

Introducing... CACI's Functional Core Competencies



8 New Ways to Grow Our Business and Better Serve Our Customers

With this issue, we explore the first four competencies that are now fully configured as repeatable processes and services.

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CACI's capabilities are growing dramatically. We offer more services and solutions than ever before, and we are entering new market areas.

To maximize our growth opportunities, we're introducing a new way to define and market CACI's expanded offerings. We call them our **Functional Core Competencies**.

The Functional Core Competencies take our current solution groupings — Systems Integration, Managed Network Services, Logistics and Engineering, and Knowledge Management — and integrate them into a set of greater capabilities that every Business Group can offer. The core competencies demonstrate to clients the true breadth of what we do and the end-to-end value we provide. And they give our company *more ways to win the business*. Look inside to find out how.

Dear Team, Dear Team,

In this special edition of the CACI Times, you're going to read about a historic new way of presenting our business. We're moving from the solutions we have traditionally presented — Systems Integration, Managed Network Services, Logistics and Engineering, and Knowledge Management — to what we call “functional core competencies.”

The idea behind this dramatic change will be fully explained in this issue by Deb Dunie, our Chief Technology Officer, but here we want to emphasize the company-wide importance of this initiative to all of us on Team CACI.

Our new functional core competencies recognize the fact that we have a vast body of technical ability and experience in our company that can — and should — be available to all our business groups, regardless of what contracts they are pursuing or what clients they are serving. Our eight core competencies bring these resources to the table as vital discriminators.

What's more, these competencies serve as the ideal means to implement our company philosophy of collaborating to win. They promote information-sharing and support across teams, business groups, and all of CACI to develop and apply the collective expertise needed to enhance client support and win the business that enables our growth.

We currently provide all eight of our core competencies to our clients. Our intent is to provide all of them as repeatable processes and services. Right now, four of the competencies have been configured as repeatable, and these are the four you will read about here. We're still working on the others, and will have them ready soon.

Please familiarize yourself with our new CACI capabilities and support Deb and her team. Our new functional core competencies are one more step in making CACI **the best** at everything we do.

Paul Cofoni
President and Chief Executive Officer

Bill Fairl
President of U.S. Operations



CACI's New Functional Core Competencies

Giving Clients the Big Picture of CACI Capabilities

By Keith Gamboa

According to Deb Dunie, CACI Chief Technology Officer, and the architect of our new functional core competencies, “Our clients love us and trust us for our integrity, our honesty, and our great delivery capabilities in areas they’re familiar with. But we have tremendous capabilities across the board that we must make them aware of in order to create demand, grow our business, and distinguish ourselves from the competition.”

Demonstrating to the marketplace the wide array of distinctive capabilities available throughout CACI — giving clients the “big picture” of CACI capabilities — is now a top priority.

CACI has grown dramatically over the past few years in capability and numbers. The four solution groupings listed on our website no longer reflect the breadth of what we do today, or the end-to-end value we can provide our clients to satisfy the needs of their modern reality.

To address today’s needs, we’ve organized solutions into eight major groupings representing CACI’s functional core competencies.

Each of the eight reflects capabilities that reside throughout CACI, that when brought together depict our distinctive value propositions in the market. And it is important that all of us understand, support, and enable this growth engine.

Four of these competencies — Enterprise IT and Network Services; Data, Information, and Knowledge Management; Business System Solutions; and Logistics and Material Readiness — are now fully configured as repeatable processes and services. The others are evolving and will be rolled out soon.

Why is this important? According to Deb, a rounded articulation of our capabilities will enhance confidence among current and potential clients. It will show them that we have a solid understanding of the domains in which they operate and the risks that affect their decision-making process. Best of all, our core competencies will help clients achieve their goals and objectives more efficiently.

Moreover, there are key reasons why our core competencies are critical for our company.



PHOTO BY STAN PO CZATEK

Chief Technology Officer Deb Dunie is the architect of our functional core competencies, developed to provide comprehensive offerings that show CACI's distinctive value to clients.

