

CACI Times

NEWS FOR AND ABOUT CACI PEOPLE

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Special Holiday Issue

Dear Team

We are fast approaching the end of a year we will all remember. In 2001, Americans rebounded from some of the greatest challenges faced by our families, our nation, and our way of life. And for us at CACI, we have thrived in spite of pervasive economic downturns.

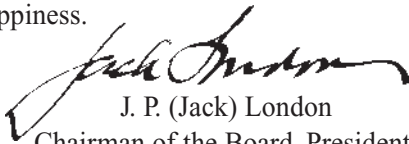
We welcomed new members to Team CACI. The good people from Digital Systems International Corporation (DSIC) joined us in November, bringing exceptional talent and expertise in systems integration, managed network services, and information assurance.

We celebrated our 40th year in business with recognition by the Newcomen Society of the United States, an organization that chronicles the achievements of American business. This milestone event was commemorated at a banquet held on November 15 at the Smithsonian Institution's Air and Space Museum with nearly 400 people in attendance.

For those of you holding CACI stock, we were able to reward your confidence with a one-for-one split while reporting \$564 million in revenue. And we re-elected our current Board of Directors, providing continued guidance and support of CACI's march to become a \$1 billion company by 2005.

CACI teams responded to our national emergency with alacrity and zeal. You showed remarkable levels of generosity as you gave to support the American Patriot Fund and other charities assisting in September 11 recovery efforts. Your proven talent, coupled with our operational integrity, is sought to support our nation's homeland defense and warfighter efforts. In my eyes, you are all heroes.

In closing, Ken and I would like to wish each one of you a peaceful holiday season. Much has happened this year to change our lives — things we once took for granted, like freedom, have ascended to their proper place in our hearts and minds. During this holiday time, we hope you will encounter all that brings you joy and happiness.


J. P. (Jack) London
Chairman of the Board, President,
and Chief Executive Officer
CACI International Inc



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December
2001



Welcoming the New DSIC Team



Yuri Yamada, Norm Hensley, and Brian Walsh join new boss John Hedrick during a break in the presentations. They and their teams are now members of John's BG07 organization.



Our camera catches DSIC's Pete Cogswell, now part of Bill Fair's BG01 group; Jim Weekes, new to BG07; Kathy Duncan, joining our Contracts group; and Dick Moye, also a new BG07 member.

On November 8 and 9, CACI welcomed its newest team members — former employees of Digital Systems International Corporation (DSIC) — with presentations and events at the Arlington Hilton near our Ballston, Virginia headquarters and at our Chantilly location.

DSIC brings more than 500 employees to Team CACI, with expertise in systems integration, managed network services, and information assurance.

The *CACI Times* takes this opportunity to welcome our new teammates and encourages everyone at CACI to help smooth their transition to our company!

For more details, contact Bill Clancy at (703) 841-7811, wclancy@caci.com.



DSIC managers joining Kathy Gallant (third from right) and her network services organization in BG06 include Bill Liu, Christopher Vagts, Ira Hostetter, Allen Spicer, Henry Fitzpatrick, and Larry Lutz.

I/ITSEC Update



Our Top Simulation Conference

"This year's Inter-Industry Training, Simulation, and Education Conference (I/ITSEC) was the best one yet," said BG07's Klaus Dannenberg, SVP of our modeling and simulation group. With more than 12,000 in attendance, I/ITSEC provided a high-profile forum for Klaus's team to demonstrate CACI solutions for Joint Services programs such as JQUAD+ and JWARS, the Navy's Mission Avionics System Trainer, the Army's Prophet, and new cognitive modeling solutions for all the Services.

Left: BG07's Chuck Thomas discusses cognitive modeling with a conference attendee. For more information, contact Klaus at (703) 558-0255, kdannenberg@caci.com. For conference and trade show support, get in touch with Patti Rusher at (703) 841-2950, prusher@caci.com.

BRAVO for USDA — and CACI

Q: What do American Indian tribes, information technology firms like CACI, and the federal government have in common?

A: Until recently, not very much.

Things are changing, however, and a creative initiative launched by the U.S. Department of Agriculture (USDA) is a major catalyst. Called BRAVO — Bringing Rural America Venture Opportunities — the program establishes “protégé-mentor” relationships by teaming small, disadvantaged businesses in Indian lands and other remote areas with large IT firms like CACI. The program capitalizes on USDA and other federal contracting opportunities to help create technology-based jobs for Native Americans and Alaskan Natives.

In a recent meeting with BRAVO Program Manager Joe Ware and assistant Linda Epstein, CACI President of U.S. Operations, Ken Johnson, pledged CACI support for BRAVO.

“BRAVO clearly represents a ‘win-win’ scenario for all program participants,” said Ken. “Native Americans and their communities will benefit from new IT jobs. The federal government will gain greater access to cost-effective goods and services. And mentor firms like CACI will generate new business partnerships to provide an increased volume of services to the government.”



CACI's Ken Johnson met with USDA Program Manager Joe Ware, assistant Linda Epstein, and Pat Parker of Native American Management Services to discuss how CACI could support BRAVO.

CACI's BGO2 organization, in concert with BGO1, already has business-driven teaming relationships in progress with Lakota Technologies, owned by the Cheyenne River Sioux Tribe, and Native American Management Services Inc., owned by Pat Parker, from the Choctaw Nation of Oklahoma. As BRAVO moves forward, other industries, such as food processing and business and financial services, are expected to participate, ushering in new economic opportunities for many American Indian and Alaskan Native firms and their employees.

