

CACI Times

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Celebrating Sales and
Proposal Winners

Chairman's Circle of Excellence



November 13, 2003
at the Andrew W. Mellon Auditorium



Chairman's Address ... Answering Freedom's Call

Welcome to the Andrew W. Mellon Auditorium here in the heart of the nation's capital, and welcome to this very special Circle of Excellence.

Because the Circle of Excellence honors our most extraordinary contributors, we always try to select an extraordinary location for the event.

There may not be a building on earth grand enough to symbolize that ... but this one comes pretty close.

★ ★ ★

Outside the auditorium is a piece of sculpture whose symbolism is very appropriate for us tonight.

The centerpiece is a figure, Columbia, representing America. To her left, a figure leans against an ox, representing national resources. To her right, a figure rests against a horse, symbolizing national defense. (And if you think a horse is an outdated symbol of national defense, look back at some of those news photos from Afghanistan, with American special ops patrolling on horseback.)

**Freedom is not free.
Freedom always has
and always will require
our might, courage,
and devotion.**

Two other figures appear on this sculpture, one with a stack of books and the other with a hammer and chisel, to complete the scene.

Knowledge and work.

I'm not an artist, but you don't have to be to recognize something of CACI ... and each of you ... in that sculpture.

It is you who stand side by side with America, harnessing vast resources in the service of her national defense.

It is you who combine knowledge and hard work to achieve such extraordinary results.

And it is you who stand tall, like that sculpture, no matter how challenging the conditions around you.

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Now I'd like to reveal a little bit about the history of the room we are in tonight.

Sixty-three years ago, 13,000 people crowded into this very room to see President Franklin D. Roosevelt initiate the Selective Service System. More than 10 million men went on to be inducted and serve in one of the bloodiest conflicts the world has ever known.

As you are all well aware, our nation now faces another time of great trial. We find ourselves engaged in a new war that is no less important for us to win.

As America called on its citizens to serve, so we, too, at CACI, have called upon all of you to serve. And like the Americans of a generation ago, you have answered freedom's call. You do this delivering the highest quality support for all our clients in the federal government, helping to protect our homeland and support our national defense.

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Another noteworthy event happened some 54 years ago, in April of 1949. President Truman, Secretary of State Dean Acheson, and the ministers of 11 nations convened in this room to affirm their "desire to live in peace with all peoples and all governments ... to safeguard the freedom, common heritage and civilization of their peoples ...



PHOTO BY CABLE RISDON

In his address, Dr. London praised CACI employees for their service to our country.

[and] to unite their efforts for collective defense and for the preservation of peace and security."

They then signed one of the most important documents of the 20th century: the North Atlantic Treaty, which led to the birth of NATO.

And when you think of those Americans called up through the Selective Service ... the soldiers who serve under the flags of NATO ... and those serving in the coalition forces in Iraq even today, you are reminded of something else, something none of us must forget.

Freedom is not free. Freedom always has and always will require our might, courage, and devotion.

These are historic times, both for our organization and the world. May we continue to seek success ... may we continue to secure peace ... and may we at CACI remain ... ever proud, ever free, Ever Vigilant.

Can't Tell the Winners Without a Scorecard!

by Sandy Snyder

In addition to being celebrated on CACInet and in company-wide news releases, our 2003 Sales and Proposal winners were recognized in a 32-page booklet published especially for this year's Circle of Excellence event.

The publication contains quotes from our winners on their teams and accomplishments, as well as elegant, duo-toned photographs of each awardee. A special message from Jack London and Ken Johnson, as well as information about the awards and the banquet location, are also included.

Copies of the Circle of Excellence Award Winners booklet are now available. You can order them from CACInet

or contact Patricia Leith at (703) 841-2895, pleith@caci.com. *Please note there is a limited supply, so order soon.*

You can find a complete list of this year's Sales and Proposal winners in our 2003 Circle of Excellence Award Winners booklet.