Increasing Profitability and Value

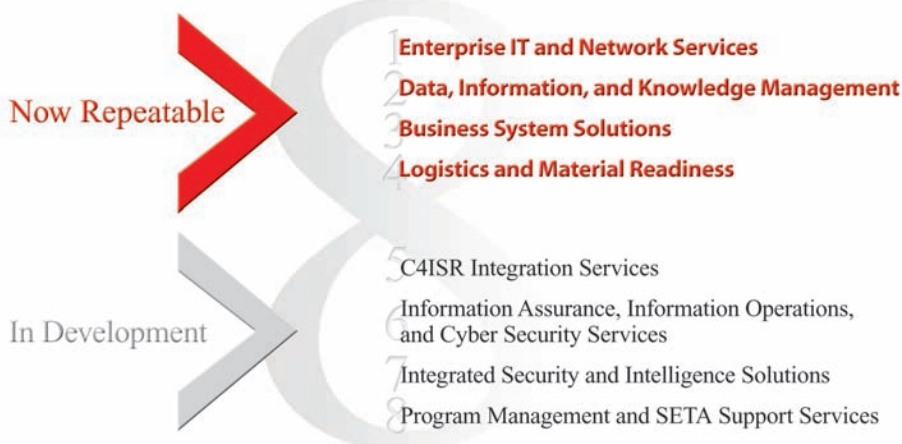
Making the most of our homegrown abilities will enable CACI to fit disparate pieces together from across the company whenever we bid on business. This will allow us to go after much more complex bids and reduce the need to subcontract, thus increasing profitability as well as our value to clients.

Keeping Up With Technology

CACI has grown, with new capabilities that have come through acquisitions and development. But not all our clients know this. As Deb emphasizes, “Technology is changing fast, and we must figure out ways to keep abreast and leverage it all to clients. There’s a need to articulate what we do at CACI, because so far it’s been bundled into groupings that don’t clearly present the amazing breadth of our offerings, our experience, and our expertise.”

continued on next page

Featuring 4 of 8 of CACI's New Functional Core Competencies



Winning Bigger Business

With functional core competencies more visible across the corporation, CACI people will now be able to find additional elements they may need in proposals they're bidding, or choose to go after more complex bids because they'll be able to use capabilities from somewhere else in the company.

If their client is interested in something out of their domain, we now have the ability to reach back into the corporation to get assistance to bring more to the table, answer detailed questions, and provide high-end solutioning support.

Providing Growth for Employees

The emergence of functional core competencies also offers new growth opportunities for individual employees who may be interested in moving into other professional areas. They can learn from the white papers and other collateral material produced by the competency groups, expanding their technical education and better evaluating their career paths.

CACI's functional core competencies reflect our expanded portfolio of solutions and all our capabilities, across all our business groups ... brought together to add more value to our clients' capabilities and win more business for CACI.

The key to using and supporting our functional core competencies is understanding how the various capabilities can work together ... and how we now have a greater opportunity to "pick and choose" the components needed to win contracts and go after larger awards.

Forward-Looking Value

Deb points out that in the federal contracting marketplace, "Everybody is fishing in

the same pond. So our objective must be to provide new and innovative capabilities and be distinctive in the marketplace and in our bids.

"We have to have a solid foundation for what we deliver, and we have to leverage all the lessons we've learned from every piece of business we have. The bottom line is that CACI must always show value — our value proposition must continually be forward looking."

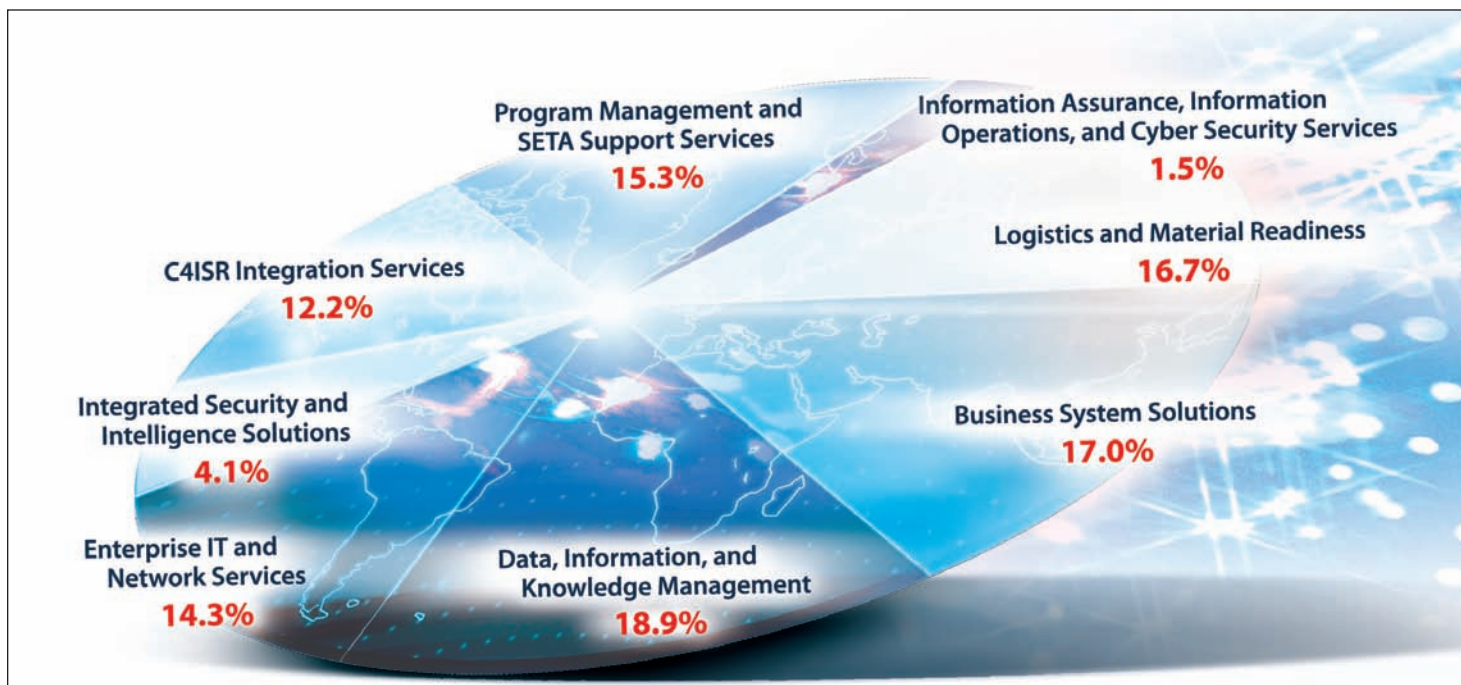
For more information, contact Deb at ddunie@caci.com.