For more details on BRAVO, contact Lou Richardson at (703) 841-3718, lrichardson@caci.com.

Checking in at ATCA

No Special Treatment!

Even Ken Johnson had to put his business card in the tumbler for a chance to win a CACI clock at the Air Traffic Controllers Association show held November 4-8 at the Washington, D.C. Convention Center, where our BG06 network services capabilities were on display for the Federal Aviation Administration. Shown here are Ken, Ron Cournoyer, and Hal Phelan.

To learn more about our FAA support, contact Ron at (703) 802-8414, rcournoyer@caci.com. For conference and trade show information, call Patti Rusher at (703) 841-2950, or e-mail prusher@caci.com.



CACI Times Interview With Carson Morris

CACI Culture Is Sound Business



Executive Vice President Carson Morris occupies a unique position within CACI. A former BG01 division group manager, Carson now works in a special capacity reporting directly to CACI President of U.S. Operations Ken Johnson.

After nearly a decade with CACI and many years with other companies as a senior line manager, you delayed your retirement last year to assume a number of new roles and missions unconstrained by organizational lines. One of these is as a kind of “culture czar” with CACI. Just what is CACI culture?

Simply put, CACI culture is the sound business we’ve practiced that has taken us to the 5,700 person, \$564 million, highly valued company we have today.

CACI culture is the shared sense of business ethics that enhances value, reduces risk, promotes respect, and, if we are successful in making our culture universal to CACI, makes it easier for our people on the front lines to do their jobs. When faced with a quandary over how to organize

a technical task or handle a knotty client relations problem, they will act instinctively to apply our established business values to resolve the situation, without recourse to a methods-and-procedure handbook. In this way, CACI culture is an efficiency enhancer and significantly reduces performance risk.

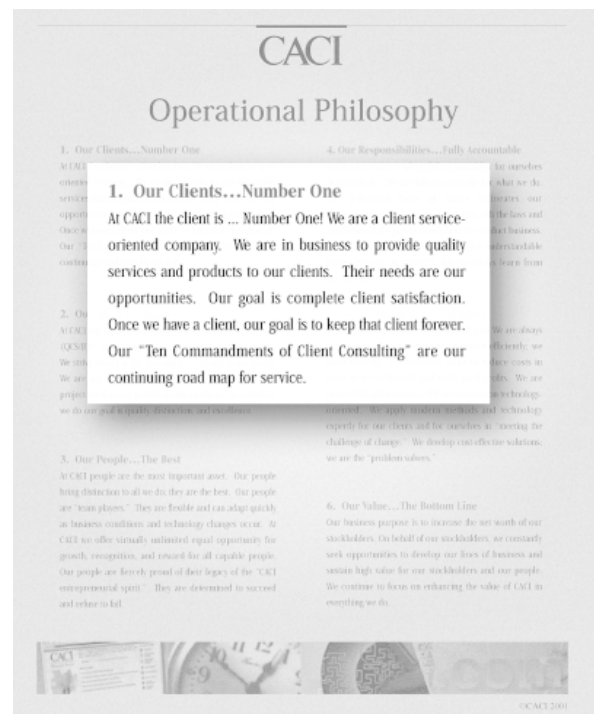
CACI culture also promotes our collaboration across the entire company — *Collaborate to Win*, as Dr. London puts it — and provides the common understanding, tools, and forums (such as the All Officers meeting) for us to jointly pursue opportunities of complementary interests, and mutually challenge technical problems.

Our shared culture is the force that, for example, lets us explore how to apply the operating knowledge and client traplines of Gail Phipps’s BG02 group in the national intelligence community, to the financial management systems that John Grimshaw’s BG08 organization understands and has developed for other clients. This serves our common interests of broadening our client base and winning new and challenging tasks. Moreover, it enables

us to attract more technical talent to enhance our capabilities and increase the value of our stock to investors.

We’ve just recently launched a new culture tool to support just such collaboration — CACI’s Homeland Defense Database [see next page]. This helps us respond to both our patriotic concerns of aiding our government as well as our business interests in meeting client needs that have received new emphasis since September 11.

Finally, our CACI culture is a factor as we move forward with more acquisitions. It gives us a unified set of business values that can immediately be embraced so that, in short order after an acquisition, we are all reading from the same sheet of music.



Our culture kit includes CACI's Operational Philosophy, Credo, Mission Statement, and more. Order it through the Marketing Resources page on CACI.net or contact Leona Russell-Floyd at (703) 841-7824, lrussellfloyd@caci.com.

How can CACI people learn more about our culture?

We're going to form management teams of "apostles" to spread our culture throughout the company at all our locations. We'll talk to people about the real-life applications of this culture, how we've reaped the reward of applying our culture in everything we do and, quite frankly, where we've learned some painful lessons when we've neglected or ignored our cultural mandates.

Employees should also look at the pieces in the "culture kit," such as the Operational Philosophy [see page 4], Credo, and Ten Business Values. But just having these pieces pinned up next to the coffee machine does not itself make a culture. We've got to "walk the walk," too.

Tom McKillop and his team provide a great example of our culture in action. They've supported the Military Sealift Command for quite some time, and until recently had to recompetete their contract every three years, almost like a Mayan calendar. But through Tom's unswerving ability to put the client first, as our Ops Philosophy states, he and his team convinced MSC to award us a 10-year contract this last time around — eliminating three of

CACI culture enhances value, reduces risk, promotes respect, and makes it easier for our people to do their jobs.

those cycles! That's the real-life reward for living and acting a culture that puts the customer first!

