

ManTech

International Corporation

Global Services Corporation (MGSC)

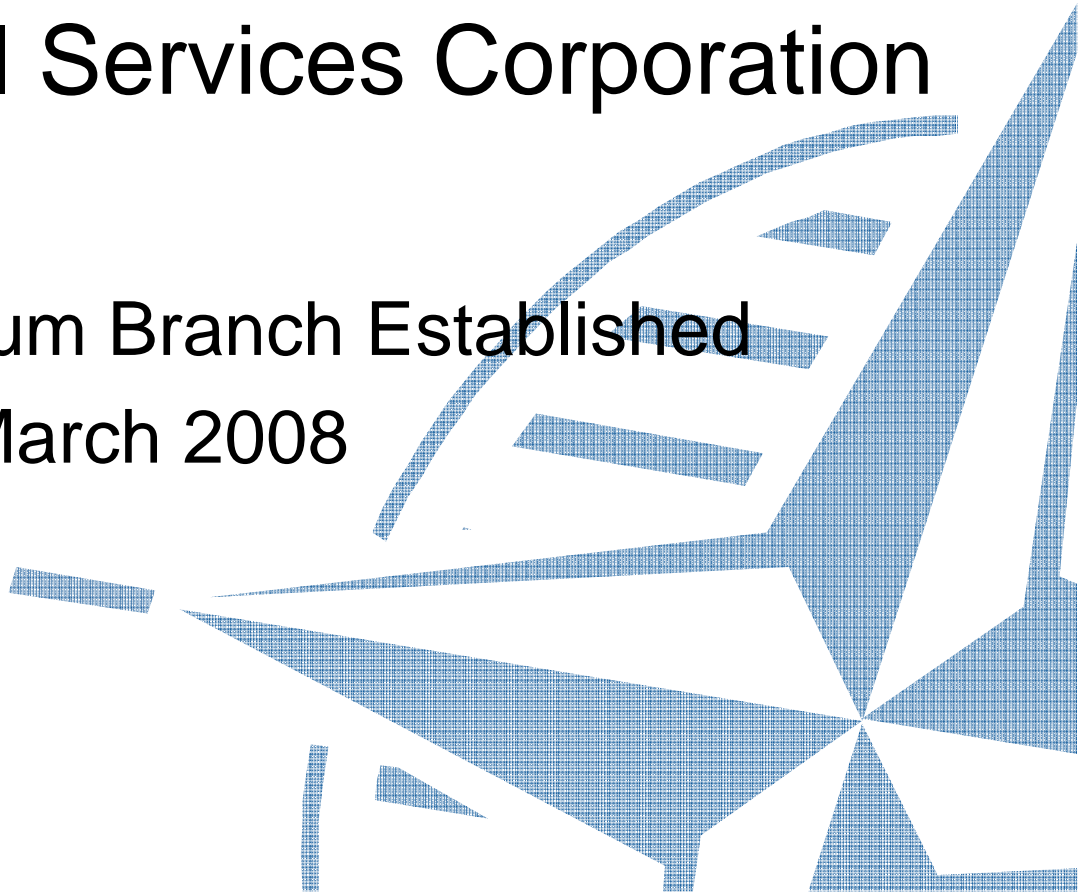
Jay W. Kelley, President



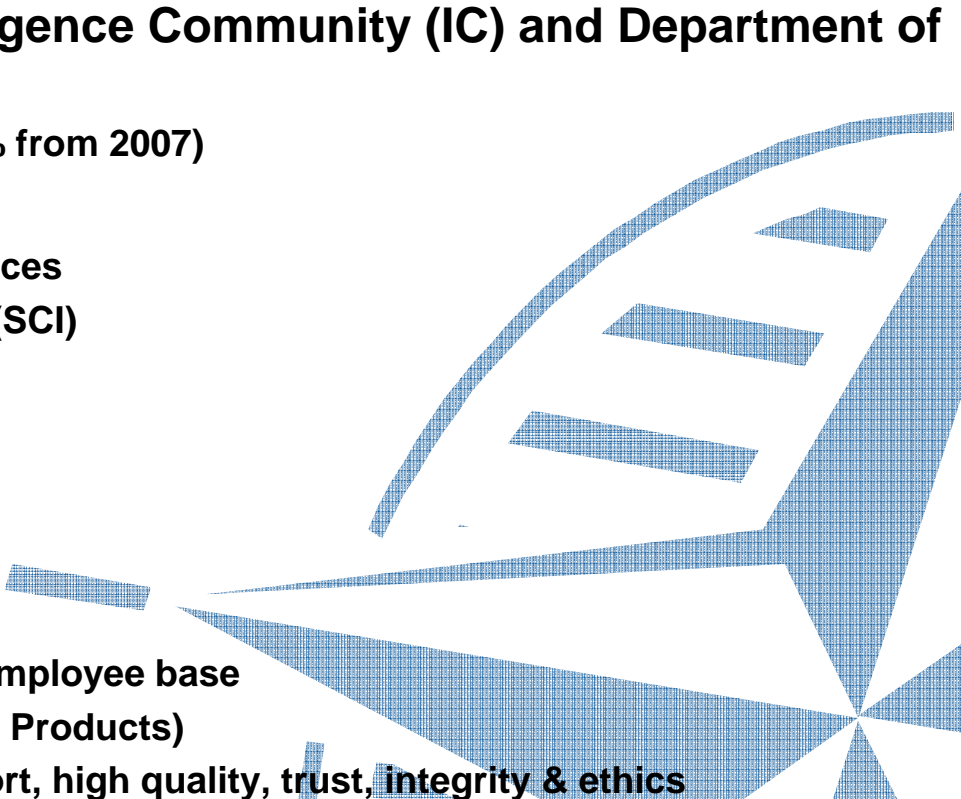
ManTech Global Services Corporation

Brussels, Belgium Branch Established

5 March 2008



ManTech at a Glance

- **Founded in 1968; IPO February 2002, NASDAQ: MANT**
 - **Leading provider of information technology services and secure systems solutions**
 - **> 90% of revenue from Intelligence Community (IC) and Department of Defense (DoD)**
 - 2008 sales ~ \$1.9 Billion (up 27% from 2007)
 - **7,000 + Employees**
 - 75% hold active security clearances
 - 45% Special access clearances (SCI)
 - **Global Presence**
 - 380 Locations World-wide
 - 44 Countries
 - 39 States
 - **Well positioned for growth**
 - Cleared, qualified, well trained employee base
 - Innovative solutions (Services & Products)
 - Culture based on mission support, high quality, trust, integrity & ethics
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Our Market Focus

- Intelligence and Homeland Security
 - CIA (CTC)
 - DIA (JITF-CT)
 - DHS (IA/IP)
 - NCTC
 - FBI (Office of Intel)
 - NGA
 - NRO
 - NSA
 - Department of State
 - DoD
 - Army
 - Navy/Marine Corps
 - Air Force
 - OSD
 - International Organizations
 - NATO
 - United Nations
 - World Bank
 - International Monetary Fund
 - World Trade Organization
 - European Union
 - EuroControl
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Core Service Offerings and Programs

- **Core Service Offerings**
 - Information Technology/Information Assurance
 - Intelligence Analysis/Mission Operations
 - Security Engineering
 - Systems and Field Engineering
- **Representative Customer Programs**
 - Army - Logistics Readiness Service Center (LRC)
 - Air Force – Information Technology Support Program III (ITSP-II)
 - Navy - Command Network (CNET) / FBI - SCI-Online (SCION)
 - DIA - Joint Regional Information Exchange System (JRIES) / DHS - Homeland Security Information System (HSIN)
 - DoD - Counter Intelligence Field Activity (CIFA) / DoJ – Sensitive Intelligence Program
 - NSA – National Threat Operations Center
 - DISA – JTF-Global Network Operations Center
 - NTM-I – CIS O&M
 - NACMA – System Management Industrial Support
 - NC3A – Support Services Contract (Acquisition Support)

ManTech Core Disciplines

Technology-Based Solutions on a Global Basis - 3 Principle Areas

Information Technology Solutions

- Systems Integration Services
- C4I Systems
- Telecommunication Systems
- Communication Systems and Infrastructure Services
- Enterprise Architecture Solutions
- Systems/Network Maintenance
- Local and Wide Area Networks
- Software Development
- Help Desk Support Service