Marketing Materials for each of our functional core competencies are now being developed. Stay tuned to CACInet and Lotus Notes to learn when they will be available.

Longer versions of each of this issue's articles will be posted to CACInet beginning on April 17, with a new article appearing each week thereafter.

FAQs or frequently asked questions will also be appearing on CACInet soon.

Functional Core Competencies – Share of Current FY08 Revenue



Current Fiscal Year 2008 revenue from each of our functional core competencies.

Data, Information, and Knowledge Management

Connecting the Dots to Help Safeguard the Nation

by Keith Gamboa



Carl Muller, VP and lead for the Data, Information, and Knowledge Management functional core competency, paints a fascinating hypothetical scenario of the challenges facing intelligence analysts sifting through disparate information.

“Think about confronting the functional equivalent of going into Washington, D.C., with all the people gone ... but all the data still in place,” he says.

“Metric tons of filing cabinets filled with millions of documents. Thousands of computer systems. Records, disks, videos, audio files, whatever. Think of having to figure out what was going on there. Then think of the challenge of extracting relevant information.”

That’s the mission of this core competency.

Connecting Essential Data

Serving clients in the federal, civilian, and commercial sectors, CACI delivers Data, Information, and Knowledge Management solutions and services that automate the knowledge management lifecycle, from data capture through information analysis and understanding.

We offer the capabilities and technologies that take totally unrelated media

— everything from paper and electronic documents, to video, satellite images, and captured documents — and provide the technology and expertise to capture essential information.

Regardless of the format, “our systems let us put all the information together,” says Carl. They break down the walls that allow this data to exist in a special-purpose format or system. They allow the visa and passport papers to be connected to the application for a pilot’s license, or to a driver’s license, or to a hazardous material permit.

Data, Information, and Knowledge Management offers the technology and expertise to capture information from any format — from documents to satellite images and more — and develop intelligence that can protect our country and save lives.

There are lots of information sources out there, including billions of websites, and they are all conduits to move data. The goal of this functional core competency is to connect the dots and draw a picture that tells a story and results in actionable intelligence.



PHOTO BY STAN POZATEK

Carl Muller leads the Data, Information, and Knowledge Management functional core competency. He and his team enable customers to automate everything from data capture through information analysis and understanding.

Creating CACI Distinction

From a competitive standpoint, the competency offers particularly strong capabilities in media exploitation. We employ products that combine most of the cutting-edge technologies in these areas so that “we have real advantages in terms of the amount of languages that we can translate and the breadth of media we can exploit,” Carl says.

For federal civilian clients, the competency has the ability to provide enterprise-level data and records management and help the government fulfill its obligations to store and preserve records and be able to find critical data.

From the mundane, such as a scanned-in slip of paper, all the way to satellite imagery, this core competency brings together data and knowledge to help the government meet its priorities, safeguard our nation, and perform its missions more efficiently.