Moreover, Tom's success illustrated how we need to ensure the customer *knows* he comes first, particularly in today's world of performance-based contracting. We want our client to feel comfortable when asked to be used as a reference on our new bids — attaching his name to our name with a plus-up on the reference because he knows the kind of work we've done for him.

Besides providing guidelines on how to work with customers, what does our culture say about how we interact with each other?

One key aspect of our culture is our respect for one another as business people, individuals, and entrepreneurs.

We can best operate as a collaborative institution when we truly value each other's talents and abilities. We may have different technical or functional backgrounds, work experiences, and client associations, but everyone at CACI, whether you joined us through acquisitions or recruitment, was selected on the basis of some very sound and stringent criteria. You don't wear the "CACI beret" because it's something you picked up in Sunny's Surplus store — you had to earn it!

CACI culture is proven and successful. It's united our people and enabled them to deliver top-quality client solutions that continue our success. I firmly believe in it, and I'm here to tell everyone to believe in it, too — because it works!

CACI's Homeland Defense Collaboration Database

As CACI's Homeland Defense Coordinator, Carson Morris is the focus for CACI's response to our nation's "call to action" in the fight against global terrorism. Working with Gay Porter of BG08 and Bill Vitaletti and Kim Memeger of the Project Resource Group, Carson has overseen the implementation of the Lotus Notes-based Homeland Defense Collaboration (HDC) database. The HDC provides a new forum to correlate requirements we've heard from clients and elsewhere in our marketplace with our proven capabilities, innovative ideas, and demonstrable solutions that can help our clients and country meet new national needs.

Announcing the HDC database in a recent global e-mail, Carson encouraged all Notes subscribers to install it on their Notes desktop. Employees should regularly review the collective CACI capabilities listed therein — as well as key in new information as they become aware of new client needs and business opportunities. Action officers have also been appointed to provide regular database updates.

For more information, contact Carson at (703) 679-3470, cmorris@caci.com. For help in using, installing, or accessing the HDC, contact Gay at (703) 679-4240 or Kim at (703) 679-3332.

CACI's All Officers Meeting 2001

Collaborate
to
Win III



CACI Chairman and CEO Dr. Jack London kicks off this year's event.

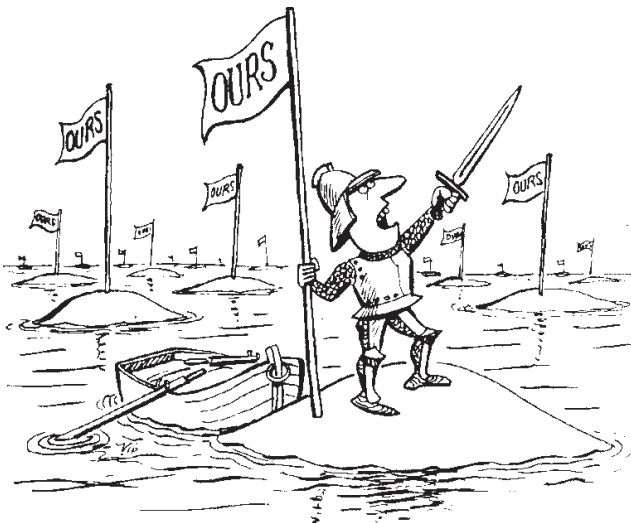
Our All Officers meeting, Collaborate to Win III, was held on November 14 and 15 at the Chantilly, Virginia Vision & Solution Center and the Arlington Hilton in Ballston. All of CACI's officers were in attendance, including new BG06 head Roger Baker and our new DSIC executives.

This year, Collaborate to Win III was an extra-special event, as we heard from industry experts in the fields of defense, government contracting, intelligence, and knowledge management. With CACI EVP Carson Morris [see *CACI Times* Interview, page 4] overseeing the festivities, we enjoyed presentations on subjects ranging from the Bush Administration's defense priorities, to mergers and acquisitions, to a market analyst's view of CACI. Our Business Group managers were also on hand to outline their strategies for moving us forward toward our goal of becoming a \$1 billion company by 2005.

You can find our All Officers presentations on CACInet under Reference Info; just click on Marketing Resources and go to the Presentations page.



Kim Memeger of the Project Resource Group chatting with Director Ray Rollins from Contracts.



One of the culture themes of this year's meeting was to "Maintain Continuous Exploration" — always be on the lookout for new opportunities to grow the business!



BG02 head Gail Phipps in conversation with Business Development Director Ed Nesburg.

U.S. Marketing Systems Group Welcomes New Members

CACI's U.S. Marketing Systems Group (MSG) staff is growing, with the addition of four new employees to its sales organization to strengthen the focus on "solutions-selling." Please join us in welcoming these new members of Team CACI!



Joining MSG to manage the entire sales force is **Blair Zucker**, a former MSG employee and, most recently, Vice President of Sales and Business Development for iMapData. "It's a real pleasure to come back to CACI," Blair said. "I look forward to working with the sales staff in transforming our focus from product-oriented sales to applications-focused solutions."



Matthew Parse joins MSG as a national account manager from LizardTech, Inc., where he was responsible for selling web-enabling compression technology. "I have been most impressed with the people I have met at CACI," said Matthew. "They are all very professional, friendly, and willing to go the extra mile." Matthew will focus on East Coast entertainment, tourism, real estate, and utility industries.



Brian McGowan brings 15 years of sales experience to MSG, and most recently ran his own retail/real estate company, TenantMix.com. Brian will focus on the East Coast, with a special emphasis in the retail/real estate and restaurant (R3) industries. Explained Brian, "I'm pleased to have the opportunity to leverage my experience and contacts to help CACI capture greater market share within the R3 vertical."