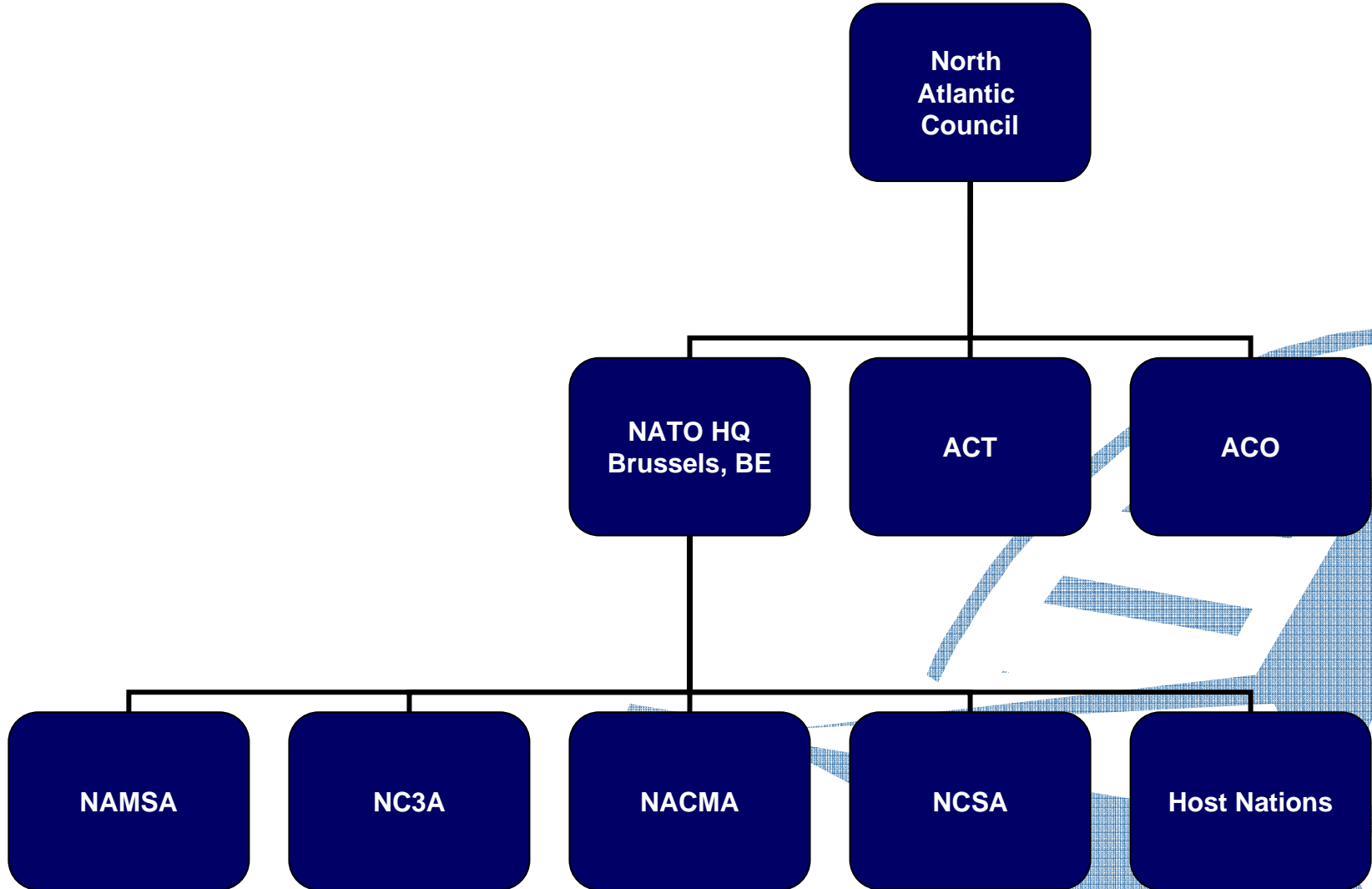
Systems Engineering Solutions

- Systems Life Cycle Support
- Test & Evaluation and IV&V
- Integrated Logistical Support
- Modeling & Simulation
- Space Systems Engineering

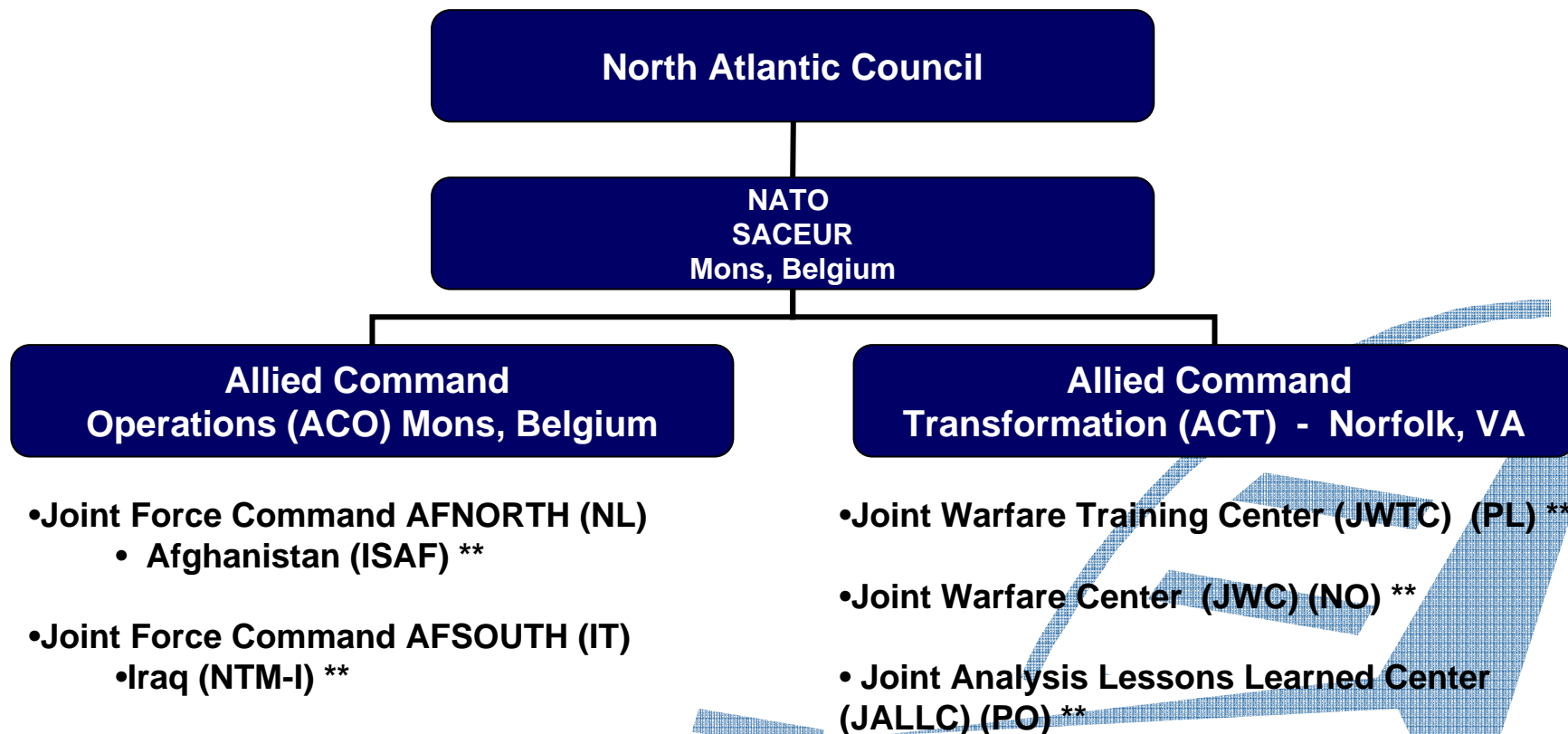
Secure Systems & Infrastructure Solutions

- Intelligence Operations
- Safeguarding Critical Infrastructures
- Information Assurance
- Secrecy Management
- Counter-Terrorism Vulnerability & Threat Assessment Analysis
- Digital Signal Processing Systems