GRAPHICS BY CHRIS IMPINK AND PATRICIA LEITH

Norfolk Celebrates Contract Award

Sends Seven Members to Circle of Excellence by Angela Scott

As they gathered on October 30, 2003 at the Renaissance Portsmouth Hotel in Portsmouth, Virginia, CACI's Norfolk team had reason to celebrate: they had just won the \$133 million Naval Tactical Command Support System information technology support services contract with the Space and Naval Warfare Systems Command Systems Center Norfolk. Even better, as a result of the win, they were sending seven of their colleagues to the CACI 2003 Circle of Excellence celebration.

There were close to 90 CACI employees and subcontractors in attendance that day, including CACI Chairman,

President, and CEO Dr. Jack London and BG01 Executive VP Bill Fairl.

Dr. London personally handed invitations to the Circle of Excellence to the extraordinary individuals who made this event possible, celebrating Wing Award winners Ernie Andrews, Curtis Cantrell, Derek Carter, Lawrence Jonak,

and Connie Sale, as well as Pinnacle winners Jim McGuirk and Scotty McRoberts (who now calls San Diego his home port).

For more about our Norfolk team, contact Angela Scott at (757) 321-3611, ascott@caci.com.



PHOTOS COURTESY ANGELA SCOTT

Norfolk team members celebrating our new \$133 million Navy contract included, from left, Angela Scott, Katey Gregory, and Liz Rogers; Bill Fairl and Steve Bristow; Lawrence Jonak (center); and Scotty McRoberts, with Dr. London.

CACI's 2003 Chairman's Circle of Excellence

PHOTOS BY CABLE RISDON



Held at the Andrew W. Mellon auditorium in Washington, D.C., this year's celebration welcomed a record 62 new winners into the Chairman's Circle of Excellence.

Awardees, their nominating managers, and their guests came from around the country to honor new Aces and Wing Award winners in our Proposal Awards category, and Pinnacle, Marathon, and Quantum awardees in our Sales Awards group.

For a complete list of this year's winners, order our Circle of Excellence Award Winners booklet (see page 2) or visit CACI's Rewards section.

"Tonight, we celebrate a remarkable team. To everyone here, I say thank you for going the extra mile, for collaborating with each other, and for helping us reach — and surpass — our business objectives."

— Ken Johnson
President of U.S. Operations



Ken Johnson presided over the celebration as the evening's Master of Ceremonies.



Stephanie Shane accepts her Wing Award from Dr. London, who personally congratulated each of our winners.



Magician Tom Conover dazzled the CACI crowd with sleights of hand like his amazing "three ring" trick.



Kelly Porter and Marathon Award winner Wayne Porter smile for the camera.



Pinnacle Award winner George Vensko and Rhonda Cornelsen with nominating manager Mike Lustig (himself a Wing awardee) and Rebecca Lustig.



Guests were invited to the stage for a Conover illusion that saw the entertainer correctly guess a single phone number from the local Yellow Pages.



Dinner and ceremonies were held in the Mellon Auditorium's great hall. The Mellon is the largest auditorium for ceremonies and receptions in the federal government.



Marathon Award winner Scott Gray and Maricela Gray, Maureen Casamayou and Wing winner Lou Casamayou, and Linda Rogers and BG01 Senior VP Alan Rogers.



Wing Award winner Derek Carter pages through the Award Winners booklet provided to each guest.



Donna Kessler and Marathon winner Griffin Kessler join Demi Makrinos and Wing awardee Steve Makrinos.

Annual Shareholders Meeting

Charting Our Growth

by Michael Pino

On November 19, 1999, CACI as a company was worth about \$250 million (its "market capitalization"). The company's stock price was \$22.62, and there were about 3,700 people who owned CACI stock.

On November 19, 2003, the day before our 2003 Annual Shareholders Meeting, CACI was worth some \$1.5 billion — a 500 percent increase. The stock price closed at \$49.32, and there are now more than 13,700 CACI shareholders.

You can do the math, but by any measure these are extraordinary growth statistics. They were just a few of the comparisons presented by CACI Chairman, President, and CEO Dr. Jack London at the November 20 meeting at the Fairview Park Marriott in Falls Church, Virginia. His message described an incredible story of success over the

last four years — and detailed strategies for our continued growth. He predicted we would reach \$1 billion in revenue before the end of the fiscal year — a year ahead of schedule — and achieve "tier one" status as a company.