Joe Brown (not pictured) also joins our MSG team, delivering 10 years of experience and expertise. Joe is charged with selling MSG solutions from out of our La Jolla, California, office, and having worked for MSG's competition, he is very familiar with the market. "I hope to redefine our position within the geodemographic region," said Joe, "while revitalizing our West Coast sales effort."

For more information on MSG's new hires and solutions focus, contact Brent Roderick at (703) 679-4185, broderick@caci.com.

Letter from the UK

CACI's New eTypes — Silver Surfers and More!

CACI's UK Marketing Systems Group has launched a new version of eTypes, the UK's first Internet customer classification system, that includes new groups of online consumers such as "Silver Surfers" — older users who visit the Internet for convenience, entertainment, and even investment.

"Internet usage has changed significantly since we launched the original eTypes in 2000," said UK Chief Executive Greg Bradford, "and eTypes reflects the evolution in the 'who' and the 'how' of today's online activity."

Using eTypes, CACI can link specific behaviors with different Internet users to help predict future customer behavior. For example, at the new detailed level, the eType Talk'n'txt is most likely to have bought a mobile phone

online, while those in "Wired Money" are most likely to use the Net for stock trading and banking online.

eTypes has seven top-level lifestyle groups, including the new Silver Surfers group. Within these groups, 23 "types" have been added to further segment the population according to details about their Internet usage. The additional classifications accurately reflect today's Internet consumers and allow businesses to leverage the Internet for increased sales.

For more information, contact Nancy Dull at ndull@caci.co.uk or visit the eTypes website at www.etypes.info.



A Grand Opening for Eatontown



Cutting the ribbon for the new Eatontown office are CACI President of U.S. Operations Ken Johnson, BG07 Senior VP John Hedrick, CACI Chairman and CEO Dr. Jack London, and the Reverend Paul F. Bradley, pastor of a local church and former chaplain of the U.S. Marine Brigade that lifted the flag on Iwo Jima during World War II.



BGO7's Chuck Van Zee (center) talks with clients in front of an Army HMMWV with its AN-TSQ-226 "Trojan V3" satellite communications system. CACI engineers and fabricators designed, prototyped, and delivered these systems to the government as a quick reaction capability for the 9th Infantry Division in Fort Lewis, Washington.



Eatontown Senior VP Lou Lifreiri with the Mayor of Eatontown, the Honorable Gerald J. Tarantolo, and Dr. London at the Grand Opening.

November 13 was a banner day for our Eatontown, New Jersey organization — BG07's Applied Engineering Division — as it heralded the Grand Opening of the division's new office.

The new facility includes more than 15,000 square feet of open office space and 2,000 square feet of secured space. There is also nearly 12,000 square feet of high bay fabrication and integration space for designing, prototyping, and building hardware and equipment for their client in the Army Communications-Electronics Command (CECOM) Intelligence and Information Warfare Directorate.

Under the guidance of Senior Vice President Lou Lifreiri, CACI's Eatontown group leads CACI in solutions for C4ISR — command, control, communications, computers, intelligence, surveillance, and reconnaissance for today's warfighter.

Please join us in congratulating this top team on their new home!

For more information, contact Lou Lifreiri at (732) 578-5210, llifrieri@caci.com.



Also joining in the Grand Opening celebration were Page Van Zee (Chuck's wife), Demi Makrinos (better half of Chief Scientist Steve Makrinos), and Deputy Project Manager Tara Tote.

GRAND OPENING

Lea Culver Rides Off With Enhanced Employee Referral Program Prize

Two-Year Leased Car for Most Successful Referrals

The checkered flag goes to Allen (Lea) Culver, BG06 program manager at CACI's Dayton, Ohio office! Lea is the latest Careers Club winner in CACI's Enhanced Employee Referral Program. He earned a leased car for the next two years for referring the greatest number of successful new hires — four — during the "Immediate Award" qualifying period of April 1 - September 30, 2001.

"While I was talking up the company to people, I wasn't thinking about prizes," said Lea. "When I got the phone call saying I had won ... well, let's just say I was *very* excited!"

Selling CACI

Lea said that "selling" CACI to other professionals is easy. "On the map, Dayton, Ohio is a long way from our Arlington, Virginia headquarters, but the support we get from senior leadership is tremendous. There is a vibrant community spirit among employees, and we share the same positive customer-oriented values. I share that with everyone I know who fits in with what we are doing."



Lea Culver's four successful new hire referrals in just six months won him a new set of wheels!

"There is a tried but true adage that 'like attracts like' and at CACI, we know it's a fact," said CACI Chairman and CEO Dr. Jack London. "Our best hires result from recruiting efforts by CACI team players like Lea who solicit superstars, like themselves, who bring expertise and the drive to succeed. I challenge Team CACI to follow Lea's lead by referring your relatives, friends, and colleagues. Careers are waiting for them at CACI."

To Find Out More About Recruiting

contact

**Dick Hart, Senior Manager,
Recruiting and Staffing,**

at (703) 679-4284, rhart@caci.com

**or visit the Employee Referral Program and
Careers Club pages on CACI.net.**

Upcoming Events

The next EERP award will be the final Quarterly Award for a cruise to a location of the winner's choice. Those who have successful new hire referrals during the period October 1 - December 31, 2001 will qualify for the January 2002 drawing. Those referring the most new hires from January 1 - December 31, 2001 will compete for the EERP Grand Prize Awards — \$25,000, \$10,000, and \$5,000. Look for the announcement in early 2002.



