

CACI Times

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Issue No. 5

FY03 Third Quarter Awards Issue

Collaborate to Win *and* Perform: CACI's Proposal and Sales Award Winners



Welcome to another *CACITimes* Awards issue. These quarterly special editions are some of our favorites because they celebrate the achievement and excellence of CACI people.

These proposal and sales stars have answered the call to "Collaborate to Win *and* Perform." We applaud their dedication to excellence and are thrilled to reward their efforts through CACI's Recognition and Incentive program.

Success does not come easy. It requires hard work, collaborative efforts, and a clear vision. And it is supported by nominating managers who make the extra effort to recognize their top performers.

We commend all our winners, past and present, and thank all of you for the work you do. Your support is more vital than ever to America's homeland security and our national defense.

Jack Johnson *Ken Johnson*

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

CACI has a vigorous awards program and a team of professionals to guide our managers through the awards process, from nomination through review and recognition.

A Team Approach

By JOHN TRUMBO

In February, BG01 Division Vice President Rick Dansey was inducted into CACI's Aces Club for his leadership as line proposal manager for the \$103 million Navy Enterprise Maintenance Automated Information System (NEMAIS) Data Center contract award.

NEMAIS was a great "Collaborate to Win" proposal effort that combined the talents of BG01 and BG06 teams to give CACI a high-profile victory in the Navy enterprise resource planning and managed network services markets.

"As individual divisions, we would have faced stiff competition on this contract award," Rick explains, "but

working with [BG06 Division Manager] Jim Van Dyke and the entire BG06 team, no company wanted to even bid against us." The result was a highly complex, winning proposal delivered in the seven days specified by the buyer.

Rick continues: "Here at CACI, we like to use the word 'collaboration' and I can honestly think of no better way to describe the winning team approach that led to — and extends — the overall success of this project."

You can contact Rick at (703) 679-4286, rdansey@caci.com.



Photo by Rick Dansey

According to proposal Ace Rick Dansey, "We're strongest when working as a team."

Collaborating to Win ... with Proposal Excellence

Prize Relationships

By JENNIFER NAPOLITANO

Contracts Manager Howard Porter makes relationships a priority. This focus has contributed to his successful contract management of a number of winning proposals for the Navy — and helped him earn CACI's Wing Award.

One of Howard's major successes was the result of his close working relationship with the Naval Surface Warfare Center (NSWC), the client for our successful \$48.5 million Submarine Launched Ballistic Missile (SLBM) proposal [see pages 4-5].

"CACI has had the SLBM contract since 1999," he says, "and the NSWC is a very good customer, so it was important that we win it again."

"Close relationships take time," he says. "A client has to develop a trust in you. I try to understand their point of view. I might not agree with their perspective, but I try hard to understand where they're coming from."

Howard also values his internal relationships. "We have a good team in Dahlgren, Virginia," he explains. "We had outstanding pricing support from Heather Jones and terrific proposal support from many others on the team."

Congratulate Howard at (703) 679-3477, hporter@caci.com.



Photo by Ted Burford

"Close relationships take time," says Wing Award winner Howard Porter, and his proposal success shows they're worth it.

Look for more Wing Awards on pages 4-5.

Battlefield Communications



PHOTO BY LISA SILVER

Toni Quiroz earned his Marathon supporting vital Army communications.

BY JENNIFER NAPOLITANO

BG07 Program Manager Toni Quiroz says the work he does “produces something tangible, which is generating results and helping the war effort in Iraq.”

He’s referring to the support he and his team deliver for TROJAN, a U.S. Army satellite communications system. TROJAN provides a critical communications backbone for the military. Toni’s success in supporting TROJAN has earned him our Marathon Award.

“TROJAN carries high volumes of critical information to commanders in the field,” explains Toni, adding that the

importance of this mission is “a big inspiration to succeed.”

Toni’s group is also an inspiration to him. “I am grateful to have a great team, who carried this project. I just happened to be in the front,” he says.

“This team comprises all different types of people, with different skills and abilities. They are conscientious and very passionate, and that passion is contagious. They motivate me to try even harder to achieve our mission.”

