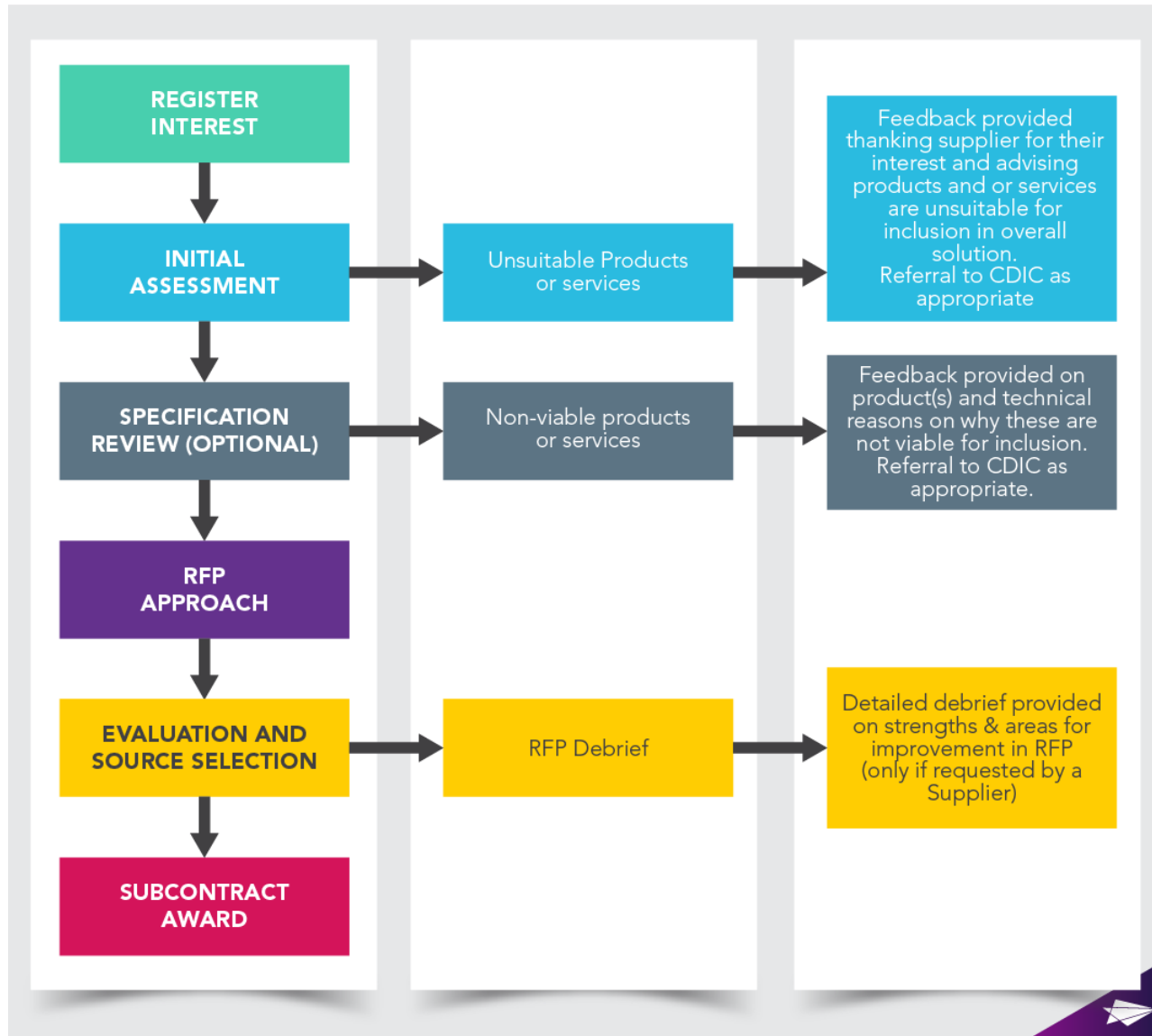


How to engage with Leidos

- There are 2 primary methods in which Australian SMEs can directly engage with Leidos:
 - 1. Supplier Registration Portal:**
 - Open-market registration portal allowing interested SMEs to provide capability statements through the Leidos website.
 - The Portal is usually linked to a specific Program, seeking interest from SMEs in defined capability areas in relation to that Program.
 - Phased and structured response methodology ensuring each approach is managed openly, transparently and to close in all cases.
 - Leidos utilise various regional Defence industry bodies (such as AIDN) to publicise the opportunity and support creating awareness amongst Industry.
 - 2. General EOI:**
 - SMEs at any time can (and are encouraged to) submit a general expression of interest (EOI) through the Leidos Australia website.
 - When submitting a general EOI, SMEs should:
 - Identify areas of interest where they want to work with Leidos, including confirming alignment with any of the Leidos Technical Core Competencies (described earlier); and
 - Provide a company overview (capability statement/quad chart) to Leidos for review.
 - Subject to suitability as a future potential supplier, Leidos will include companies on our internal Supplier Capability Register which is reviewed where capability of a similar nature to the good/service offering is required to support our future Program or internal BAU requirements.



Supplier Assessment Process



Questions?