



Mega Victory

Customer Care and Innovation Win CACI **\$950M** Recompete Worth With the Department of Justice

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In long-term client relationships, it's all too easy to become complacent. But CACI's DOJ team built on their nearly 30 years of dedicated service by paying close attention to new client needs and delivering innovative technology that made their latest recompile proposal a real "Mega" victory!

Dear Team, Dear Team,

We're pleased to bring you more stories about more CACI successes. This issue of the CACI Times leads off with a tremendous win from one of our longest tenured clients, the U.S. Department of Justice. The nearly one billion-dollar Mega award is particularly gratifying because it is a recompet... and recompetes are very high on our agenda at the moment.

Yes, CACI grows by strategic acquisitions such as the wonderful team from IQM that we're bringing on board — soon to be joined by the professionals of Wexford, when purchasing arrangements are complete. But let us never forget the importance of growing our current business with follow-on and add-on work and winning 100 percent of our recompet contracts.

Our recompet record is very much on target. In fact, we won every recompet contract in our third quarter. Recompetes are important enough to our continued success for us to emphasize again that no matter how long you have had a contract, never let complacency lull you into a false sense of security. Don't think defensively that a contract "is mine to lose" because it isn't: It's yours to win ... AGAIN!

Your strategy to win a recompet should be to attack the mission with all the energy, brain power, and teamwork that you marshaled to win the contract in the first place. Start preparing for a recompet the day you win the business, and make every recompet a win repeat!

That's how we should approach our business mission at CACI — land the big projects ... then go back — stronger, tougher, more motivated than ever — to win the recompetes!

Dr. J.P. (Jack) London

*Chairman of the Board, President,
and Chief Executive Officer*

Paul M. Cofoni

President, U.S. Operations



IQM Joins Team CACI

By Keith Gamboa

It's official! CACI has completed the acquisition of the Institute for Quality Management, Inc. (IQM), a leading provider of performance management consulting and operational support services to the intelligence community and homeland security markets.

Our new colleagues from Fairfax, VA will join Jake Jacoby's National Solutions Group (NSG).

With a client list that includes National Intelligence Agencies, the Department of Defense and the Department of Homeland Security, and the U.S. Army Intelligence and Security Command, the acquisition broadens our presence in the intelligence and national security sectors. CACI also gains significant new clients who have expanding requirements and priority funding, and who complement our current client base.

Commenting on the acquisition, Don Logar, senior manager with IQM and now a CACI Senior Director says, "CACI's acquisition of IQM will increase the company's footprint inside the Intelligence Community. It will enhance CACI's capabilities in performance management, intelligence analysis, program and financial management, ISO development, and organizational development, and provide an advantage in bidding and executing new contracts across the Intelligence Community and DoD."

Acquisitions such as this play an important role in CACI's growth, and adding valued new members of Team CACI brings fresh perspectives and innovative



PHOTO BY STAN POZATEK

IQM founders Dr. Thomas Mink and Linda Mink at the signing of the IQM acquisition with CACI President of U.S. Operations Paul Cofoni and Chief Financial Officer Thomas Mutryn.

ideas, reinforces our knowledge base, and enhances our organization in many ways.

We ask everyone to join us in welcoming our new colleagues, and to do everything you can to help them learn about our CACI culture and the many solutions we offer our customers. With their solid reputation for integrity and ethics, coupled with a strong track record of exceptional client service, our new team is sure to play an important role in CACI's future.

We'd also like to take this opportunity to thank everyone on Team CACI who has participated in this acquisition. CACI remains our industry's leading strategic consolidator because of contributions like yours, which help us sustain an aggressive mergers and acquisitions program that is a key element in our growth.

Contact Jake to find out more about how you can help welcome our new IQM colleagues. You can reach him at (703) 841-2993, jjacoby@caci.com.

CACI Announces Intent to Acquire Wexford Group International

With another intended acquisition that will expand CACI's business with the U.S. Army and Department of Defense agencies, CACI has signed a definitive agreement to purchase the stock of The Wexford Group International. Headquartered in Vienna, VA, with offices in North Carolina, Kansas and Georgia, Wexford is an employee-owned consulting firm serving federal government clients in both domestic and international locations.

Wexford provides solutions for acquisition management, operational applications of technology, strategic communications and management, organization and performance. Major clients include Departments of the Army, Navy, and Air Force, as well as the Defense Information Systems Agency and the Deployment Health Support Directorate.

We expect to close on this acquisition by June 30, 2007, with the majority of our new colleagues joining Keith Kellogg's Mission Systems Group (MSG). Stay tuned to Lotus Notes and CACI*net* for updates.

"CACI is our industry's leading strategic consolidator, with acquisitions that enhance shareholder value, accelerate growth, and increase our scale."

— Paul Cofoni

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Winning Mega 3 —

Customer Care and the **OMEGA** Difference

Capture Manager Bill Hamilton with
the winning Mega 3 proposal.

PHOTO BY STEVE GIBSON

By Michael Pino

Since 1978, CACI has cultivated a remarkable record of support to its Department of Justice (DOJ) clients. Our success story with DOJ has resulted in CACI delivering more than \$1 billion in products and services to the Department.

With CACI's award of DOJ's Mega 3 recompetes, a six-year contract to provide automated litigation support services, CACI's legacy continues as we support the nation's top criminal investigation and enforcement agency.

In long-lasting relationships, it's often

all too easy to begin taking clients for granted. The challenge is to keep winning their business and not become complacent.

As DOJ Capture Manager Bill Hamilton says, "One of the great hurdles in a relationship like ours with DOJ is to keep listening to your clients. You don't want to fall into that trap of thinking you know what's best for them. You might wind up retaining the legacy business the client can't turn over to someone else without losing vital continuity ... but you probably won't get that new business that keeps the relationship — and the program — thriving."