Sponsor a New Employee

Sponsoring a new employee is a rewarding opportunity to contribute directly to how we grow the company.

CACI's sponsorship program pairs newly hired employees with CACI veterans to help the newcomers make a smooth transition to their new working environment. You'll offer guidance and support in teaching new people about our CACI culture — and maybe learn a few new things yourself!

For more information, contact your immediate supervisor or Sharon Barbour at (703) 841-7857, sbarbour@caci.com.

CACI Celebrates 40th Anniversary at the

Honored by Newcomen Society for Excellence in Business Leadership



Dr. Stephen Trachtenberg, President of the George Washington University and Chairman of Newcomen's Washington D.C. committee, formally welcomed CACI to the Newcomen Society.

Highlighting our 40th anniversary was an exquisitely crafted, four-tiered cake symbolizing CACI's journey from our founders' first operation, based at a telephone booth and park bench in California, to our current success as a provider of global solutions for a network world.



CACI Chairman and CEO Dr. Jack London accepting the Newcomen award for business excellence and leadership from Newcomen President and Chief Executive Officer John Newhall.



CACI President of U.S. Operations Ken Johnson (center) with wife Linda and Director Ron McLees of our Business Development group.

National Air and Space Museum

and Success

Dr. London's speech chronicled CACI's 40 years of business excellence, a journey he called one of "remarkable inspiration, vision, and achievement."



Posing before the Lockheed Vega flown by Amelia Earhardt on her record-setting 1932 trans-Atlantic flight are Staff Director Luther Bell and wife Carolyn.

CACI
40
ANNIVERSARY
1962 - 2002



Above

The evening's celebration ended with CACI people dancing the night away!

Left

BG01 VP Charles Whitehead with Executive VP and "Culture Czar" Carson Morris and Business Development Senior VP Bill Foster and wife Beth, enjoying the festivities.



Proposal Case Studies Strategies for Success



Proposal success depends on teamwork and strategy — and finding just the right combination of both to convince clients that our approach best suits their needs.

Our dedicated Proposal Group, under Vice President Eric Gregory, works closely with CACI Business Groups to build cohesive teams and implement effective strategies. Each proposal is unique, and relies on a wide variety of individual technical expertise, personal responsibility, and the ability to work together, but lessons learned always make the job easier.

The *CACI Times* thanks our Proposal Group and the teams below for this opportunity to recognize and share some of our top proposal strategies of this past year.

For more information on our proposal process, contact Eric at (703) 841-3031, egregory@caci.com.

Mega 2 – Personal Responsibility and Team Spirit

“Winning recompetes is never easy, and it’s often more difficult than capturing new business,” said Bill Hamilton, BG02’s Mega 2 Capture Manager. “More than 60 people worked on the Mega 2 proposal, and every one of them took personal responsibility to make significant contributions to winning the contract. It was truly a Team CACI effort and a great example of collaborating to win.”

Under Mega 2, CACI will provide a broad range of automated litigation support and information technology solutions for DOJ offices and agencies.

According to Glennca Faison, Senior Vice President and Mega 2 Accountable Officer, personal responsibility is a key element of successful proposals, and that includes understanding you are part of a team. “For the ‘whole’ to be exceptional, all the parts have to be, too,” she said. “That’s where our CACI culture steps in — true team spirit demonstrated through personal excellence. Our senior management team assumes the responsibilities of mentoring the next generation of managers. Each person on the contract and the proposal team takes ownership and exceeds expectations. Our entire capture team had a real ‘can do’ attitude, with the client in the No.1 spot.”

“Everyone involved went the extra mile,” said Glennca, “putting in the hours needed on the proposal after spending a full day working with the client. The process was long and sometimes arduous, but the team spirit was fabulous.”



More than 60 top CACI performers contributed to our Mega 2 victory, including key members (front) Camille Henry, Bill Hamilton, and Frances Choi; and (back) Veronica Hubbard, Joe Friend, Rowena Faison, Ken Wright, Rob Fairbarns, Glennca Faison, Karen Stewart, Beth Gavin, Russell Sullivan, and Seamus McCloskey.

Special thanks also go to teammates David Andrew, Kara Bennett, Clarice Bratton, Wanda Carter, John Elder, Eric Gregory, Henry Haynes, Tom Horrigan, Dave Keller, Colleen Lurwick, Mike Lustig, Winky Marlar, Lorena Orndoff, Anne Robinson, Ejaz Sahibzada, Karen Slater, Melanie Thatcher, and Ann Wood, who were unable to be photographed.

David Andrew, Senior Vice President and Technical Director of the Mega 2 program, also noted, “Having an experienced management team with program longevity was also an enormous benefit during proposal development. They understood the client’s needs and expectations, and took great pride in our role supporting DOJ on some of the largest, complex, and most visible projects in the history of the Department.”

For more on Mega 2, contact Bill at (703) 841-3750, bhamilton@caci.com.

TEFOS – Competing Like the “New Kid”

An important recompete success this past year was BG07’s Technical, Engineering, Fabrication, and Operations Support (TEFOS) win. TEFOS continues CACI’s support for the U.S. Army’s Communications-Electronics Command Intelligence and Information Warfare Directorate.

“When you’re developing a ‘recompete’ proposal, you have to put in as much time and energy as if the client were brand new to CACI,” explained Lou Lifrieri, Senior Vice President and TEFOS Accountable Officer. “In this case, as a result of a geographical contract move, we found ourselves in the position of being the ‘new kid’ with new client contacts facing a recompetite in 18 months — and we had held this contract since 1990.”