You can congratulate Toni at (732) 427-3243, tquiroz@caci.com.

Shielding the Homeland

BY JENNIFER NAPOLITANO

After 21 years in the Air Force, Dave Russell appreciates the ability to continue to support our troops. “I’m doing the same thing, just out of uniform,” he says. His success as BG07 Vice President with our Huntsville, Alabama team, supporting some of CACI’s top electronic warfare and missile defense projects, has earned him a Marathon Award.

“These contracts actually represent CACI’s opportunity to help protect our country and our troops,” says Dave. “Most recently, we’ve been supporting

tests that have to do with ground-based missile defense. After 9/11, that means protection of our homeland. This is the business I want to be in.”

Like many CACI award winners, Dave won’t take personal credit for his award. “The people I work with make it all happen,” he notes. “That funding level represents people doing a job. One of us gets to make the pitch, but it’s the product of everybody’s effort.”

You can reach Dave at (256) 830-4782 x146, drussell@caci.com.



PHOTO BY DAVE RUSSELL

Dave Russell’s support for electronic warfare and missile defense is also helping to ensure homeland protection.

Marathon Winners Supporting Our Troops

Read about our Quantum Sales Awards on Page 6.

CACI's BG01 Dahlgren, Virginia team celebrates a bevy of Wing Awards from their outstanding proposal performance in winning the \$48.5 million Submarine Launched Ballistic Missile (SLBM) recompetes with the Navy.

STORIES BY JOHN TRUMBO. PHOTOS BY KRISTEN GILL

Wings Over Dahlgren ...

Still Unbeatable

Diane Shields announced her retirement from CACI in February 2001, but that hasn't stopped her from continuing to be an active, valuable participant in the SLBM project she helped build from scratch. Today, she assists in business development and proposal preparation on a part-time basis, earning a Wing Award for her outstanding role as the SLBM capture manager.

According to her peers, Diane consistently performs above expectations. Not satisfied with simply winning the recompetes proposal, she directed her team to neutralize any potential competition through strategic teaming and stressing CACI's recognized discriminators. Her goal was to produce an unbeatable "best value" proposal.

Diane's strategy was a total success: the team won convincingly. In fact, industry competitors recognized CACI's preeminent position and failed even to mount a challenge!

Contact Diane at (540) 663-9231, dshields@caci.com.



Diane Shields is still contributing to the SLBM project she helped build from scratch.



John Ryland's leadership experience made him a natural fit for the SLBM proposal.

Natural Fit

John Ryland won his Wing Award developing and presenting the systems engineering and facility support section of the SLBM proposal. It was a natural fit, since John had assumed leadership of the Dahlgren branch that supports these functions after CACI won the 1998 SLBM recompetes.

John and his team ensure that users can access SLBM software development systems from their desktop computers. This includes providing sound information assurance practices.

"The Naval Surface Warfare Center, Dahlgren Division, is one of the most secure bases in the Navy, so I've got to balance the information systems security manager's requirements with the accessibility needs of the everyday user," John says.

You can reach John at (540) 663-9231 x215, jryland@caci.com.



The pricing support provided by Sissy Simms contributed to an outstanding cost proposal.

At the Core

"After some 15 years together on the same project, each of us almost knows what the other is thinking without having to ask," Mary (Sissy) Simms explains of her colleagues from both CACI and the Navy.

Sissy is a core member of the winning SLBM team. Her Wing Award recognizes the key pricing support she provided to the SLBM cost volumes, which received top scores for clarity and compliance.

Sissy's pricing support for her client is "especially demanding during times of economic uncertainty," she says. "However, we're fortunate to have a multi-talented staff that can accommodate change."

You can reach Sissy at (540) 663-9231 x264, msimms@caci.com.



It's What You Know

It's a fact that tacit knowledge — insight that is unspoken or unwritten — is just as vital as recorded information. After all, it cannot be recovered if it's lost.

To Dorsey Bumbrey, Deputy Project Manager and Wing Award winner, his team's tacit knowledge was key to winning their most recent SLBM program recompetes.