For more information, contact Carl at (301) 306-2801, camuller@caci.com.

Top Projects

CACI provides Data, Information, and Knowledge Management solutions that help the **U.S. Department of Justice** win cases and support trials with **automated litigation support technologies and services** ... The **U.S. Army** and much of the **Intelligence Community** also rely on CACI solutions to support their **document exploitation** missions, **turning data into actionable knowledge**.

Enterprise IT and Network Services

More Than Just the “Latest Shiny Rock”

by Keith Gamboa



“Our core competency in Enterprise IT and Network Services is not just about technology,” says VP Jeff Harman. “It’s really about the service model — the methodology — of how the information tech-

nology services are delivered. Underneath that is the technology.”

This functional core competency supports our clients’ critical networked operational missions, providing tailored end-to-end enterprise IT services for the design, establishment, management, security, and operations of client infrastructure. The result is solutions and services that ensure secure and reliable information access and sharing for highly classified and sensitive government networks in the U.S. and around the world.

“When our customers buy something,” Jeff says, “they’re buying a service from us — not a box, not ‘the latest shiny rock.’ They get a system ... something that enables them to work smarter and more efficiently.”

Three Components for Enterprise IT

According to Jeff, since customers contract for services in so many different ways, bringing the power of Enterprise IT to client needs involves three key components:

- Fully understanding whether the customer needs just a single service or an array of services;
- Developing a common methodology on how CACI delivers the services; and
- Bringing common technologies together to meet client requirements.

For Jeff, it’s all about defining the service that customers want and fulfilling our promise to deliver that service.

CACI’s Enterprise IT and Network Services solutions give clients a complete and fully integrated system that enables them to work smarter and more efficiently.

“A client can’t just buy the coolest new technology if it can’t be integrated into their system and has no support set-up,” emphasizes Jeff. Now, with functional core competencies bringing together expertise and technologies from across the company, CACI is better able to integrate enterprise IT services to help clients fulfill their objectives.

For clients, we are able to offer an integrated, service-oriented architecture,



PHOTO COURTESY JEFF HARMAN

Jeff Harman leads the Enterprise IT and Network Services functional core competency. His solutions support critical client networks and enterprise operations, providing tailored, end-to-end solutions for client infrastructure.

not just a stovepipe solution. And as Jeff points out, “our customers typically have customers themselves — they’re not the end customer. Now CACI can provide a full-service offering that meets the criteria for both our clients and their clients. The bottom line is that we’re enabling our customers to succeed.”

Staying Vigilant for Clients

Having a common practice and repeatable methodology to deliver service helps refine our bids. “It makes CACI look better than the other guys,” says Jeff.

In addition, he points out, in a constantly evolving technical environment, “technology ‘happens’ to clients ... often catching them unaware. Our functional core competencies can help eliminate surprises. And that’s critical, because you never want your client to be surprised by something you should have paid attention to.”

For more information, contact Jeff at (703) 322-8145, jharman@caci.com.

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Top Projects

CACI provides Enterprise IT and Network Services for the **Coast Guard Data Network Plus** program, serving some **40,000 U.S. Coast Guard personnel**, offering connectivity between Coast Guard locations within the U.S. and the Service’s host computer resources ... Our solutions support **Defense Information System Network (DISN) satellite transmission services** with an experienced team providing **IT integration services on a global scale**.

Business System Solutions

Making Business Functions More Efficient

by Keith Gamboa



It's a wide-ranging assignment: provide cross-functional solutions that address all the requirements in the financial, procurement, human resources, and supply chain domains.

This is what our Business System Solutions (BSS) functional core competency does.

BSS offers an integrated cross-functional approach to maximize investments in existing systems, while leveraging the potential of advanced technologies to implement new, high-payback solutions.

How high a payback? Consider CACI's Wide Area Workflow (WAWF), which provides the Department of Defense with a web-based enterprise solution for managing all its invoices and payments. Says Senior VP Rick Dansey, who leads our BSS core competency, "WAWF handles \$260 billion in invoicing and payment transactions across all services. This year, we'll surpass the one *trillion* dollar mark in processed payments — no major integrator can say that!"

Putting 18 Trucks Back in the Garage

Rick provides an example to explain how WAWF works.

"Eighteen truckloads of mailed-in invoices used to show up at a Columbus, Ohio processing facility every month," he says, "with around 100 people doing the work. Today, using WAWF, payments come straight through the web, and the government saves \$30 million annually in service fees. That gives DoD more money to help our warfighters."

