

# “HARRIS GCS SMALL BUSINESS ENGAGEMENT DISCUSSIONS”

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**HARRIS**<sup>®</sup>

Assured Communications<sup>®</sup>  
Anytime. Anywhere.

# Expanding to New Markets



Defense



National Intelligence



Civilian Government



International Government



Public Safety & Public Service



Energy & Maritime



Broadcast & New Media



Healthcare



Enterprise

*Mission Critical  
Situational Awareness*

# TRUST

*assuredcommunications®*



## RF Communications

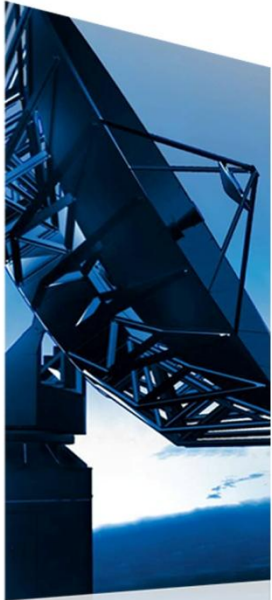


## Government Communications Systems



## Integrated Network Solutions

# Government Communications Systems



## Defense Programs

- SATCOM systems, advanced Avionics, and wireless defense communications systems
- Customers include U.S. DoD, Army, Air Force, Navy and Marine Corps



## National Intelligence Programs

- Intelligence, Surveillance and Reconnaissance (ISR) solutions that collect, process, distribute and analyze data
- Space electronics and structures
- Customers include NSA, NRO, NGA and other agencies



## Civil Programs

- Communications and information processing technologies that enable high-reliability networks
- Satellite ground and weather processing
- Customers include FAA, NOAA and Census Bureau

# Supplier Diversity Program



*Harris GCSD has a robust and highly-successful Supplier Diversity program to solicit and utilize Small Businesses in the execution of contracts, and a formal Small Business Office with a support team dedicated to focusing its resources on increasing subcontracting opportunities for Small Business concerns with a total company approach.*

- ❖ Small Business Goals, Objectives & Best Practices
- ❖ Achievements & Past Performance
- ❖ Mentor-Protégé Program
- ❖ Small Business Innovation Research (SBIR)
- ❖ Manufacturing Assistance
- ❖ Outreach, Sourcing & Industry Guidance
- ❖ Procurement Awards Program



## ❖ Small Business Goals, Objectives & Best Practices

- Ever-increasing Federal government subcontracting goals & improvement initiatives
- Internal performance reviews held monthly via Small Business Council meetings
- Annual policies / procedures reviewed to ensure Small Business utilization (e.g. Engineering ‘make vs buy’)
- Top down – executive management support

## ❖ Achievements & Past Performance – DoD Programs

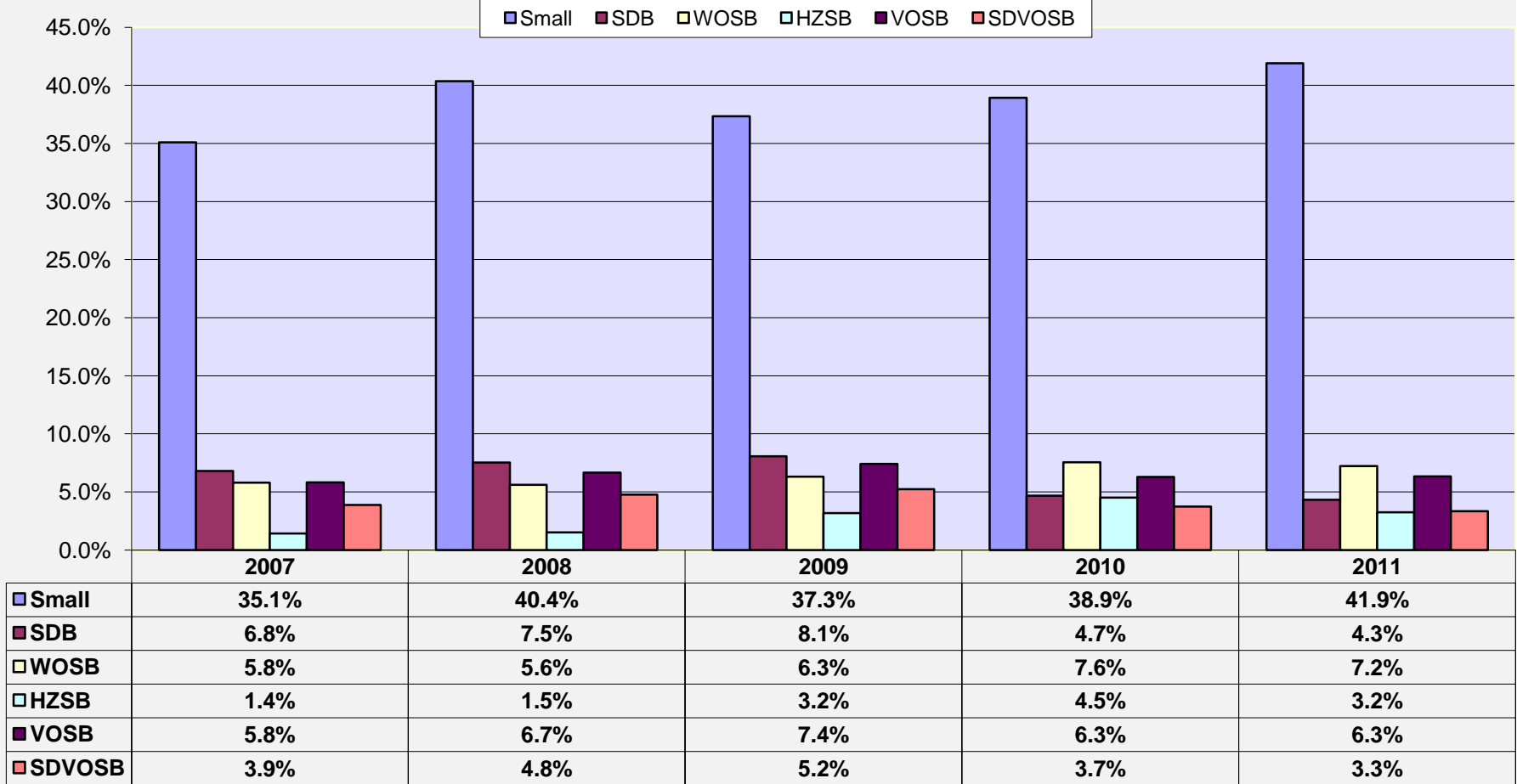
- 42% Small Business subcontracting during GFY’11 - *pure programs (no indirect)*
- Past five years - *exceeded statutory goals* of Small (23%), Women (5%) and Service-Disabled Veteran-Owned (3%) on DoD programs