NATO Organizational & Acquisition Structure

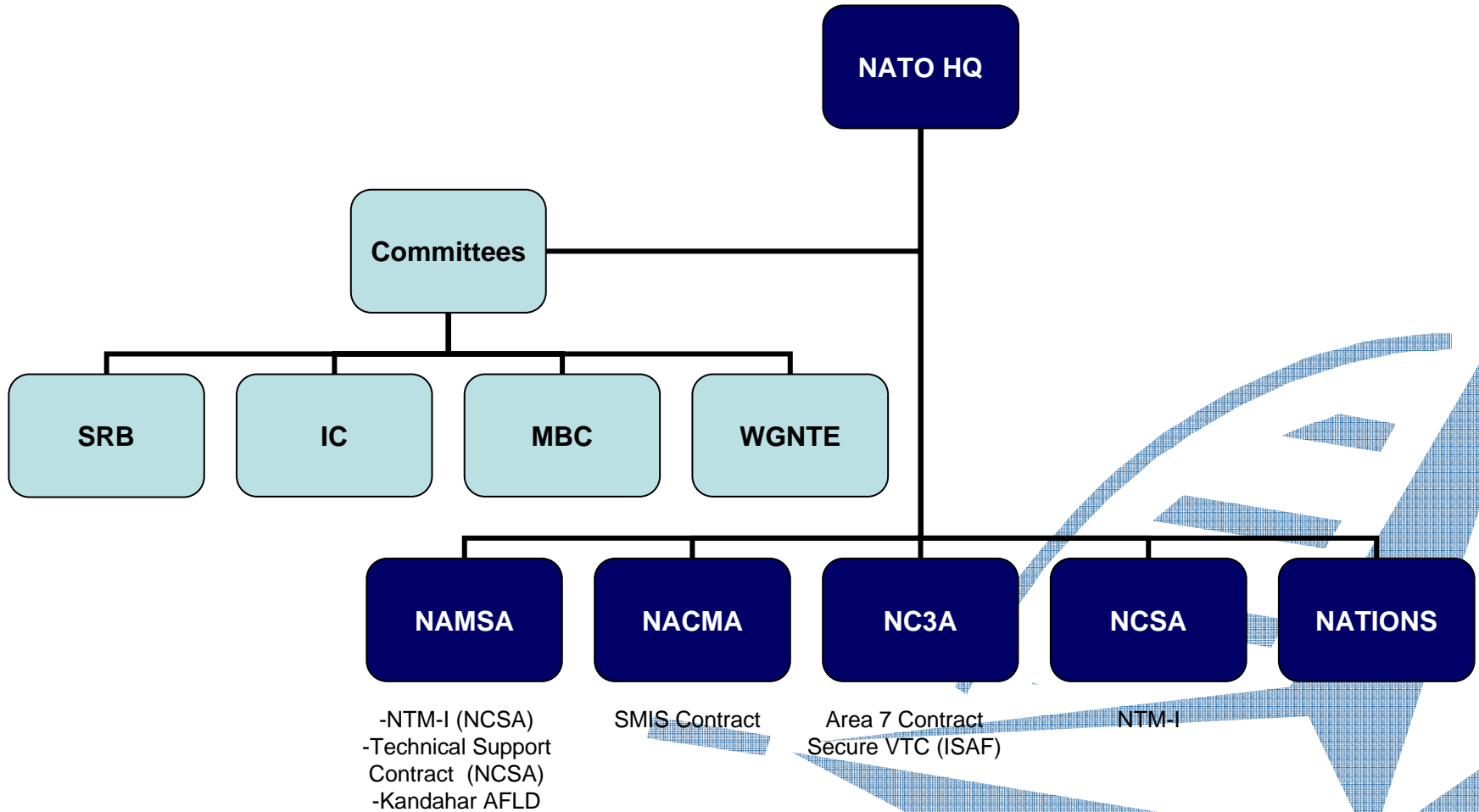


NATO Strategic Commands



** ManTech has active contracts

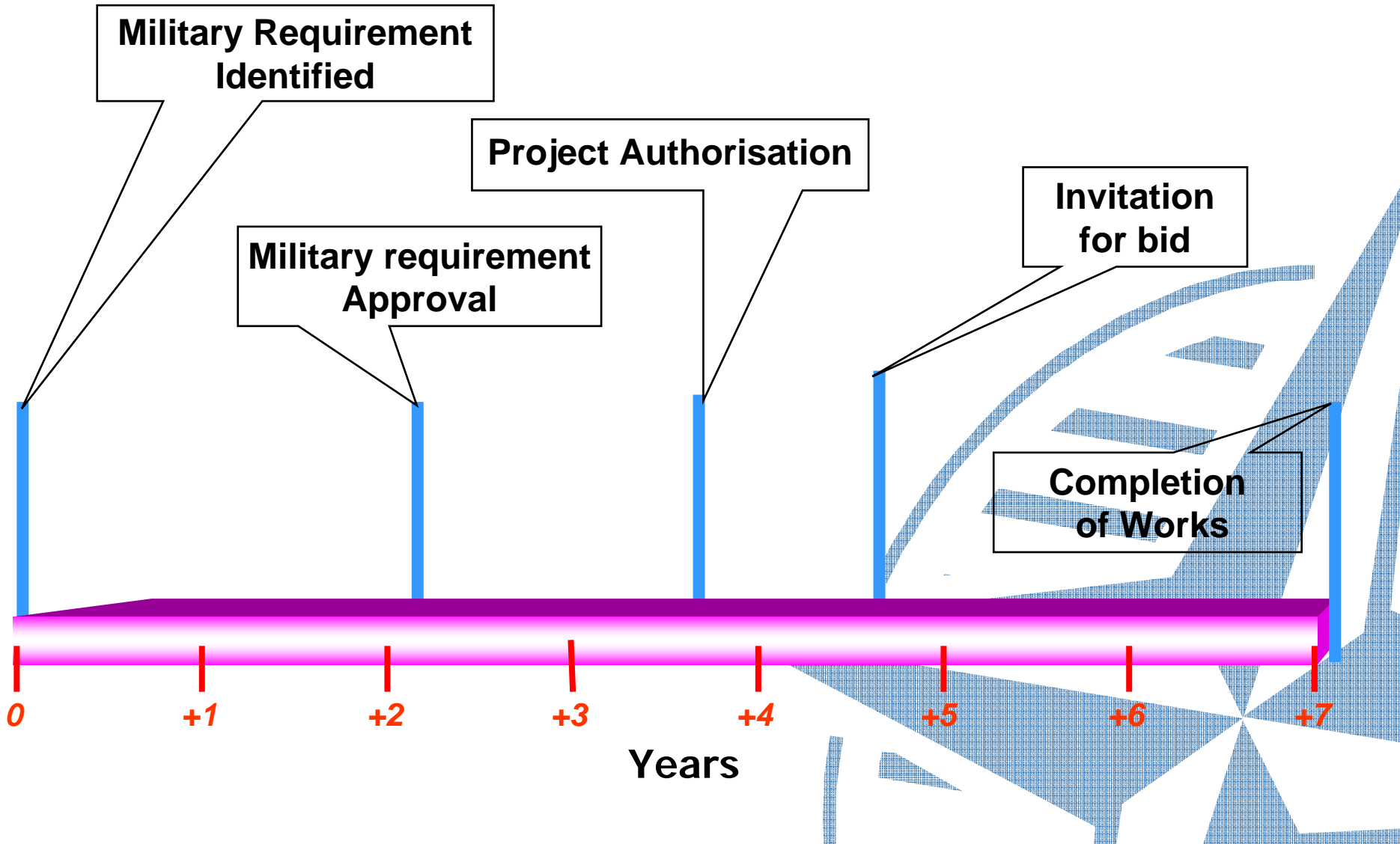
NATO Acquisition Organizations



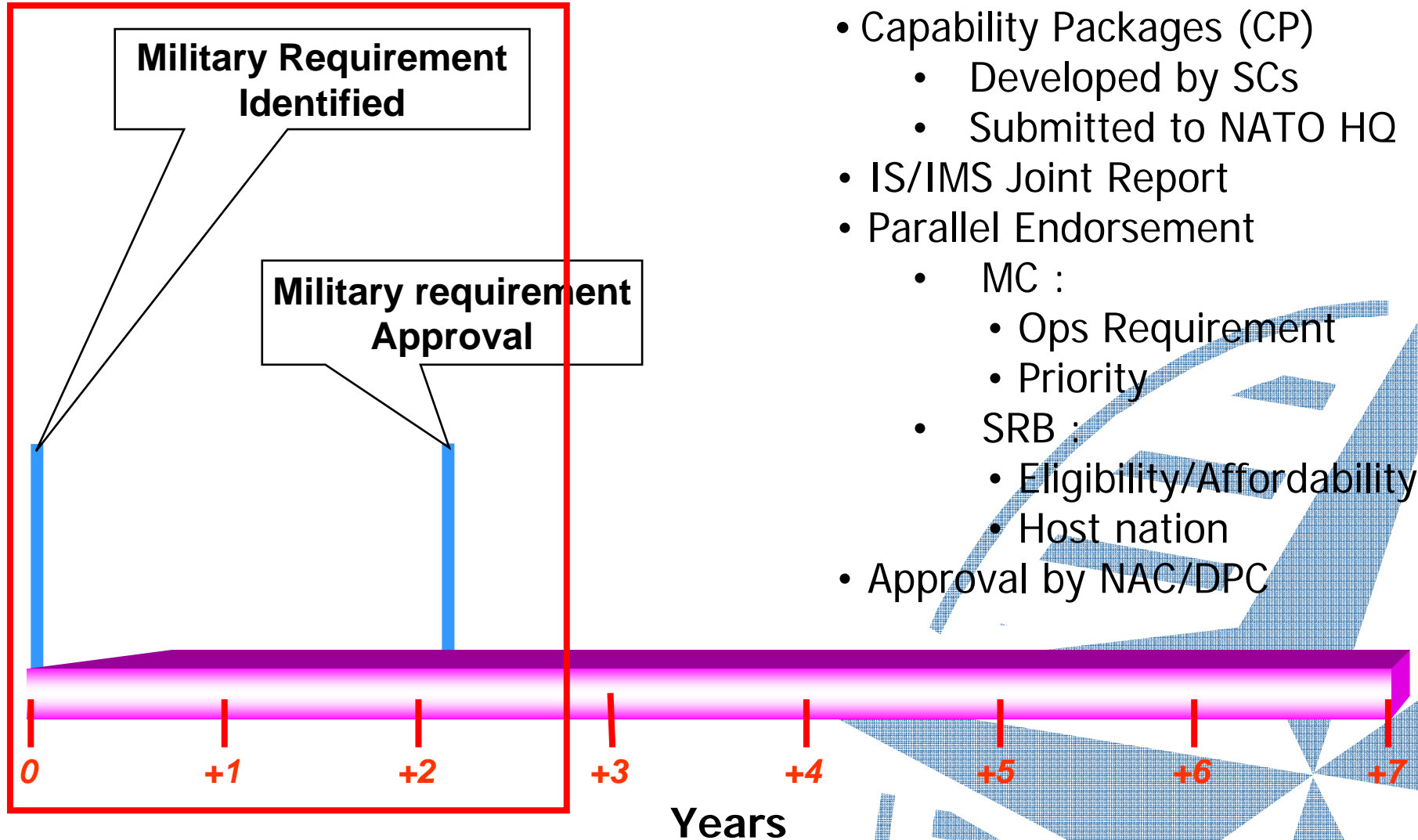
Doing Business with NATO

- **NATO works through Committees**
- **Main Financial Committees:**
 - **Infrastructure Committee (IC) – NATO Security Investment Programme (NSIP)**
 - **Military Budget Committee (MBC) – Admin., support**
- **How Committees Work:**
 - **NATO National Delegations staff Committees**
 - **Committees make decisions, authorise projects**
 - **Committees procure through Agencies and Commands**
 - **NATO Delegations must nominate companies for them to be eligible to bid**
 - **ICBs – Case by case nomination >\$5M (Euros)**
 - **BOAs – One blanket nomination**

