



## Homeland Security Winners Thank CACI Team

### Army Receives Award for CACI-Supported System to Protect Terrorist Targets

BY MICHAEL PINO

When Robert Foresta, Executive Officer of the U.S. Army Intelligence and Information Warfare Directorate (I2WD) in Fort Monmouth, New Jersey, recently accepted *Government Executive* magazine's 2002 Grace Hopper Government Technology Leadership Award, he gave a special note of thanks to his CACI support team.

Our BG07 organization in Eatontown, New Jersey helped the I2WD win the "Gracie" with our support for the Improved Remotely Monitored Battlefield Sensor System (I-REMBASS). The system won for contributing to advancements in homeland security and the war on terrorism.

#### New Security Against Terrorism

I-REMBASS is a motion-sensing technology that identifies and tracks the movement of personnel and vehicles. It can provide perimeter security and early warning of intrusion, as well as surveillance of remote areas. Applicable to both military and civilian needs, the system is a simple but effective way to protect vulnerable targets of terrorism. The Army National Guard is already using I-REMBASS for commercial airfield monitoring, border patrol, drug enforcement, and nuclear power plant protection.

Commenting on the award, CACI CEO Dr. Jack London said, "At CACI, the client is 'Number 1.' Our culture is to make sure everything we do results in their complete success. This award for the I2WD and our Eatontown team is great confirmation of our dedication to client service and our commitment to quality support."



CACI CEO Dr. Jack London, at left, with Army award winners Henry Muller, Richard Martino, Robert Foresta, and Richard Chuang, members of the Intelligence and Information Warfare Directorate we support in Fort Monmouth, New Jersey.

According to BG07 Chief Scientist Steve Makrinos, "We are proud of our support to I2WD and I-REMBASS. It's a very effective new way to protect our nation and armed forces during this critical time." Steve's team of advanced technologists and engineers, together with their I2WD counterparts, beat out 140 competitor entries in the category of homeland security. The award was presented at a ceremony in Washington, D.C. and was featured as the front-page story of the January 10 issue of the Fort Monmouth *Message*.

You can contact Steve at (732) 578-5214, [smakrinos@caci.com](mailto:smakrinos@caci.com).

## Welcome to the New *CACI Times*

We are proud to announce that, starting with this issue, the *CACI Times* will appear twice monthly in a four-page format designed to deliver more timely news.

In addition to our regular stories, we'll present such features as **Voices of CACI**, bringing you employee comments and opinions, and **inBusiness**, providing "at-a-glance" looks at our solution sets and business groups. Future issues will include executive interviews and regular coverage of company events, and we'll still do special issues on our award banquets and other newsworthy items. We know that, as CACI continues to grow, it will be increasingly important to keep CACI people informed and up-to-date. We'll do this — with the new *CACI Times*.



## Dear Team

We are very pleased to announce continued record revenue for CACI. As we reported on January 23, our fiscal year 2003 second quarter revenue topped the \$200 million mark for the

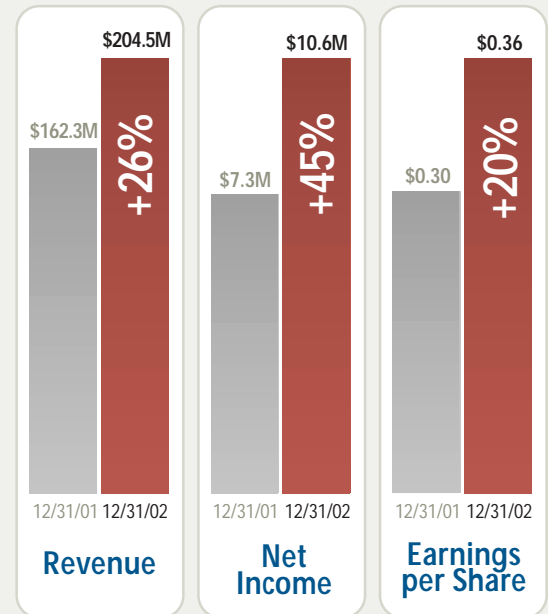
first time ever. At the same time, the figures place our six-month revenue at \$392.5 million dollars and give us a run rate — the revenue we project for the full year — in the neighborhood of \$800 million.