# GCS - Small Business Past Performance



HARRIS GCSD SMALL BUSINESS SUBCONTRACTING RESULTS - DOD PROGRAMS (EXCLUDES INDIRECT)



**Exceeding Statutory Goals of Small 23%, Women 5%, Service-Disabled Veteran-Owned 3%**

## ❖ Small Business Innovation Research (SBIR) Commercialization Readiness Program (formerly Commercialization Pilot Project)

- Harris hosts DoD Joint Service Technical Interchange Workshops for SBs whose SBIR projects are targeted for Phase II commercialization
- Harris support SBs via technology endorsement letters
- Harris will support drafting of “white papers” to facilitate SB technology insertion (e.g. USAF SBIR Rapid Innovation Fund)



# Prospective Small Business Suppliers



## Small Businesses are Welcomed as Potential Suppliers to Harris

1. **Complete 'Prospective Supplier Profile' at**  
<http://www.govcomm.harris.com/suppliers/smallbusiness/>
  - Purpose of the form is to provide the Harris Small Business Office basic information about your firm
  - It does not place your firm on a bidder's list
2. **Follow-up / Provide Your Firm's Business Information in Response to...**
  - One capability (technology / product / service) that your firm is really good at
  - What Harris business area does this capability apply or would be valuable
  - What markets this capability is most applicable (e.g. ISR, ATO)
  - What Customer intimacy your firm enjoys (e.g. US government agencies)
  - List of commercial and / or federal government customers
  - Program past performance / Customer awards received
  - Cleared facilities / personnel
  - Quality certifications / regulatory registrations (e.g. CMMI, ISO9000, AS9100, ITAR)
  - Small Business subcategory status



# Points of Contact



## For Small Business Inquiries, contact

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# ***BACKUP***



# SCO

supply chain  
operations

- **Harris GCSD Supplier Diversity Program / Small Business Office**

# Supplier Diversity Program



## ❖ Mentoring Program – U.S. Government Approved Mentor

- Dept of Defense (1998), NGA (2011) - Harris GCSD
- Veterans Affairs (2010) - Harris Healthcare
- HHS (2011), Homeland Security (2011), State Dept (2011) - Harris IT Services

## ❖ Mentoring Program – *Informal*

- Established working relationships to provide resources for SB training
- Host Florida MEP (Manufacturing Extension Partnership) led LEAN manufacturing training workshops



# Supplier Diversity Program



## ❖ Manufacturing Assistance Provided to Small Business / Help Accelerate their Technology

*Harris offers Manufacturing services to Small Business who desire to remain R&D focused and / or need resources of Harris' scale and technical expertise*

- New product development & engineering design support
- FastTrax rapid prototyping – a Harris lean process for procurement and manufacturing of prototype hardware - [FastTrax@harris.com](mailto:FastTrax@harris.com)
- Machine shops, clean rooms
- Fiber Optic development laboratory
- Field support / troubleshooting
- Component evaluation, parts procurement and manufacturing
- Unit / system test, calibration, environmental test laboratory



## ❖ Outreach, Sourcing & Industry Guidance

- Collaborate with program teams and engineering to identify SB sources
- Match Small Business inquiries to Harris technologies
- Conduct “Business-to-Business” matchmaking
- Host “opportunity” meetings
- Advise SBs on best approach to be considered for Harris opportunities
- Guidance provided via diversity organizations, conferences & industry panels

## ❖ Procurement Awards Program

- SB Supplier award recipients chosen based on alignment with Harris core values, performance drivers
- Supply Chain incentives for “personal best” Small Business utilization