In other news, all returning members of CACI's Board of Directors were re-elected to another term. And with the retirement of board member William Snyder, Barbara A. McNamara was elected as CACI's first female board member. Ms. McNamara is a former officer of the National Security Agency and most recently was NSA's Special U.S. Liaison Officer in London, England.



PHOTO ABOVE COURTESY CACI PRODUCTIONS GROUP; INSERT, COURTESY NSA

Dr. London's shareholders address included extraordinary four-year growth statistics. With him are (l-r) General Counsel Jeff Elefante, President of U.S. Operations Ken Johnson, CACI Ltd. Chief Executive Greg Bradford, and Chief Financial Officer Steve Waechter.

It was also announced that former National Security Agency Special Officer Barbara A. McNamara (insert) joined the board as its first female member.

See the complete four-year comparison in Dr. London's presentation on CACInet, and read Barbara McNamara's news release on www.caci.com. For more information, contact Dave Dragics at ddragics@caci.com, (703) 841-3710.

All Officers Meeting

Collaboration the CACI Way

by Michael Pino



PHOTOS BY CABLE RISDON

Executive VP Carson Morris (left) emceed the 2003 All Officers Meeting. Speakers included Ken Krieg (center) from the Office of the Secretary of Defense, and BG02 head EVP Gail Phipps (right).

CACI's 2003 All Officers Meeting, held November 12-13 at the Hilton Dulles Hotel in Herndon, Virginia, was focused on cross-company collaboration and quality performance.

Dr. London gave an overview of CACI's culture and business values, and where CACI is headed. Ken Johnson outlined a business plan to take us to the next level — \$2 billion in revenue by fiscal 2008. Our BG managers spoke about their groups and

targets. Collaborative sessions were also held on subjects ranging from information assurance to ISO 9000 quality management.

Complementing the CACI presenters were speakers from business and government, including Ken Krieg from the Office of the Secretary of Defense. He provided an insider's perspective of the Defense Department's Transformation initiative, which CACI is supporting. This initiative lays the groundwork for faster, better-equipped, and more agile American fighting forces.

You can download our 2003 All Officers presentations from CACInet.

Encore Achievers

CACI's Encore Achiever commendations are now on CACI*net* in an interactive format that allows you to double-click on a name to see the write-up. In the meantime, we'll continue to publish the names of all our winners in the CACI*Times*. * Asterisks denote winners who have received more than one commendation.



U.S. Air Force

Donald Bisbee
Doug Bishop
Robert Berger
Gary Bristol
Garry Colson
Jim Edge
Wallace Fail
Louis Giannelli
Carolyn Guglielmoni
Bruce Hallowell
Stephen Kelley
Ben Kimbrough
Mike Kuns
Ron Logan
Michael MacDonald
April Mahaffey
Ray Mandery
Ron Parker
Dr. John Prince
Scott Rahmes
Esteban Rodriguez
Ed Smith
Joel Somers
Brett Talmadge
Jim Webber
Bill Wooley
Bob Worden
Matt Wright

U.S. Army

Dana Alkalitis
Ray Amoroso**
Tommy Baker
Shankar
Balasubramanian
Laurie Barnes**
Joanne Burkholder*
Kim Burton
Joe Calloway
Emil Chaky
Diane Cugliari*
Bill Hauser*
Steve Hersh*
Gary Hogan
Gary Honaker*
Daniel Inyang
Joe Lindsley
Puja Malhotra
Don Martulli
Chris Plant
Betsy Policicchio
Jeff Posdamer
Tawana Ross
Diane Scarpellino
John Schultz
Steve Scollard
Bob Shann*
Gene Shewbert
Billy Steptoe

Jill Stewart

Dave Stroebe
Joe Lindsley
Michelle Vanderham*
Diane Whitford
Panetha Wilson
Gail Woodworth*