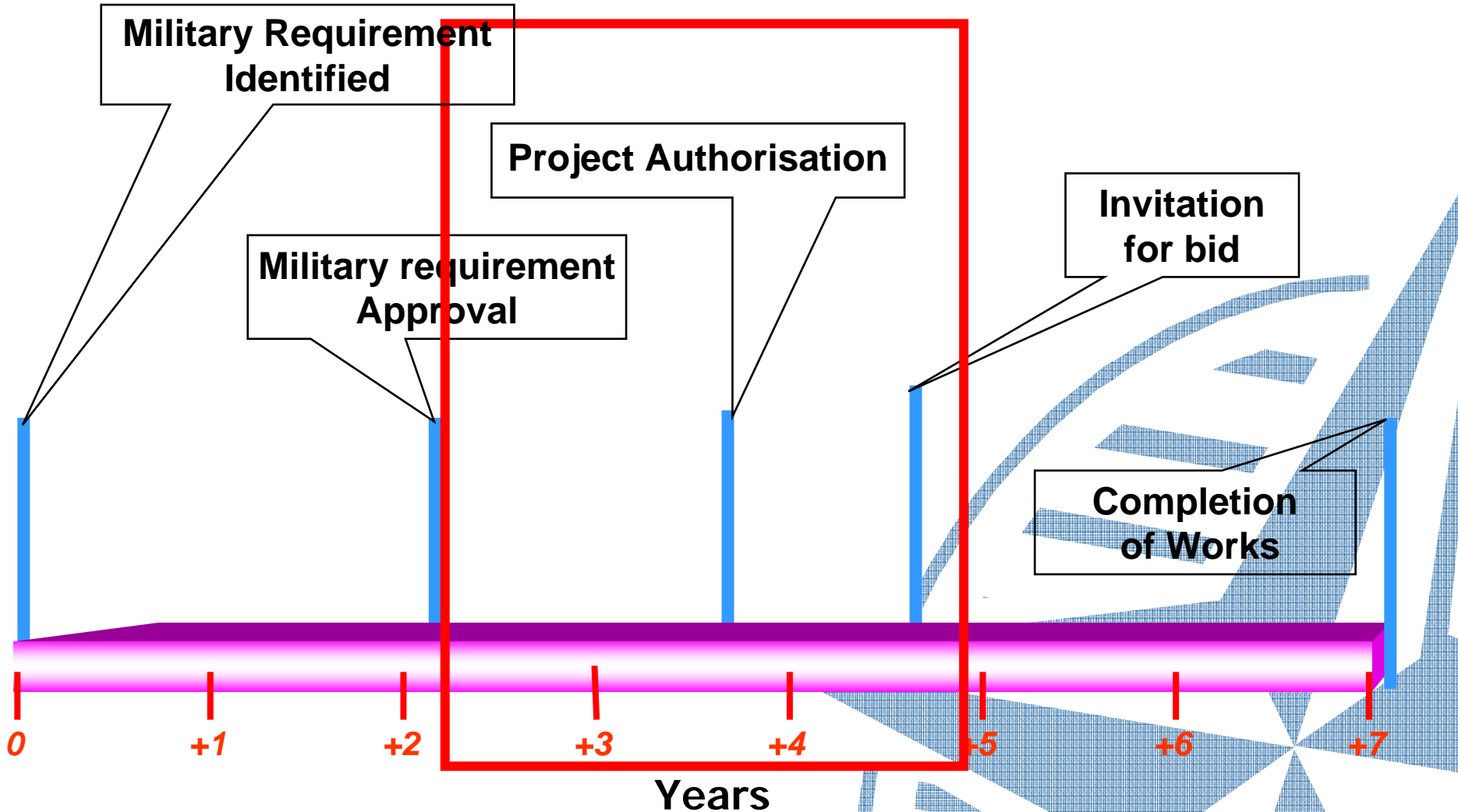
NATO Acquisition Lifecycle



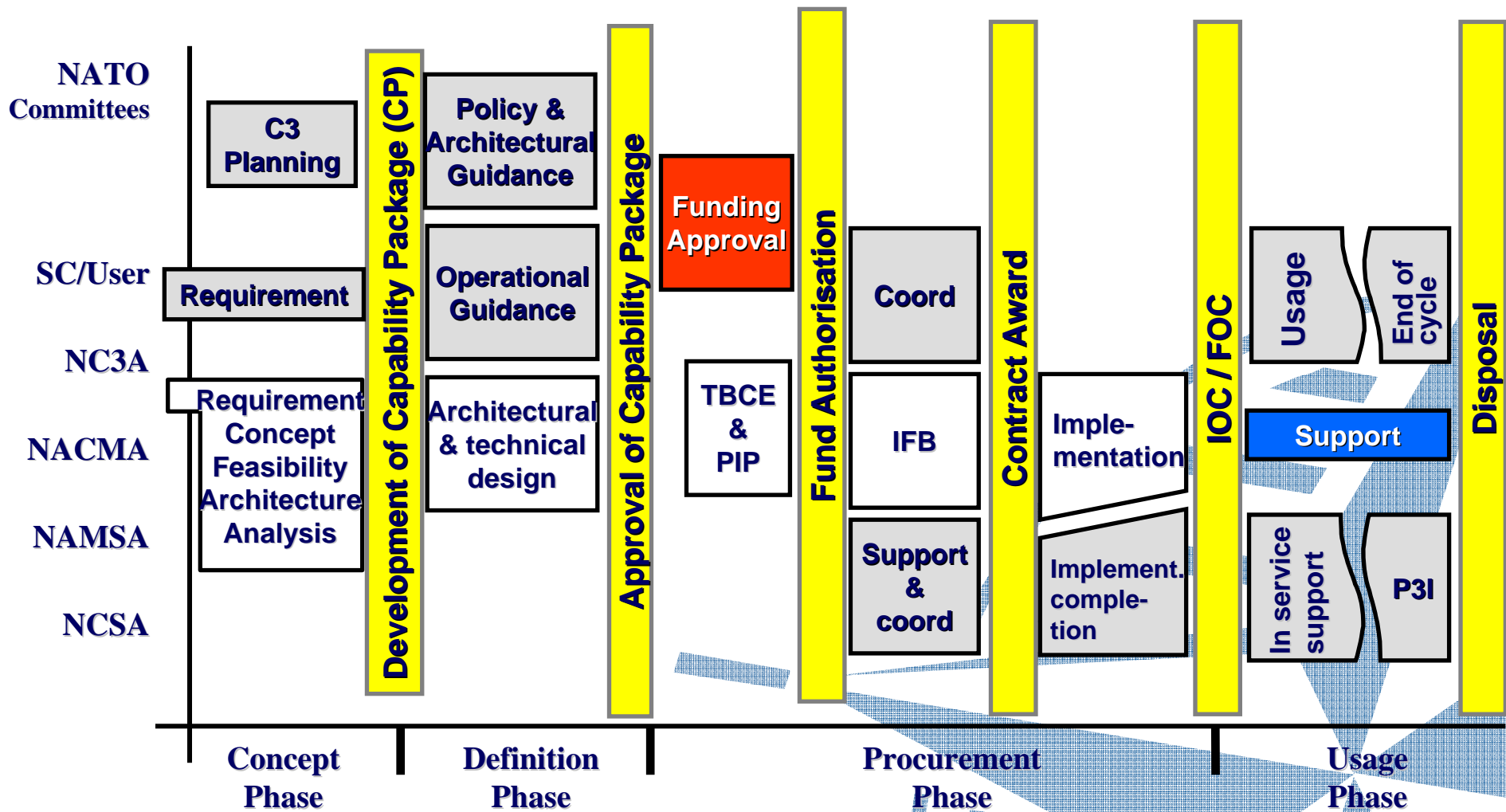
NATO Programming Stage



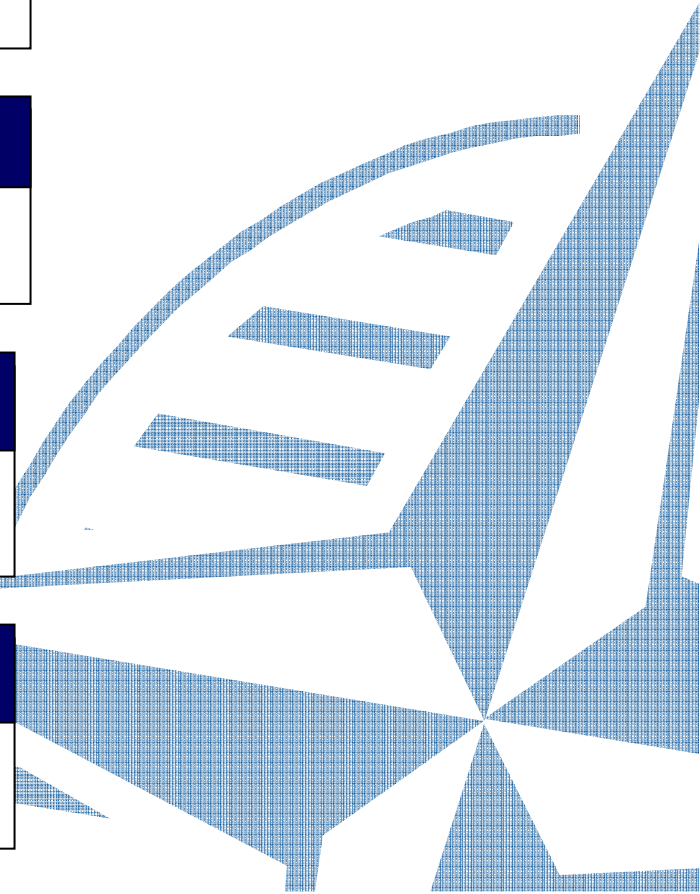
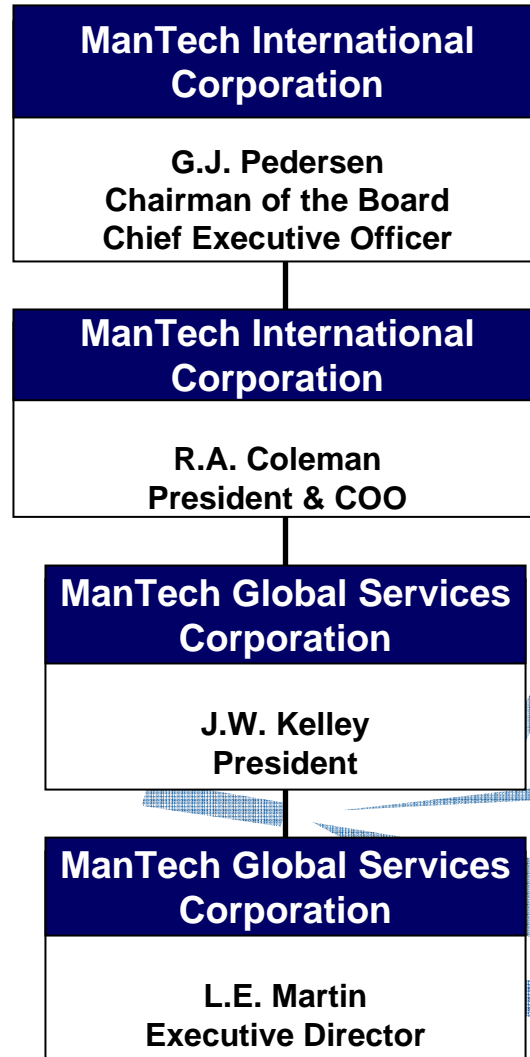
NATO Implementation Initiation



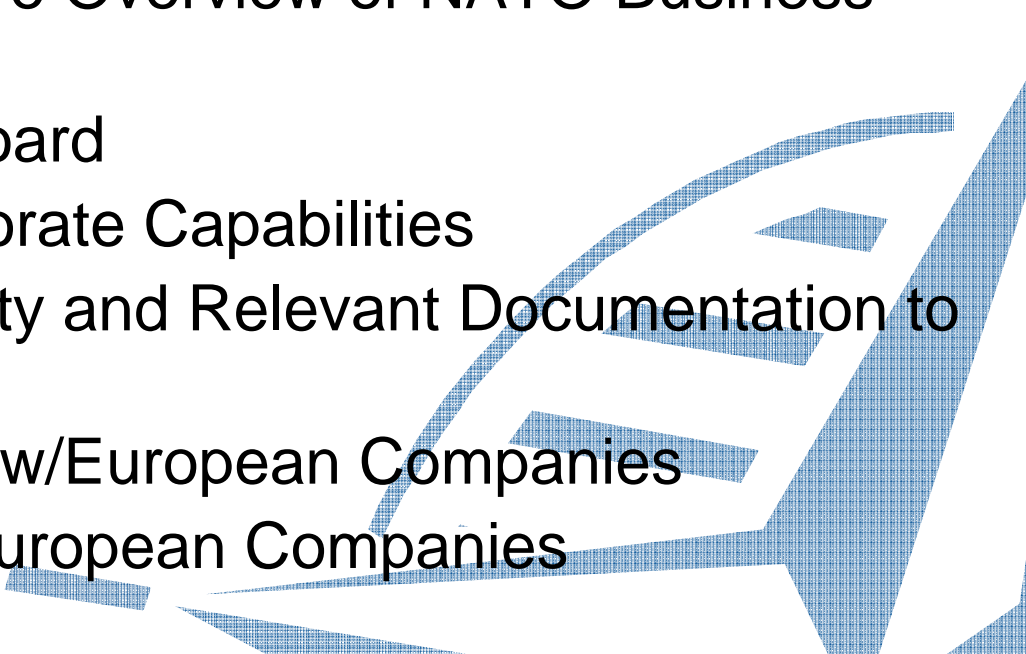
NATO Acquisition Life Cycle



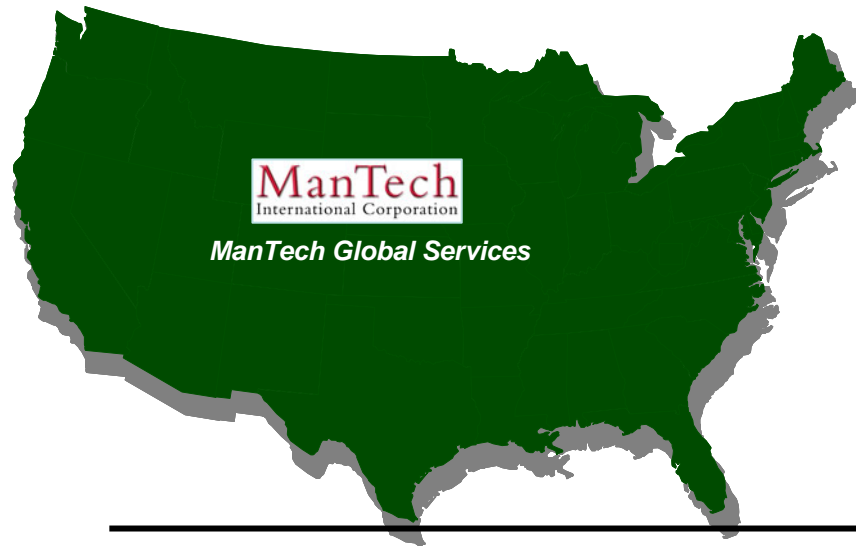
ManTech Global Services (MGS) Organizational Structure



ManTech Global Services NATO Process

- Establish Points of Contact (POCs) for Each Business Unit (BU)
 - Develop Comprehensive Overview of NATO Business Opportunities
 - Opportunity Support Board
 - Identify Cross-Corporate Capabilities
 - Disseminate Opportunity and Relevant Documentation to BU POCs
 - Develop Relationships w/European Companies
 - Facilitate Teaming w/European Companies
 - ITAR/EAR
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ManTech NATO Process



ManTech Global Services Corporation

- Intra-ManTech Coordination for NATO Bids
 - Team ManTech Approach to Bids
 - DSG, IS&T, SM&A, MSS
- ITAR/EAR Reviews
- Opportunity Support Board (OSB)
- NATO Security/Clearance Coordination
- NATO Proposal Support

“Team ManTech Approach to NATO”