"There are a lot of things we do that are written down," Dorsey explains, "documentation, testing procedures, system specs — but there are also a

lot of things that are *not* written down. The abundant experience that we have gained over the years by working on this program was invaluable to winning this recompetes proposal."

Dorsey and his team perform formal qualification testing of the SLBM program to make sure the system and software work as they should, when they should. His knowledge, experience, and dedication are assets not only to the client, but to CACI.

Congratulate Dorsey at (540) 663-9231 x216, dbumbrey@caci.com.



Dorsey Bumbrey understands the value of "lessons learned."

The Inside Approach

Charles (Chaz) Robertson earned his Wing Award developing the SLBM proposal's documentation support technical section and providing valuable input as our "inside man" supporting the SLBM project's senior management.

During his tenure on SLBM, Chaz has worked in almost every area of support. He has witnessed the Navy's level of trust in the team increase significantly.



Chaz Robertson's Wing Award recognizes his in-depth expertise.

And now, he says, "we literally work side by side with the customer, and they look to us for a senior level of experience. I would say that's not typical for most Navy contracts."

Chaz currently serves as the branch head for documentation support to the SLBM program. It's a position he even helped establish, through his extensive research into automated documentation management systems.

You can reach Chaz at (540) 663-9231 x235, crobertson@caci.com.



Wing Award winner Michael Sizemore celebrates a lucky seven.

Lucky Seven

Deputy Project Manager Michael Sizemore was more than pleased when CACI won the SLBM recompetes. That's because it was for *seven* years, not five. "I think their extension shows the level of trust the Navy has afforded us, and that's extremely gratifying," he explains.

Michael earned CACI's Wing Award as the author of the past performance section of our written

response, as well as for developing and presenting the software development support section of the orals.

Previously branch head for the Systems Engineering and Facility Support group, Michael now leads developer testing of the Trident fire control system. "Our work in NSWC laboratories imitates the fire control room of Trident submarines," he explains.

Contact Michael at (540) 663-9231 x250, msizemore@caci.com.

Quantum

Surprising Second

BY JENNIFER NAPOLITANO

You'd think it might be hard to surprise BG02 Project Manager Ejaz Sahibzada with another award, since he received CACI's Project Plus award last June. But his boss thought of a way. "He told me that one of my clients had complained about some work I had done for them," Ejaz said, "so I followed him into his office. I was a bit upset. But then all these people congratulated me on winning the Quantum Award!"

Ejaz earned his Quantum Award for expanding CACI's litigation support business to new clients such as the Securities and Exchange Commission and the Environmental Protection Agency.

"Selling is not so difficult when you have a great professional team and quality products," Ejaz explains. "I only wish it was a Team Quantum to thank everyone who made it possible!"

You can contact Ejaz at (703) 841-3796, esahibzada@caci.com.



PHOTO BY STAN DOZATEK

According to Ejaz Sahibzada, "It's truly rewarding to see how our solutions help our clients do their jobs."

Greatest Reward

BY JENNIFER NAPOLITANO

BG02 Program Manager Tracy Fernholz feels guilty accepting her Quantum Award. "My staff does all the work," she says. "I just try to keep things running smoothly!"

Tracy supervises four managers and almost 50 on-site support staff. She oversees daily debt collection activities and works closely with her Justice Department clients to develop the best

strategy for implementing ADCM, a Department of Justice project for tracking and managing debts owed to the federal government, and providing related financial and litigation support services.

"Although I appreciate receiving the Quantum," adds Tracy, "the greatest reward for me is seeing my staff grow and succeed individually."

Reach Tracy at (301) 585-2391, tfernholz@caci.com.



PHOTO BY BOB BROCKMAN

Tracy Fernholz's greatest reward is seeing her staff succeed and grow.

Caring for Medicare

BY MICHAEL PINO

Deputy Division Director Russell Sullivan earned CACI's Quantum Award for his outstanding sales management of the Columbia Healthcare Frauds litigation support project. One of the many cases CACI supports under our Department of Justice (DOJ) Mega 2 contract, Columbia concerns fraudulent billing to Medicare and government agencies. This ongoing litigation may result in the largest-ever settlement of a fraud case in the U.S.