Defense Department

Ken Brittin
April Boyd

Department of Justice

Monica Akins
Robert Anderson
Bosun Balogun
Jennifer Berlinsky
Tyrone Bowie*
Phinnette Bridgemahon
Mark Buchholz
Saturnino Camposano
Vincent Carter
Daniel Clough
Lesley Coleman
Corey Cooley
Tyburn DeBellotte
Michael Denault
Ann diBuono
Richard Dolci
Fola Dosunmu
Micheline Esguerra
Timothy Evans
Timothy Ferrall
Nikki Fitzgerald
Constance Francois
Leonard Fraser
Marilou Fuchs
Magdalena Gebrekristos
Stephen Gleason*
Alexey Gorokhov
Yolanda Graves
Rebecca Hammer*
Irina Hochstein
Vivian Hogan
Anika Ingram
Charles Jackson*
Bushra Jafar
Jocelyn James
John Jones
John Jordan
Isaac Manigault
Tom Maresh
Tracey McDonald
Lana Mikhaylenko
Lakesha Miller
Laura Moorer
Andrea Morgan
John Nam
Lisa Nasberg
Tuan Nguyen

Beth Overholser

Ajay Patel
Kirti Patel
Fabrice Pierre
Richard Presley
Romy Raman
Tariq Shahzad
Sherry Smith
Justine Sorrentino
William Spencer
Carolyn Sterling
Ronald Terry
Marilyn Tucker
Michael VanderHeijden
Rebecca Wolfe*

U.S. Marine Corps

Nina Alexeev
Eric Fairbairn
Mike Yeagy

Odell Cleveland

Staley Cluts
Margaret Corbett
John Core
Mark Crayton
Jeffrey Crow
Renato Deguzman
Bill Demers
Matthew Devitt
John Diring
Ed Dominick
Joseph Donahue*
Richard Drennan
Donna Ducharme
Ken Durham
Heather Dyer
Pam Edelen
Tim Fahey*
Tim Fitzsimmon
Shain Frazier
Thomas Freese

Grant Johnson

Jeff Kelly
Rodney Kendall
Amelia Klene
Terry Koob*
James Kriebel*
Ken Lanham
Patricia Laroche
Erik Latimer*
Wilberto Layne
Michael Lee
Robbert Luitweiler
Steve Luke
Harpal Maan
Freddie Marty
Brenda Massey
Susan Massey
Scott McAllister
Janet McClay
Robert McGlon
Samuel McLeod*
Alfred McNeely
Pam Meyers
Lynn Minnie
Kathryn Montgomery*
Tim Morris
Bobby Mullins*
Renato Nagal
Carla Nichols
Milton (Chip) Owens
Ronnie Pack
Emilio Pastrana*
Dawn Peyer
Glenn Pittman
Ricardo Pol
Mike Poole
Jaydip Raol
Frank Reale
John Rensch
Steve Rial
James Richardson
Jerry Rippy
Angel Rojas
Wayne Ross
Bud Saber
Daniel Samuelson
Belinda Sanders
Manolito Santos
Bill Scherer
Harry Schuette
Gerald Scott
Richard Scott
Mark Seelenbinder
Wendi Sekach*
Randy Smith
Alex Solomon
Gerald Spaulding
Kelly Spies
Janet Staashelm

Donald Taylor

John Tennaro
Len Tevebaugh
Burt Tibayan
Chris Tork*
Bruce Tremblay
Shirvelle Turner
Pam Voelker
Krista Walker
Cynthia Wardlow
Howard Warren
Suzanne Weedman
Robert Wegmann
David White
Gail Williams
William Wright
James Young

Other Clients

Justito Alcon
John Baird
Ashley Blackwell
Larry Boland
Joseph Bowens
Christopher Bowling
Delese Braxton
Scott Crabb
Paul Demshur
Amber Diltz
Chris Dorsey
Dale Doss
Rachael Evans
Denise Freitag
Karen Gibbs
Justin Giron
Thomas Hahler
Stephen Hochstetler
Cameron Holbrook
Karen Houston
Mark Hutman
Bill Lothes
Colin MacDonald
Dennis Moffitt
Paul Nichols
Richard Ralston
Carissa Richard-Sampson
Theodora Sherrod
Phil Spears
James "Bill" Squires
Austin Stout
Patricia Strougal
Stephen Szajder*
Jennifer Szulinski
Mike Thompson
Jose Trejo
Gary Varner
Terry Whatley
Paula Wilkins

Did You Know?