Lou credits the TEFOS win to having a well-defined capture strategy coupled with superb technical talent. “The capture team was outstanding,” he said. “We had a Project Excellence survey done about six months out from the solicitation, held strategy sessions, relied on our experts, and built a strong, solid client relationship in advance of the actual proposal. In a sense, we had to reprove our technical expertise and commitment all over again.”



According to Lou Lifrieri, our TEFOS proposal succeeded because “planning was tremendous and leadership was committed.”

“The lesson learned here is that even though you may have a proven history with a client,” Lou continued, “things may change for reasons beyond your control. But you can influence the results of change, as we did, through appropriate planning and a ‘client-as-No.1’ focus.”

Contact Lou at (732) 578-5210, llifrieri@caci.com for more information.

Keystone – Staying Alert for Lead Time Opportunities



Dennis Samic and Irv Ramirez made lead time count on the Keystone proposal.

In competing successfully for a government contract, what you do *before* the request for proposal (RFP) is paramount, according to BG08’s Irv Ramirez. As the capture manager on CACI’s winning proposal to support the Air Force Materiel Systems Group’s Keystone Decision Support System (DSS), Irv speaks from personal experience.

“Getting off to a fast start and taking full advantage of the lead time contributed significantly to our team’s victory,” Irv explained. “We were alert for opportunities to help the Air Force learn about CACI and its capabilities.”

Before the RFP was issued, the client was invited to visit CACI’s Vision & Solution Center, where they observed a system similar to the one CACI will provide for Keystone. As Keystone functional expert Dennis Samic noted, “This conveyed the message that we had the technologies and capabilities necessary for success.”

With data feeding into it from every Air Force base retail supply operation in the world, Keystone provides decision support tools to help the Air Force manage spare parts for its aircraft. CACI will provide a range of software and user support for the system.

“Of course, our dynamic proposal team was another key element,” added Irv. The Keystone proposal team included Rose Fackler from Contracts, Pricing’s Suzi Green, proposal manager Dennis Maywald, technical experts Ravi Dankanikote and Larry Ferguson, and senior responsible officer Paul Patton.

Contact Irv for more details at (937) 429-8300, iramirez@caci.com.

DGS – Blending Client Knowledge and Technical Expertise



The DISN proposal's Dick Waterman and Mary Taylor crafted a proposal message that showed we had the right mix of client knowledge and technical expertise to deliver effective network services.

CACI's BG06 organization recently won a multi-million-dollar subcontract to support the Defense Information System Network (DISN) Global Solutions (DGS) program for the Defense Information Systems Agency (DISA). Crafting a clear CACI message that effectively combined our in-depth familiarity with the client's environment and our technical ability to meet the client's needs, our DGS team provides an excellent case of a winning proposal strategy.

CACI's extensive experience supporting DISN was a major contributing factor in securing CACI's award. Said DGS Capture Manager Mary Taylor, "Our knowledge of the client and the issues they faced, along with our experience in helping DISA deal with challenges in the past, were major assets for CACI."

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FAST – Using the "A" Team

"One of the first rules of proposal success is to never rest on your laurels," said Tom Horrigan, FAST Proposal Manager, "no matter how good your legacy experience may be. Another rule is: Use the 'A' Team! FAST was a good example — our team really knew the subject matter and client requirements."

The Fleet Assistance and Shipboard Training (FAST) recompetes was a target proposal for BG01, aimed at continuing an uninterrupted 13-year legacy of successful CACI support to the U.S. Naval Supply Systems Command and the U.S. Fleet. CACI is a proven provider of innovative and practical solutions to the Navy, but the FAST team faced a number of recompetes hurdles, including a serious challenge from a principal market competitor, and inexperienced "A" Team technical authors.

All the technical authors were among the best functional FAST experts, but six of them — Joe Lepeak, Vince Ruffy, J.R. Esposito, Mac McKlveen, Mike Camacho, and Technical Section Lead Sinmo Lee — had no prior proposal writing experience. Chuck Charboneau, the seventh author, was the only old-hand at CACI proposaling.



BG01's Sinmo Lee was a key member of our FAST "A" Team.

Tom collocated the team, provided process guidance, and ensured regular interaction with proposal-seasoned authors like Bernie Van Sell and Connie Sale. The resulting synergy was tremendous. According to Sinmo, "Our learning curve evaporated rapidly under the heat of hard work, innovative thinking, elbow grease — and shared pain. The result was an impressive and winning \$34 million proposal that can be successfully implemented."

To find out more about the FAST team, contact Sinmo at (619) 545-1194, silee@caci.com.

CONTINUED FROM PAGE 14

Deputy Capture Manager Dick Waterman agrees, and adds that our technical proficiency added to the value. "In the final analysis, this project is a classic example of how we were able to put together the right mix of technical expertise and the proper words to get the CACI message across," Dick said.

CACI was a subcontractor to SAIC on this major government effort, and supported SAIC on all phases of this recompetes. Jeff Wright, BG06 Senior Vice President who oversees the organization supporting the contract, said, "I'd like to commend Mary, Dick, and the entire CACI proposal team for their ability to effectively blend our client expertise with CACI's technical distinction into the prime contractor's proposal."

"This was a 'must-win' for us, and I am extremely proud of the team's effort. We now have a great opportunity to continue to provide an exceptional level of support to DISA and SAIC," Jeff concluded.

For more information, contact Mary at (703) 802-8430, mtaylor@caci.com, or Dick at (703) 802-8504, rwaterman@caci.com.