In winning his award, Russell worked closely with the DOJ team of attorneys and associated litigation support staff. He was able to be fully responsive to the needs of the trial attorneys, as well as the tight court timetables they are required to meet. The result? DOJ has significantly increased staffing and funding for Russell and his team.

You can contact Russell at (202) 289-3241, rsullivan@caci.com.



PHOTO BY COLLEEN LURWICK

Russell Sullivan leads CACI's support for the high-profile Columbia Healthcare litigation.

Encore Achievers — Now on CACI*net*

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 multiple winners within categories.

From the Air Force

Lesley Andrews
Michael Bentley*
Gary Bristol
Vicky Carter
Danny Clemons
Mary Coleman
Chuck Connally
Mary Crawford-Coleman
Charles Cromley
Eugene Davila
Keevie Doron
Vonda Early
Victor Edwards
Benjamin Faulring
Richard Feldman
Jeffrey Foley
Ronald Franks
Howard Frederick
Deborah Freeman
Kathy Galloway
Rachel Gardner
Melissa Graves
James Griffin
Benny Hall
Lindsai Hamilton
Jim Hamrick
Carmen Head
Marie Hreha
Jim Kester
Fred Keys
Kathryn Lay
Jeanette Lee*
Joe Lindsley
Michael Long*
Shelly Looke*
Michael Louden
Peggy Mansfield
Pedro Martinez
Michael McKenzie
Patricia Miller
Wayne Miller
Karen Mitchell
John Murray
Francis Natale
Carolyn Parker
Deborah Parker
Barry Parlow
Robert Reed
Alyce Sadler
Donald Sanders
Marilyn Spaid
Tom Spencer
Tim Stacy
Mike Svisco
JoAnn Walker
Paulette West-Jeffries
Stephanie Williams
Larry Wilson
Frederick Wixon
Christopher Wynn

From the Army

Ronald Albertson
Bob Brown
Brenda Brownley
Len Brushie
Kim Burton
Emil Chaky
Doug Combs
Eddie Cornelious*
Brian Daly
Rick Dewitz
Ronald Drawing
Tony Eaton
William Elliott
Mark Failla
Pat Ford
Janet Fuhrer
Dana Gillule
Bill Hauser
Seymour Hersh
Steve Hersh*
Donald Hershberger
Scott Holt
Gary Honaker
Terry Hopkins
Debra Hudnall
John Johnson
Raj Kadambi
Peter Kapsalos
Sherry Kelley
Mike Layton
Mike Leonard
Joe Lindsley
James Long
Don Martulli
Joseph Masella
Tony Moniello
Tony Moreno
Michelle Myers
Ed Nin
Kerri O'Neill*
Julie Pitts
Chris Plant
Diane Scarpellino
Ronald Schexnayder
Bob Shann
Barbara Sloan
John Stenberg
Donald Taylor
Ted Warsinsky
Bob Watson
Diane Whitford
Brad Wilson
Christopher Wynn*
Joseph Zirilli*
Deborah Zlata

From the Department of Defense

Pauline Adams
Edward Benny
Don Bisbee
Gary Bristol
Rebecca Brown
Anthony Carbone
James Carter
Michael Cowan
Diane Cugliari
Mark Dammer
Michael DeRosa
Tomika Edmonds
Lewis Haycraft
Sherry Kelley
Earl Labrador
Larry Messner
Steve Sanders
Manolito Santos

Akil Bailey
Kenneth Beals*
Jennifer Berlinsky*
Joyce Booth
Natalie Bradley
Julia Brent
Charmaine Britt
Matthew Brown
Randall Burrus
Stephen Bush
Neville Byers
Saturnini Camposano*
Brian Celio
Gilberto Charriez
Pratap Chirayath
Robert Coch*
Corey Cooley
Matt Crapo*
Eloisa Dano