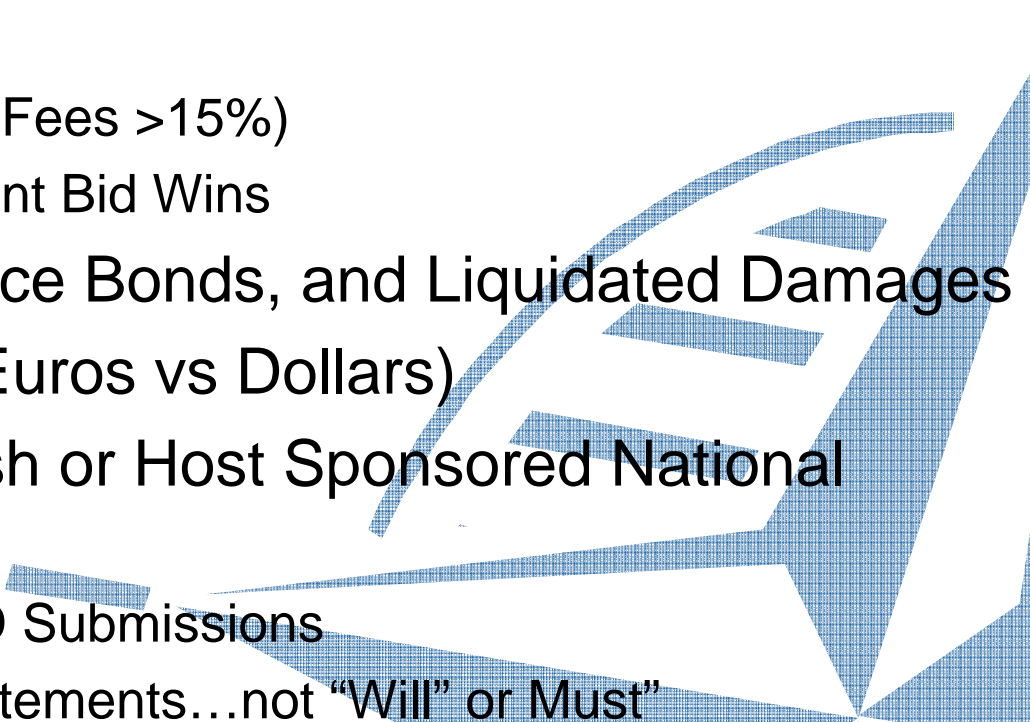
ManTech Global Services – Branch Office Brussels, Belgium

- The ManTech Interface to U.S. Mission
- Support Documentation
- Facilitate Customer Visits
- Marketing/Customer Relations
- Foreign Teaming Recommendations

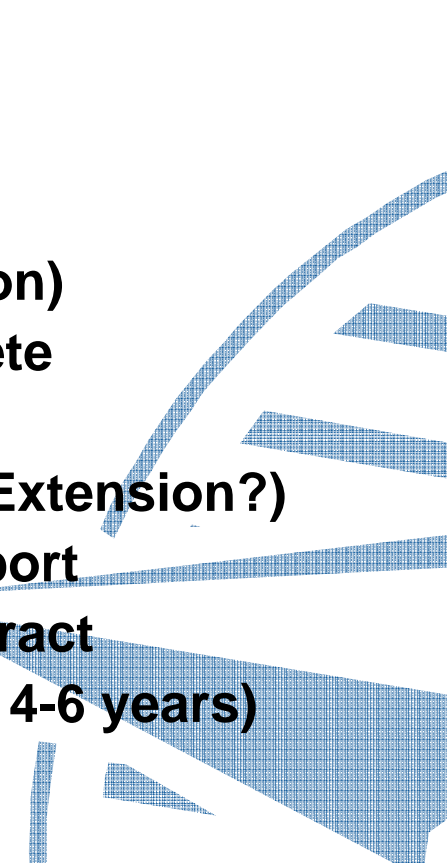
“The ManTech Face To NATO”

Doing Business With NATO

The differences between DoD and NATO

- Real Money vs IDIQ
 - FFP is the Standard
 - Higher EBIT Potential (Fees >15%)
 - Lowest Priced Compliant Bid Wins
 - Bid Bonds, Performance Bonds, and Liquidated Damages
 - The Cost of Money (Euros vs Dollars)
 - All Proposals in English or Host Sponsored National Language
 - Less Formal Than DoD Submissions
 - Focused on “Shall” Statements...not “Will” or Must”
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ManTech Global Services Current Opportunities

1. **NC3A - IFB CO-12369-NRF (DCIS) (w/Lockheed)**
 2. **NC3A - Kandahar CIS O&M (€74 Million)**
 3. **NC3A - HQ Kabul CIS O&M**
 4. **NC3A - Intel FS**
 5. **NC3A - Logistics FS**
 6. **NC3A - NNCC (w/Siemens)**
 7. **NC3A – Bi-SC PMIC (€22 Million)**
 8. **NC3A - Area 7 SSC Re-Compete**
 9. **NC3A - VTC**
 10. **NACMA - SMIS Re-Compete (Extension?)**
 11. **NACMA - TMD Industrial Support**
 12. **NATO HQ - CIS Services Contract**
 13. **SACT - SHAPE PMO (4 + 4 for 4-6 years)**
 14. **NC3A - Balkans CIS O&M**
 15. **JFCHQ - KAIA CIS O&M**
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NATO Security/Intel Opportunities

Type "B" Cost Estimate - Develop Intelligence Functional Services
(INTEL-FS)

2005/OIS03063	\$17,899,640.00	Spiral I - Initial Operational Capability
OCM03039	\$55,715,100.00	Provide NATO On-Line Crypto Equipment
OCM03040	\$10,685,070.00	Provide NATO Off-Line Crypto Equipment
OCM03069	\$4,810,410.00	Provide NATO Secure Information Exchange Interfaces
OCM03070	\$3,263,700.00	Provide NATO INFOSEC Management
OCM03071	\$1,455,120.00	Provide NATO INFOSEC Support
OCM03072	\$2,476,800.00	Provide NATO PKI
		Provide NATO Computer Incident Response Capability (NCIRC) & Intrusion Detection System (IDS), Final Operational Capability (FOC)
OIS03004	\$12,274,350.00	
OIS03067	\$ 3,137,280.00	Provide NATO Electronic Key Management System (NEKMS)
OIS03069	\$5,194,830.00	Provide NATO Secure Information Exchange Interfaces
OIS03070	\$3,524,280.00	Provide NATO INFOSEC Management
OIS03071	\$1,571,220.00	Provide NATO INFOSEC Support
OIS03072	\$2,675,460.00	Provide NATO PKI
TOTAL	\$124,683,260.00	

ManTech Global Services Potential Business Areas

- NATO
- United Nations
- World Bank
- International Monetary Fund
- World Trade Organization
- European Union
- EuroControl
- European Patent Office
- European National Business Opportunities
- NOT U.S. Government Opportunities



MGSC NATO Operations



• *Headquartered in Brussels, Belgium*

- Acquisition Engineering & Procurement Support
- Communication System Engineering & Integration
- Equipment Procurement & Maintenance
- Contract Management Support
- Lessons Learned Analysis
- IT Support
- Software Development