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CACI Cares Update

Volunteers Needed

CACI Cares is committed to helping our communities, but needs help to fulfill its mission. Volunteers are always needed to help with ongoing programs, or to provide the extra support needed to help make our special events a success. To volunteer your time, or learn more about how you can help, contact Jill Farley Coplon at (703) 841-7690, jcoplon@caci.com.

Clothing Drive

CACI Cares will be collecting winter clothing for the Coalition for the Homeless in Washington, D.C. from January 14-29. We will collect warm clothing for the homeless in our area; special needs consist of coats, gloves, shoes, and hats. Contact Jody Thompson at (703) 841-7908, jthompson@caci.com, if you would like to assist with the collection or donate items for the Coalition for the Homeless.

Angel Tree Program

Once again CACI participated in the annual Salvation Army's Angel Tree program. Employees selected the name of a needy area child and purchased a special holiday gift to make his or her holiday season a little brighter. Final counts for children selected by CACI employees were not in by press time, but it looks like another happy year for needy area children! Visit CACI's CACI Cares site for the latest details.

CACI in Motion

As the *CACI Times* goes to press, CACI in Motion is selecting the upcoming quarterly events for sponsorship. Employees participated by registering their choices and results are now being tallied. For more information, contact Jody Thompson at (703) 841-7908, jthompson@caci.com, or visit the CACI Cares website.

Ohio Team Helps Out After Tornado Levels Supermarket



BG08's Jose Trejo helped an Ohio supermarket recover sales transaction data even after a devastating tornado had leveled the store.

When Bill Lothes, a BG08 senior project manager, attended the annual Electronic Benefits Transfer (EBT) Next-Generation Conference in early November, he was pleasantly surprised to discover that a CACI customer was a guest speaker. Dave Lowry, owner of Groceryland, a Xenia, Ohio supermarket, described how CACI had helped his business in the aftermath of a tornado that leveled his store last year.

Groceryland is just one of many Ohio supermarkets participating in the state's food stamp program, which provides smartcards for eligible recipients. With their cards, recipients can buy essential food products for themselves and their families. CACI personnel installed and currently maintain the computer systems that support smartcard transactions.

As he was sorting through the post-storm rubble, Lowry recovered his badly damaged EBT terminal controller and brought it to the nearby CACI Beavercreek facility. Jose Trejo, a CACI systems engineer, removed the terminal's hard drive and reinstalled it into a PC. Next, Jose successfully transferred all the smartcard transactions from the day of the storm and printed out duplicate copies of that day's smartcard sales receipts for use by Groceryland's bookkeeper. As a result, the customer was fully reimbursed for all of his smartcard sales on the day of the tornado, preventing what could have been a significant loss of revenue for his small business.

Smart work from our CACI Beavercreek organization!

For more information, contact Jim Richards at (937) 427-6545, jrichards@caci.com.

CACI's Rob Mussen an Expert on Chechnya

Rob Mussen, military ground analyst for BG07's Dayton, Ohio organization, is representing CACI in a unique way. With company sponsorship, Rob voluntarily lectures at universities and academic organizations on the

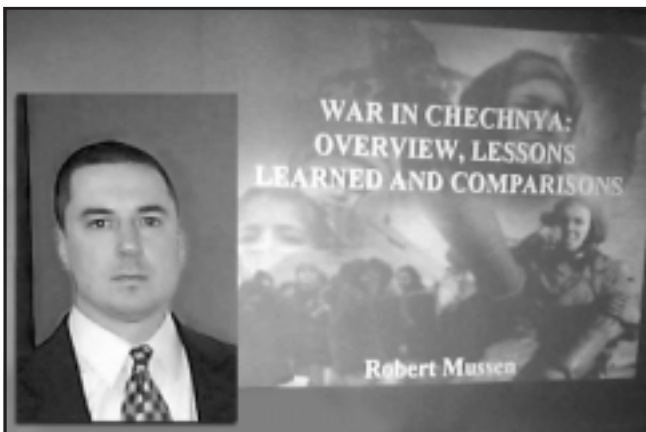
seven-year, ongoing effort of the Republic of Chechnya to secede from Russia.

During his presentation, Rob provides a military analysis of the two highly violent, post-Soviet Chechen conflicts.

"Rob has been an outstanding representative for CACI in these forums," stated Erv Gangl, Director of BG07's Dayton group, "and all of us here are very proud of his extra effort." Rob adds, "I've certainly enjoyed giving these presentations. I never realized this project would receive such interest and enthusiasm from the academic community."

Note: Since this article was written, the U.S. Army has called Rob to active duty. He is currently assigned to the National Ground Intelligence Center at Charlottesville, Virginia, where he is putting forth the same superior effort that he has for CACI.

For more information, contact Dick Nagel at (937) 431-4034, rnagel@caci.com.



Rob Mussen has presented his military analysis of the Chechen situation to Ohio State University security policy classes, the American Association for Advancement of Slavic Studies, and the International Studies Association.

BG01 Donation Supports Warner Robins

CACI's BG01 organization in Warner Robins, Georgia recently donated \$2,097 to the Middle Georgia Military Affairs Committee's campaign to raise \$40,000 to support initiatives to enhance the morale and welfare of men and women serving at Robins Air Force Base.

With recent world events on its mind, the Military Affairs Committee contacted the base's senior enlisted advisor and first sergeants to develop a list of initiatives it could fund to support the enlisted community. The \$40,000 campaign list included children's car seats, holiday meal baskets, computers, and more.