Stephen Gleason*
Robert Guinard*
Rebecca Hammer
Toni Hardesty
Cherry Hardman
Stephen Henry
Barbara Hines
Mark Horrow*
Anika Ingram*
Jason Ivarone
Charles Jackson*
Jeff Jacques
Joycelyn James*
Darwin Johnson
Nathan Johnson
John Jones*
Brian Katz
Jember Kebede
Camilla King
Craig Kuhn*
Sabina Lofty
Mary Manby
John Mapother
Tom Maresh*
John McAuliffe
Elizabeth McCabe*
Seamus McCloskey
Sean McHugh*
Dawn Miller
Andrea Morgan*
Jill Moschak
Llakim Murden
Bukin Nagendra
Lisa Nasberg*
Wanda Page*
Lenora Patrick
Charles Peterson*
Fabrice Pierre
Donna Powell*
Michael Powell
Richard Presley*
Suresh Pruthy
Alfred Regnery
David Rexrode
Fred Richards
Hortense Roscoe
Cindy Roth*
David Rothstein*
LaCresia Saunders
Malkia Saunders
Regina Sawyer-Moody*
Gilbert Schnitzler
Paul Schultz
Stephanie Seeley
William Spencer
Carolyn Sterling
Will Thai
Kent Tolmachoff

Charles Truslow
Rolanda Tucker*
Eve Valdivia
Michael VanderHeijden
Robert Vann*
Nicole Waddy
Richard Waldrop
Davidson Willoughby
Christina Wilson
Jim Wilson
Lauren Wright
Pamela Wu

From the Marine Corps

Nancy Baksa
Tyrone Campbell
Pat Ford
James Long
Barbara Sloan
Jeff Stevens
Ben Weisel

From the Navy

Gale Allen
Cyndi Barker
Mike Benso*
Dave Boyer*
Brenda Brownley
Christina Bruzan
Michael Camacho
Lee Cannon
Lisa Chesser*
Jeff Clark
Sally Cline
Sam Coles
Marge Corbett
John Core*
Jerry Cotton
Alexander Crawford
Stephen Daniels
Dave Deese
Sonny DeGuzman
William Demers
Mario Dimalanta
Mariano Dionela
John Diring
Linda Douglas
Richard Drennan*
Scott Edwards
Tony Edwards
Lori Emerson
Allen Farrington
Alex Ferguson
Gary Ferguson
Scott Finnegan

Did You Know?

- More than 6500 Encore Achiever letters have been written since the program's inception in 1988.
- Seventeen CACI employees have received double-digit Encore Achiever letters. BG08's Joe Lewis is the record holder with 27 commendations.
- The Ace and Top Gun Awards are our oldest proposal awards, and the Quantum is our newest sales award.
- Since 1993, 77 Wing Awards have been presented.
- To date, 204 Sales and Proposal Awards have been presented.

Larry Smith
Michelle Vanderham
Penny Ward

From the Department of Justice

Corliss Adams*
Monica Akins*
Jerome Allston
Bill Alworth
Jonathan Amato
Jolly Anaba*
Robert Anderson

James Davis
Ann Dibuono
Amy Dixon
Kelli Duncan*
Alain Dupecher
Dawn Erickson*
Micheline Esguerra
Mary Jane Eskandari
Josh Faehner
Rowena Faison
Janine Floyd*
Shelly Fox
Joseph Friend

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March of Dimes WalkAmerica 2003

There's still time to help Team CACI reach their financial goal as they participate in the annual March of Dimes WalkAmerica 2003. The six-mile walk, scheduled for April 27, will take place at Lake Accotink Park in Springfield, Virginia.

Participating are
Tiffany Wooton



and Danielle Yarbough, both in Administrative Services, and Sandy Snyder from Business Communications. Also joining the team is Danielle's mother, Elaine Logan. To make a contribution, contact Tiffany at (703) 841-7830.

Run ... Duck ... Splatter!

CACI's Jeremy Jenkins, a software developer in Austin, Texas, is forming a paintball team and is ready to hit the tournament circuit. According to Jeremy, a typical tournament day offers at least six paintball games for each team, and up to 12 games for winning teams. Included on the six-tournament schedule is a charity event benefiting the Angel House Soup Kitchen.