- Award winners at this year's Circle of Excellence hailed from coast to coast, from San Diego to Norfolk, as well as Baltimore, Beaver Creek, Eatontown, Grand Junction, and San Antonio, to name a few.
- Our first proposal awards were given in 1989 for the Aces Club and Top Gun Society.
- Our first sales awards were the 1995 Pinnacle and Marathon Awards.

U.S. Navy

Romy Aguilar
John Anthony*
Linda Applegate
Rodolpho Arellano
Vickie Aschbacher
Danilo Baltazar
Cynthia Barker
Mike Benso
Howard Berkey
Yasunori "Mike" Blae*
Rebecca Brown
Sheila Burks**
Steve Capps
Donna Carey
Billy Carter
Derek Carter
Jim Cech*

Diosdado Garcia

Linda Garnica
George Gates
Gregg Gibeault
Brenda Gilroy
Octavia Glassmire
Ed Green
Deborah Greene
Tom Grigsby
Martin Heetderks
Frank Herold
Lawrence Hollister
William Howard
Brenda Hutchinson
Carletta Jackson
Megan Jackson
Russell Jennings
David Jester*

Teaming for Tier One

by Michael Pino

Shared Major Contract Trophy Reflects Emphasis on Collaboration

Each year at the Circle of Excellence celebration, CACI's Major Contract Trophy Cup is presented to that proposal manager who has overseen the largest contract award of the preceding year.

This year, we did something different. Honoring the outstanding collaborative effort it took to secure the \$154.7 million GENESIS II contract with the Army Intelligence and Security Command, the trophy was presented to two winners: Capture Manager John Dalton, who spearheaded local efforts at the client's home base in Eatontown, New Jersey, and Proposal Manager Tom Johnson, who produced and delivered the winning submission. The shared award reflects CACI's increased emphasis on teaming across the company to bid on larger, more complex contracts. These are the kinds of deals needed to attain — and sustain — \$1 billion dollars in revenue.

Ken Johnson, in his awards presentation, described it this way: "This year, on our way to becoming a tier one company, we have developed a more mature capture process in the way we identify and bid on business. This has led to one of the most complex proposal efforts — and wins — in our history: GENESIS II.

"What I think is most significant about this award is that it represents a real collaboration among our CACI teams, the kind of collaboration that's more than just talk. Working together, hand-in-hand, we unseated an industry giant that was firmly entrenched with the client. This is the kind of teamwork that we will



PHOTO BY CABLE RISDON

John Dalton and Tom Johnson accept the Major Contract Trophy Cup from Jack London at the 2003 Circle of Excellence celebration. They led combined efforts to win the landmark \$154.7 million GENESIS II contract.

increasingly rely on as we bid on larger and larger contracts, and ascend to higher levels of competition, on our path to a billion dollars in revenue — and more!"

You can reach John at (732) 578-5236, jdalton@caci.com, and Tom at (703) 841-7861, tjohnson@caci.com.

Recognition and Incentive Awards Program Contacts

Quality Project Delivery Master's Division, Team CACI, Project Plus	Bill Vitaletti (703) 679-4150; wvitaletti@caci.com
Employee Referral Careers Club	Dick Hart (703) 679-4284; rhart@caci.com
Technical Excellence Star Distinction	Jody Brown (703) 841-7801; jbrown@caci.com
Sales Pinnacle, Marathon, Quantum	Ron Schneider (703) 841-7901; rschneider@caci.com
Proposals Victory, Aces Club, Top Gun Society, Wing	Ron Schneider (703) 841-7901; rschneider@caci.com
Eagles, Client Kudos Technical, Staff and Team Eagles, Encore Achievers	Sandy Snyder (703) 841-7908; ssnyder@caci.com