This is great news for all our employees and shareholders. It demonstrates again that the stability we enjoy and the business growth we achieve are no accident. We are succeeding by “design” — fueled by the dedicated contributions of CACI people across the company who are delivering the best client services in the industry. Keep up the great work!

*You can listen to the transcript of the second quarter conference call and read the earnings news release on our homepage, [www.caci.com](http://www.caci.com).*

*Jack Johnson Ken Johnson*

### Second Quarter Financial Results



## Supporting Predator in the War on Terrorism

BY MIKE EGGLESTON

The Predator unmanned aerial vehicle (UAV) is playing an important part in the war on terrorism. And now, with the help of CACI, Predator is further expanding its payload options.

### The FINDER

In a recently publicized test at Edwards Air Force Base in California, Predator became the first UAV to itself launch another UAV — the FINDER (for Flight Inserted Detector Expendable for Reconnaissance).

Under development by the Naval Research Laboratory (NRL) in Washington, D.C., FINDER is a 58-pound air vehicle guided by a global positioning system and designed to carry a variety of different sensors. At Edwards, FINDER successfully executed its flight plan, which included transferring control of the UAV from a mission to a flight technician and the Predator Ground Station to a ground-based recovery station.

Major applications of FINDER will include the detection of chemical, biological, and radiological agents in a battlefield. FINDER may also lead the search for facilities that are producing weapons of mass destruction. Furthermore, because FINDER is less expensive, smaller, and harder to detect than



CACI is supporting the Predator unmanned aerial vehicle (UAV) by working with the Naval Research Laboratory to support FINDER, a versatile new UAV launched directly from Predator.

Predator, it provides a more cost-effective solution than Predator for reconnaissance of heavily defended areas.

With BG01 staff on site at NRL, CACI is playing a major role in FINDER development, including providing support for system communications software and analysis, flight testing, flight simulation, and integration with the Predator. As part of NRL's design team, CACI will continue to help FINDER realize its full potential.

*For more information, contact Mike Eggleston at (703) 679-4528, [meggleston@caci.com](mailto:meggleston@caci.com).*

# Navy Training Goes Online

## Thanks to CACI's New Orleans Team

BY DAN PETTY

Recently, members of our BG08 New Orleans office celebrated a “scheduling milestone” — the successful implementation of the enterprise Navy Training Reservation System (eNTRS). eNTRS gives Navy personnel around the world Internet access to Navy training schedules.

“Our group did an outstanding job,” said CACI Project Manager Michael Browning, describing the work of team members Arthur Andersen, Bess Buntin, and Rob White, who have recently been joined by new member Ian Jones. “They overcame one obstacle after another to deliver a system that is receiving spectacular praise from the customer.” What’s more, the work was done while maintaining the existing system at no additional cost to the Navy.

### Improving Navy Quality of Life

eNTRS lets Navy personnel access the Navy’s training system from ship and shore locations anywhere in the world. Once online, personnel can view and request seats in Navy schools. “This is a ‘quality-of-life’ enhancement,” Michael said, “furthering the ability of Navy people to plan and train for their careers.” The system also



Photo by Rob White

Celebrating the Navy’s new online training are, in front, team members Ian Jones, Bess Buntin, and Rob White; and in back, CACI Project Manager Michael Browning, team member Arthur Andersen, Navy Division Head Larry Hoehn, and Navy Program Manager Rene Nguyen.

allows the Navy to keep tabs on course schedules and act on booking requests.

NTRS is one of many projects in progress at the Navy’s Space and Naval Warfare Information Technology Center (SITC) in New Orleans, where CACI is the largest subcontractor on a contract primed by Science and Engineering Associates – Information Systems. CACI project teams have been supporting the Navy and SITC since 1996.

For more information, contact Dan Petty at (504) 697-2300, [dpetty@caci.com](mailto:dpetty@caci.com).

# It’s a Triple Crown

## With Project Excellence<sup>PLUS</sup>

BY MICHAEL PINO

Attention Project Managers! You may be eligible for a “triple crown” of support from CACI Business Development, which has a great way to:

- Continually monitor your client support
- Record performance metrics that can help win new business
- Gain recognition that qualifies you for awards in CACI’s Recognition and Incentive awards program

It’s called the Project Excellence<sup>PLUS</sup> Program (PEP), and it provides all our managers with an effective way of gauging how well their teams are providing support.