"It's a great deal of fun, and by day's end, you tend to be playing on a rainbow field," says Jeremy, "but as it's a non-toxic, water-soluble paint, a good rain takes care of that problem." If you're in the Austin area, Jeremy is still recruiting team members. If you wish to support the team's charity tournament, contact him at jjenkins@caci.com.

Race for the Cure

Once again, a CACI Cares team will be participating in the Washington, D.C. Susan B. Komen Race for the Cure.

This year's 5K walk/run takes place on Saturday, June 7, and CACI Cares is looking for team members to join the over 69,000 supporters and survivors of breast cancer who will be taking part in the event. The CACI Cares Team will also be able to join a post-race celebration on the Washington Monument grounds.

Team registration is available online at www.nationalracefortheure.org. Team members may register online for a \$30 fee. For more information, contact Pat Williams at (703) 679-4501, pwilliams@caci.com.



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Gil Fontimayer*	Jerry Krallman
Jim Gerdes	Keith Kramer
Rick Goetz	Siva Kuruganti
Phyllis Graves	Earl Labrador
Patrick Green	Kim Lawrence
Deborah Greene	Bob Lawson*
Carlton Gregory*	Jerry Lee
Carrie Griffin	Michael Lee
Kevin Hackett	Shane Leedy*
Marlene Harrison	Lee Lewis
Martin Heetderks	Ryan Lloyd
Richard Heidecker	Wayne Loeschke
Tom Hovland	Jaime Madriaga
Marty Hutto*	Marty Martin
Marie Inneo*	Nessie Martin
Walter Jahn	Lee McBride*
David Jester	Gloria McCuiston*
Ann Jones	John McLaurin
Ian Jones	Sam McLeod
Reginald Kelly	Lee McMurray
Carolyn Kennedy-Bittles	Greg Mills*
Kai Kert	Lynne Minnie
Kevin Kimiak	Bobby Mullins
Melvin Kingry	Thomas Musser
Terry Koob	Ed Navarro*

Colleen Newhart
Tim Noe
Louis Nowell
Pete Overman
Milton Owens
Emilio Pastrana
Mike Poblete
Carolyn Polk
Thomas Pryor
Ariel Ramos*
Scott Randolph
Chuck Raney
Frank Reale
Lenny Reed
John Rensch
Sally Richard
Wendell Ridder
Susie Riley
Charles Rivel
Jim Roberts
Frank Rodriguez
Vince Ruffy
David Russell
Trudy Salisbury
Manolito Santos
Joe Schreiner
Eric Scott

Rich Scott
Gary Shifflett
Judith Shuck*
Al Sims
Bob Sipes
Michael Smigill
Steve Smith
Jeff Snyder
Tom Spencer
Donald Sprawls
Kim Stephens
Lee Sykes
Russ Tice
Robert Turner
Bill Ventura
Larry Vesey
Michelle Villapando
Frederick Wallenbeck
Kim Walsh
Troy Williams
George Wilson
David Womack
Roger Wray
William Wright
James Young*
Tom Zaccaria

From Other Clients

Richard Beamer
Bill Betzner
Gary Brinson
Tom Brown
John Burger
Alistair Carnegie
Scott Crabb
David Crouch
Jeff Cummings
Johnny Davis
Buck Dempsey
Dan Doe
Jerry Green
Thomas Hahler
Ted Handlin
Alisa Hope
Elinor Hunter
Mark Hutnan
Warren Jones
Jim Keeley
Michael Kelly
Bill Kendall
Linda Key
Lynn Klubek
Chuck Kosch
Patricia LaRoche

Collin MacDonald
Dan Masarick
Delores Moore-Brunson
Elizabeth Nicely
Lori Orchard
Rudy Philiposian
Rama Pisupati
Scott Price
Jennifer Renard
John Riner
Charley Roberts
Judy Rowe
Gregory Ruderman
Charles Russell
Susan Russo
Phyllis Stebbing
Sonya Steedley
Todd Stidham
Carolyn Tate
Robert Van Houten
Michelle Vanderham
Gary Varner
Terry Whatley
Diane Whitford
Paula Wilkins
Donald Williams
Ed Witte