The work of BSS is also directly relevant to national priorities, helping our Intelligence Community clients enhance the

One Business System Solutions application — Wide Area Workflow — handles \$260 billion in Defense Department invoicing and payment transactions. And this year, it will surpass the one trillion dollar mark.

efficiency of their financial systems so they have more money to spend on providing warfighters with critical information.

Collaboration Is Key

CACI's functional core competencies are meant to collaborate and interact with each



PHOTO BY STAN POZZATEK

Rick Dansey heads the Business System Solutions functional core competency. His team spearheads financial, procurement, human resources, and supply chain solutions that bring high-value solutions to large enterprise systems.

other to benefit clients across business groups.

For instance, to help BSS capabilities meet client needs more effectively, Rick works closely with Jeff Renard's Logistics and Material Readiness competency. Navy Enterprise Maintenance (NEMAS), the program they collaborate on, integrates business solutions to fulfill the massive logistical needs of the U.S. military in storing, positioning, and moving material around the world.

For the U.S. Navy, this translates into some \$180 million in savings from helping the service buy aircraft parts smarter and more efficiently. BSS expertise also helps with Navy readiness, speeding maintenance work by as much as 16 percent.

By working together, Rick emphasizes, "the result is a well-focused strategy based on the scale of a single \$2 billion company rather than the diluted impact of twenty \$100 million companies."

For more information, contact Rick at (703) 460-1615, rdansey@caci.com.

Top Projects

CACI provides Business System Solutions for the Defense Department's **Standard Procurement System**, helping to integrate **more than 70 financial and logistics systems** in what is one of the largest enterprise business systems in the world ... Our BSS teams developed and support DoD's **Wide Area Workflow**, a unique technology solution that **pioneered paperless invoicing and payments** and now enables DoD to manage financial activities through a **secure website**.

Logistics and Material Readiness

Staying On-track, On-time, and On-mission

By Keith Gamboa



“We each want to make our customers heroes,” says Senior VP Jeff Renard, lead for the Logistics and Material Readiness (L&MR) functional core competency, “by taking them a plan to help resolve major challenges. With our new initiative, customers are now more likely to come back to CACI, knowing that we have a wide stream of capabilities.”

That outlook is key to the success of the L&MR core competency, which provides solutions and services that plan for, implement, and control the flow and storage of goods, services, and information in support of U.S. government agencies.

Creating a Shorter Learning Curve

CACI’s functional core competencies enable us to use proven capabilities to resolve a new client’s unique problems. Much of the learning curve can be avoided, resulting in a less expensive solution, delivered in a shorter time frame, so the customer’s return on investment is enhanced.

“Working with some of the account managers, we can determine how to best apply

L&MR capabilities to customer requirements,” Jeff continues. “We’re able to define a recommended solution and work as a team, displaying a detailed knowledge of both CACI’s capabilities and the customer’s needs.”

For example, L&MR has developed a warehouse management system for the U.S. Navy that incorporates business process reengineering, enterprise resource planning (ERP), and radio frequency identification. “We had experience in each of these three

CACI’s Logistics and Material Readiness Solutions include our unique Readiness Based Sparing, which has been helping the Navy improve inventory services for more than 25 years.

areas, but had never integrated them in one solution,” says Jeff. “Integrating our experience in each of the areas allowed us to successfully implement the system.”

The L&MR team has proposed a similar engagement in the Air Force, with a different



PHOTO BY KEITH GAMBOA

Jeff Renard leads the Logistics and Material Readiness functional core competency. His team develops solutions that keep materials flowing smoothly so that warfighters are ready and equipped at all times.

ERP solution. Experience gained in the Navy implementation allows them to propose a solution that is less costly and can be put in place more quickly than what could be accomplished without the Navy experience.

Unique Industry Solutions

“Some of our L&MR capabilities are unparalleled elsewhere in industry,” says Jeff. “CACI’s Readiness Based Sparing (RBS) capability, honed for the Navy over 25 years and achieved through a combination of deep technical and functional expertise, is one of a kind.”

Adds Jeff, “We help the Navy keep key equipment and systems mission ready through enhanced inventory management, and we have saved the Navy hundreds of millions of dollars in spare parts investment applying this expertise.”

For more information, contact Jeff at (703) 679-3483, jrenard@caci.com.

Top Projects

CACI provides Logistics and Material Readiness solutions to the U.S. Navy, using **Radio Frequency Identification technology** to save time and effort — not to mention paperwork — in managing inventory and **getting the right supplies to the right places, on time** ... Additional L&MR solutions include the unique **Readiness Based Sparing**, which helps the Navy **keep equipment and systems mission-ready** through enhanced inventory management.