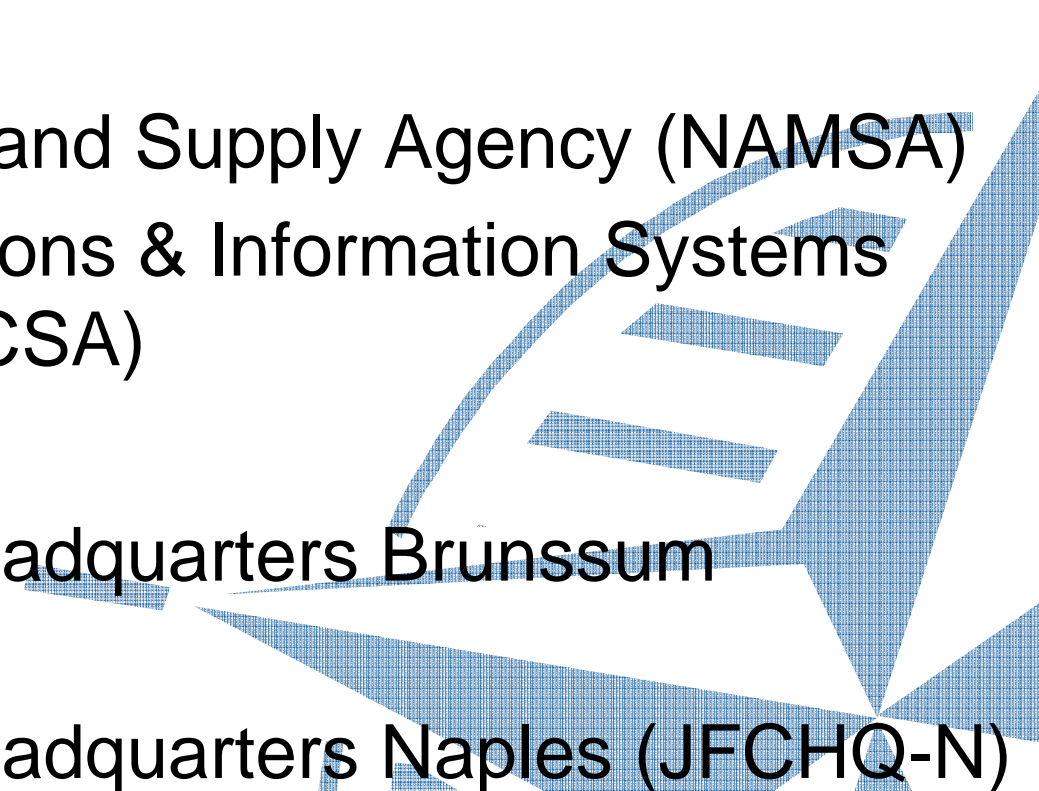


~90 ManTech Local Staff *

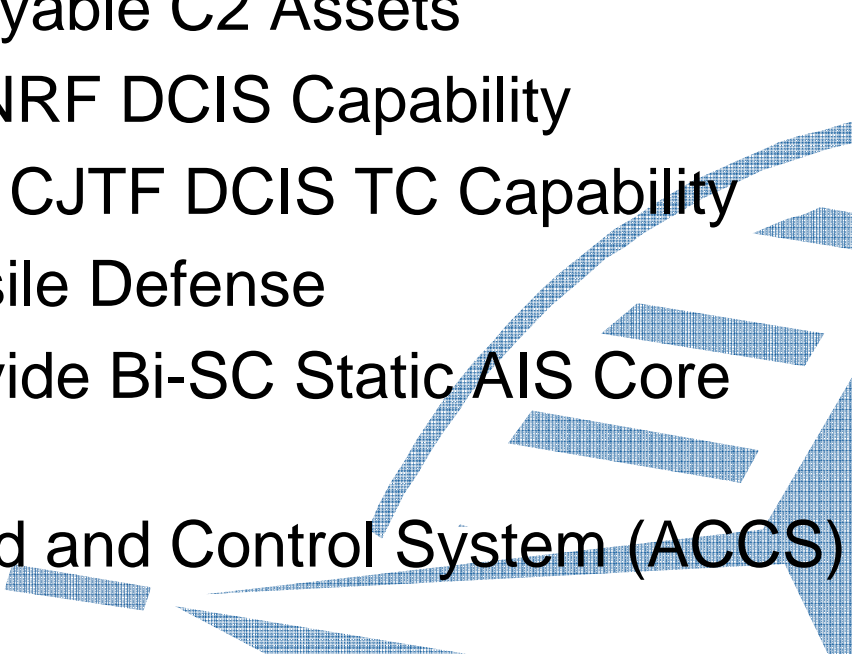
• Includes Consultants & Sub-contractors

• Afghanistan, Belgium, Iraq, Kosovo, Luxembourg, Netherlands, & Portugal

Major NATO Organisations of Interest

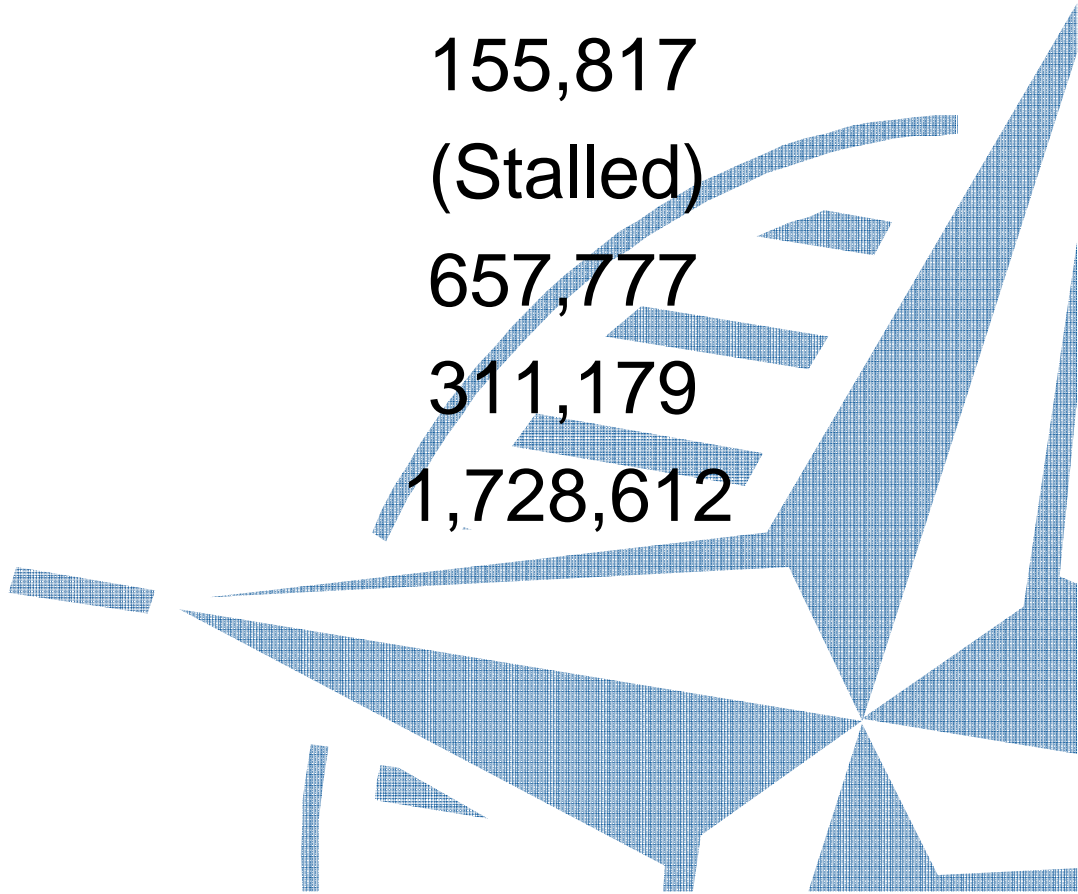
- NATO Consultation, Command and Control Agency (NC3A)
 - NATO Maintenance and Supply Agency (NAMSA)
 - NATO Communications & Information Systems Services Agency (NCSSA)
 - NATO HQ
 - Allied Joint Force Headquarters Brunssum (JFCHQ-B)
 - Allied Joint Force Headquarters Naples (JFCHQ-N)
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CPs of Interest - Current

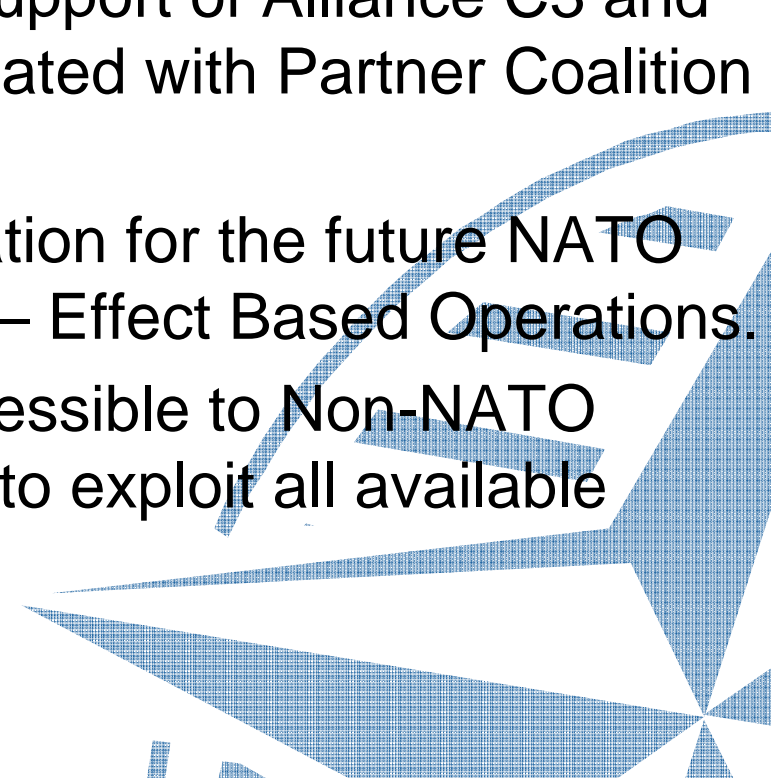
- 0A0104 – Core Communication Network Services NATO-Wide Capability Package
 - 0A0149 – NATO Deployable C2 Assets
 - 0A0149 (A1) – NATO NRF DCIS Capability
 - 0A0149 (A2) – Provide CJTF DCIS TC Capability
 - 0A1303 – Theatre Missile Defense
 - 5A0050/9B0020 – Provide Bi-SC Static AIS Core Capability
 - 5A0109 – Air Command and Control System (ACCS) Foundation Capability
- 

CPs of Interest – Current – Value (K€)

• 0A0104	250,187
• 0A0149	270,654
• 0A0149 (A1)	155,817
• 0A0149 (A2)	(Stalled)
• 0A1303	657,777
• 5A0050/9B0020	311,179
• 5A0109	1,728,612