Gary Martin, manager of the Warner Robins office, recognized the opportunity to "give something back" to the organization responsible for CACI's continued success at Warner Robins. He suggested to senior management a donation of one hour's revenue for each employee at Warner Robins. This request was approved and amounted to \$2,097.

Not stopping there, Gary challenged the other Defense contractors in Warner Robins to match or exceed the CACI effort. "With all the emphasis on activities in and around Afghanistan, it's too easy to forget about the military members who continue to accomplish their



Presenting the "big check" representing CACI donations are Tom McMichael, President of the Warner Robins Military Affairs Committee; Curt Thompson, CACI BG01 Vice President; Jennifer Ray, President of the Middle Georgia Military Affairs Committee; Gary Martin, CACI Manager at Warner Robins; and Jimmy Spinks and Michelle Callahan, Chairman and President, respectively, of the Warner Robins Chamber of Commerce.

mission at home," said Gary. "Working 14-to-16-hour shifts to man gates and provide security at our military installations is equally as important to the war effort. We need to support these warriors as well."

For more information, contact Gary at (478) 329-9585, gmartin@caci.com.



In Memoriam DONNA CAHOON

December 27, 1953 — November 7, 2001

Donna Cahoon, manager of the Payroll Department and six-year CACI veteran, brought generosity, caring, and enthusiasm into every endeavor. She applied exceptional skill to her vocation, led by example, made work fun, and gave people a chance.

Outside her CACI life, Donna gave richly to her community. She coached a basketball team for the Special Olympics, chaired Project Graduation, a safe graduation prom activity for high school seniors, and orchestrated the annual Centreville, Virginia Fourth of July parade. She also served as DJ to local events ... replete with her cadre of Donna-defining hats.

Donna believed that "contentment is not the fulfillment of what you want, but the realization of what you already have." Donna was content — "life is good," she always said — albeit hers was too short for the rest of us.

Spotlight on — CACI Veterans at Hill Air Force Base, Utah



I was in the 4677 Defense Systems Evaluation Squadron that received the Air Defense Command's Outstanding Unit Award in 1963. As part of a unit that constantly tested our country's defense systems in the 1960s, I was, and still am, very proud to have been recognized as the best in the command.

— Jay Hitchcox



We're pleased to report we've received many inspiring and thoughtful responses to the recent CACI^{net} Special Veterans Edition of our regular Meet the Team feature. The *CACI Times* takes this opportunity to spotlight a group of CACI vets providing logistics support to the Air Force at Hill Air Force Base in Utah, with excerpts from their responses. Visit CACI^{net} and the Special Veterans Edition archive for their complete surveys.



I think the new patriotic film releases are a good idea. People need to know and understand the sacrifices that men and women have given so this country can remain free.

— Mike Day



I am continually proud of the American military fighting men and women, and my connection to millions of others that have chosen to serve their country.

— Trina McDonald



I'm proud of being a veteran. It means that I was part of a team that goes back to the Minutemen and will go forward into the future, insuring the protection of the rights and privileges that make this country what it is.

— Donald Leach



I felt so proud when my ship returned from Desert Storm and I saw yellow ribbons everywhere. And it wasn't just in Norfolk (a "military" town). I had to drive to Montana, and every town I went through showed their support with these yellow ribbons. It was great knowing that there was that much love and support coming from my country.

– Trina Romero



I think the patriotic entertainment films are good, in that they give those who did not have the opportunity to serve in the armed forces a chance to see what things were like for those who served during those time periods.

– Ronald Norton



*Being a vet means a great deal to me. I'm honored to have served, and this country should **never** forget any of the vets from any war.*

– Douglas Kirgis



It was an honor to serve my country, to do what was needed to secure the peace we have and preserve the freedoms we so enjoy, and to assure our children have a great place to live.

– Robert Berger



My proudest moment in the service was the day the chaplain had us all go to the orphanage in Saigon that we supported and show us what our contributions were doing.

– Ed Smith

September 11 Recovery Program Update

Please Keep Your Donations Coming — December 31 Deadline Approaching

We are very proud to announce that, as the *CACI Times* goes to press, we have received approximately \$110,000 in donations for our September 11 Recovery Program. Thanks to the generosity of our employees, we are well on our way to meeting our overall goal of \$125,000 — but we can't stop now! The deadline for contributions is December 31 — this is the home stretch, and our goal is in sight.

CACI employees have found many ways to support the September 11 program. Some gave monetary donations, while others donated CACI award money or accrued vacation days. Moreover, several CACI managers personally matched funds within their organizations.

The September 11 Recovery program supports a number of organizations. One is the American Patriot Fund, which is dedicated to providing financial assistance for the education of children whose parents died in the attack on the Pentagon. CACI opened the fund with a contribution of \$25,000 and committed to match all CACI employee contributions up to another \$25,000, for a total of \$75,000.

Other September 11 charitable organizations we support include the Elks National Foundation Relief Fund, the International Association of Firefighters' NY Firefighters 9-11 Disaster Relief Fund, the NY State Fraternal Order of Police Foundation, the Salvation Army, and the United Way-Sept 11 Fund. CACI will continue to match contributions to these organizations up to \$25,000 until December 31, 2001, making our total for these programs \$50,000.

Now we're very close to reaching our combined goal of raising \$125,000. Your caring and generous spirits have made it possible for us to come this far — so let's keep going!

For more information on how you can contribute, visit CACNet — where you can also make your donation online — or contact Lillian Brannon at (703) 841-7931, lbrannon@caci.com.



The CACI Times

**Special Holiday Issue,
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