Photo by Chris Imink

According to Performance Assessment Manager Walter Milton, “PEP is your partner in customer care.”

### PEP up Your Project

Walter Milton, PEP Performance Assessment Manager, describes the PEP process: “When a project is selected for a performance assessment, we contact the CACI managers to help us get in touch with their clients and conduct our assessment, which covers about 20 questions spanning six performance categories.

“After we get the results, they are posted to the CACI Project Repository database on Lotus Notes. A scoring report is also sent to the project and BG managers that enables them to identify project strengths and weaknesses. When a team receives a score of Excellent or above, they get a certificate of achievement and meet the PEP criteria to qualify for Quality Project Delivery awards such as Project Plus and the Master’s Division.”

Walter and his team also provide information to make sure that our best customer references and metrics are available for proposals. This helps demonstrate CACI experience and satisfy past performance requirements. Walter also notes that PEP includes Contractor Performance Assessment Reports (CPARs) and guidelines for ISO 9000 customer satisfaction surveys.

Projects with a total value of \$100K or more are eligible Excellence<sup>PLUS</sup> surveys. Find out more by contacting Walter at (703) 841-7859, [wmilton@caci.com](mailto:wmilton@caci.com).



# inBusiness

a primer on What We Do

Welcome to **inBusiness** — a new *CACI Times* feature designed to provide a primer on our major lines of business, the solutions we offer, and the CACI Business Groups (or BGs) on the front lines of client support. Our goal is to supply jargon-free explanations of what we do to give you a clear picture of CACI's business.

## The Elevator Speech

To illustrate our approach to **inBusiness**, we'll borrow a concept from proposal writing called the "elevator speech."

When they're putting together a proposal, the people developing the CACI themes and writing the proposal sections are asked to picture a potential client on an elevator with his or her CEO. Let's say that client has read CACI's proposal and decided to award us the job based on the detailed information we've supplied. But when the CEO gets on and asks "Why CACI?" that client may just have until the next stop to tell what makes us the best choice. So we like to make sure our proposal provides the "elevator speech" our client can use to answer — and convince — the CEO.

In the same way, **inBusiness** will attempt to give all our employees an "elevator speech" — or "dinner speech,"



## Our Solutions

- Homeland Security
- Systems Integration
- Managed Network Services
- Information Assurance
- Engineering & Logistics
- Intelligence Solutions
- Knowledge Management
- Vision & Solution Center

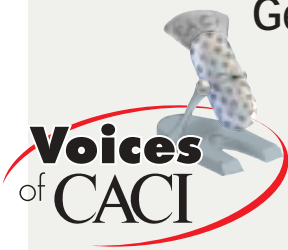
"party speech," or "commuting-together-to-work speech" — that they can use to tell what CACI does in just a few short sentences. We'll devote this column to explaining the business areas we work in, the technologies and services we offer, the clients we serve, and the BGs that bring it all together.

## Start With the Website

A good way to get an overall picture of what CACI does is to start with CACI's website [see above]. The bullets on our front page list the solutions we offer in eight primary areas, from homeland security to the services of our Vision & Solution Center. That's where we'll begin next time.

So stay tuned to this space — and you'll be **inBusiness**!

## Getting to Know ... Sandy Snyder



Sandy Snyder, coordinator of CACI's Recognition and Incentive program, is a "natural" at what

she does — she's a veteran human resources worker and a former student of psychology who has always been fascinated by human behavior and motivation.

Sandy comes to CACI after seven years at Arthur Andersen, a casualty of the accounting firm's collapse. She worked in their "People Cornerstone" program, part of HR, which oversaw employee mentoring and volunteer

programs, and taught leadership skills and rewards and recognition training.

A psychology major as an undergraduate, Sandy went on to earn a master's of liberal studies — an interdisciplinary major of psychology, theology, international relations, and ethics. She thinks this has given her a good perspective on her work: "There probably isn't any academic field that doesn't have relevance for business," she says.

"Employee morale and motivation are a business issue," Sandy adds. "Motivated employees produce good work and enhance the bottom line."

You can reach Sandy at (703) 841-7908, [ssnyder@caci.com](mailto:ssnyder@caci.com).



PHOTO BY CHRIS IMPINK

*"People show up at their jobs every day because they need a paycheck. But they stay with a company because they feel recognized and appreciated."*