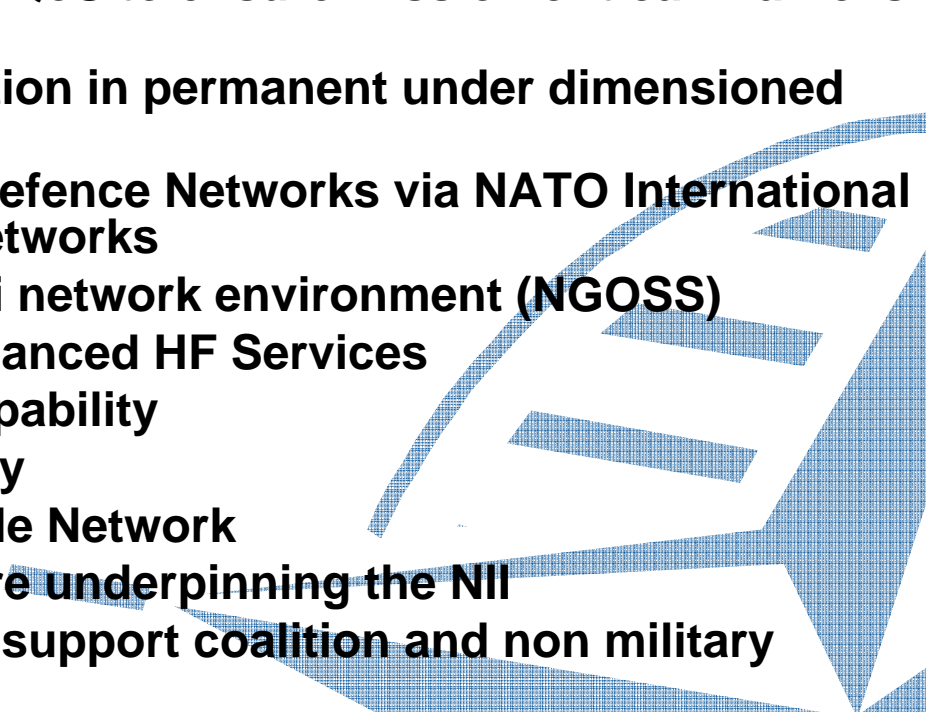
0A0104 – Core Communication Network Services NATO-Wide Capability Package

- To provide the fixed static network or core communication services in support of Alliance C3 and Non-C3 requirements associated with Partner Coalition and Exercise.
 - Lay the infrastructure foundation for the future NATO Network Enabled Capability – Effect Based Operations.
 - Create an open network accessible to Non-NATO entities while allowing users to exploit all available services including public
 - Investment 250M€
 - CP Programmed April 2005
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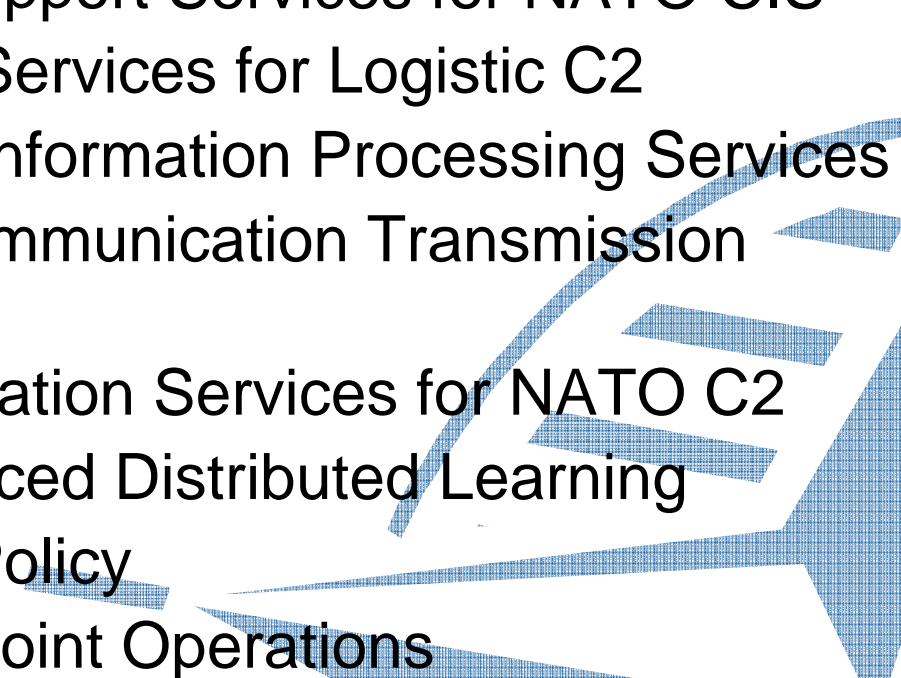
0A0104 – Projects

No	Project	Project Title and Location	HN	Value(K€)
1	0CM03024	Provide Circuit Switched Component (CSC)	NC3A	15,754
2	0CM03025	Provide Packet Transport Component (PTC)	NC3A	24,188
3	0CM03026	Provide Network-Network Gateways	NC3A	12,316
4	0CM03027	Provide Studio Video Teleconference (VTC)	NC3A	7,305
5	0CM03028	Provide Network Transmission Services & Bandwidth Management Capability	NC3A	25,979
6	0CM03029	Provide Network Service Management	NC3A	5,852
7	0CM03030	Provide Network Service Extension Beyond NATO	NC3A	906
8	0CM03031	Provide Public Information Access	NC3A	120
9	0CM03032	Replicate NGCS Capability into Future Accession Nations	NC3A	1,287
10	0CM03033	Provide PMO To Exercise Configuration Management & Life Cycle Support Through Transition	NC3A	4,404
11	0CM03034	Provide Management of the Incremental Implementation of Network Services	NC3A	?

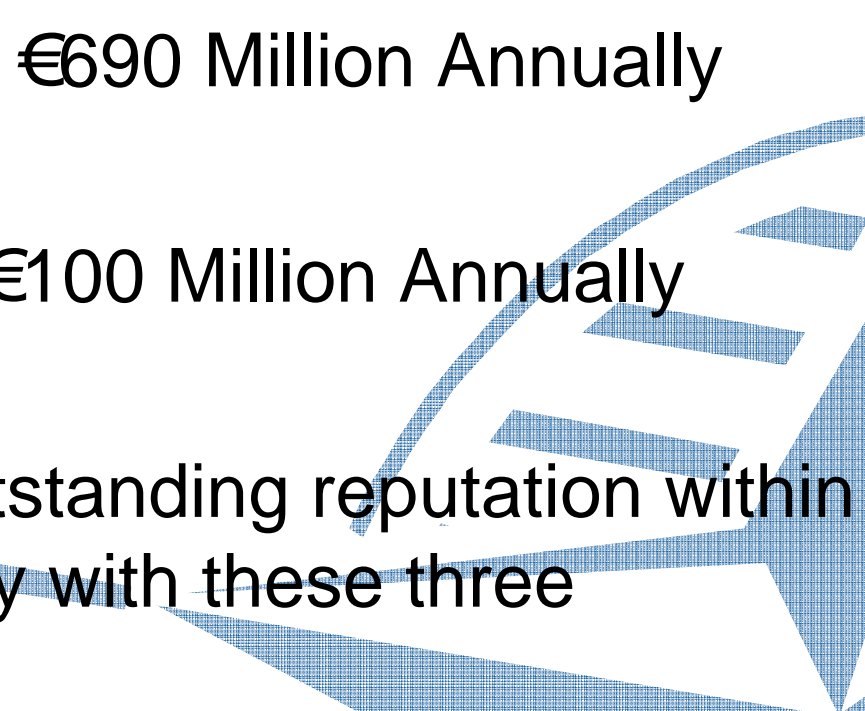
0A0104 - Main Themes for 2009 - 2012

- **Service Convergence on IP**
 - **Migration to IPv6 and Challenges of co-existence**
 - **End-2-End Application Level QoS to ensure Mission critical Traffic is delivered**
 - **Intelligent Bandwidth Utilisation in permanent under dimensioned network**
 - **Full Integration of National Defence Networks via NATO International Capability – Federation of Networks**
 - **Service Management in multi network environment (NGOSS)**
 - **Improved Wave Forms – Enhanced HF Services**
 - **Robust Resilient Network capability**
 - **Ad-hoc Networking Capability**
 - **Self Healing auto configurable Network**
 - **Communication Infrastructure underpinning the NII**
 - **Creation of Open network to support coalition and non military operations**
- 

CPs of Interest - Upcoming

- 9C0101 – Wireless Communication Transmission Services
 - 9C0102 – Lifecycle Support Services for NATO CIS
 - 9C0103 – Functional Services for Logistic C2
 - 9C0107 – Functional Information Processing Services
 - 9C0130 – Satellite Communication Transmission Services
 - 9C0150 – Core Information Services for NATO C2
 - 9C0402 – Joint Advanced Distributed Learning
 - 9C1000 – Plans and Policy
 - 9C1100 – Combined Joint Operations
- 

Summary

- NC3A-BE Contracts > €500 Million Annually
 - NAMSA Contracts > €690 Million Annually
 - NCSA Contracts > €100 Million Annually
 - ManTech has an outstanding reputation within NATO and especially with these three organisations.
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Questions ?