So when the DOJ capture team began to take stock and truly listen to their clients, one message was loud and clear: DOJ wanted the kind of technology a large, technically resourceful company like CACI could provide, something that could significantly improve their productivity and help them win cases.

The answer was OMEGA — CACI's Online Mega web portal, created especially for DOJ and developed according to specific DOJ input.

"In preparing for Mega 3, we realized how important it was to make the investment in innovative new technologies that would satisfy DOJ," Bill says. "We had a huge technical advantage over our competitors that we could really make pay off. Our DOJ capture team paid attention to what the client wanted, got management support, put our top technical team to work, and came up with a winning solution that has breathed new life into our DOJ partnership."

The CACI Times congratulates everyone on the Mega team for their outstanding success on this important recompetes victory. You can read more about it in our news releases on CACI.net and www.caci.com, or contact David Andrew at (703) 642-4588.



PHOTO BY DALE HAWLEY

Mega 3 proposal team members Joe Green, Seamus McCloskey, Colleen Lurwick, Lorena Orndoff, Camille Henry, Todd Doren, and Ron Terry.

Saluting Those Who Make a Difference

Recognizing Our Top Performers

By Keith Gamboa



CACI guests enjoy dinner and conversation at our Sailing Ahead With Distinction and Excellence Awards Celebration.

There was a very special commemoration on the evening of April 17, 2007 at the inspiring U.S. Navy Memorial in Washington D.C. At CACI's Sailing Ahead With Distinction and Excellence Awards Celebration, Team CACI members were recognized for their contributions to the company by Dr. J.P. (Jack) London, CACI Chairman, President, and CEO, Paul Cofoni, President of U.S. Operations, and Bill Fairl, Chief Operating Officer.

Dr. London began the evening by welcoming "the remarkable CACI people who have contributed so much to our company's success." Taking note of the surroundings, he recounted fascinating anecdotes about remarkable World War II heroes he knew from the Navy and also mentioned his good friend, the late Admiral Thomas H. Moorer.

In his address, Paul Cofoni began by confirming that "CACI people are the best, and that you deserve recognition for your superior contributions."

He went on to note the special significance of the U. S. Navy Memorial, pointing out that CACI's very first contract was with the Navy.

Bill Fairl, as the evening's master of ceremonies, had the honor of calling each deserving award winner to the front of the auditorium to receive his or her award from Dr. London.

"I am proud of the contributions you all provide to our company's success and our clients' important missions," he said.

Read about all our Recognition and Incentive awards and award winners on the Rewards section of CACInet.

Every Win a Team Effort

Nominating Winners and Winning Contracts Just Comes Naturally

By Keith Gamboa

A twenty-five year CACI veteran had a really big night at the Sailing Ahead With Distinction and Excellence Awards Celebration: Bob Lorenzetti, our Top Nominating Manager.

Bob won his award for nominating a whopping nine of his colleagues ... all on the exceptional proposal team behind CACI's Encore II win with the Defense Information Systems Agency.



Aces Club winner and Top Nominating Manager Bob Lorenzetti accepts his inscribed Tiffany pen from Dr. London.

Bob, who also won an Aces Club award for his Encore II proposal management, modestly sums up his big night by noting, "Every contract win is a team effort by a lot of people and groups."

You can congratulate Bob at rlorenzetti@caci.com.

All award photos by Steve Gibson

Sailing Ahead

with DISTINCTION & EXCELLENCE

CACI's third quarter FY07 awards celebration was held on April 17, 2007 at the U.S. Navy Memorial in Washington D.C. Here is a sampling of some of the outstanding employees who were recognized for their contributions to our company.

For more information on all our awards, visit the Rewards section of [CACI.net](#) or contact Employee Communications Director Sandy Snyder at (703) 841-7908, ssnyder@caci.com.



The Naval Heritage Center lent a seafaring theme to this quarter's award celebration.



Left: Bill Fairl, Paul Cofoni, and Dr. London preside over the evening presenting awards to third quarter FY07 Distinction & Excellence winners.

Below: CACI winners and their guests prepare for the night's presentation of awards in the auditorium.



The stage is set for the evening's celebration!





Dr. London presents the Major Contracts Trophy to Chris Carlson and Joe DeFee for their eVenture contract award supporting the Naval Warfare Systems Center in New Orleans.



Top Gun winner Stuart Gimber brought his son Christian along for the festivities.



Wing winner Don DeSanto and Alex DeSanto with Pinnacle winner Cal Shintani and Gary Marine chat during cocktail hour.



Dr. London presents Project Manager Shankar Balasubramanian with a Master's Division award plaque.



Team Eagle winner Terry Reynolds and Donna Kessler Stewart admire the Naval Heritage Center's "Lone Sailor Awards" memorial wall as they make their way into the theater.



Pinnacle winner Dick Kitchen and Barbara Kitchen mingle with Executive Vice President Ron Schneider.

Dr. London Presents Ethics Award at HR Leadership Gala

By Keith Gamboa

The sixth Annual HR Leadership Awards of Greater Washington Gala was held on June 5 at the Crystal City Gateway Marriott. Dr. J.P. (Jack) London, CACI's Chairman, President, and CEO, was on hand to present the Award for Promoting Ethical Behavior, named in his honor in 2002.

The event, a collaborative effort by Marymount University and Training Solutions, Inc., recognizes government and industry leaders who make significant contributions to the human resources profession in the Washington, D.C. area.

**"Ethical behavior is at
the very core
of our business."**

— Dr. J.P. (Jack) London

The Dr. J. Phillip London Award for Promoting Ethical Behavior salutes those HR professionals who also strive to put ethics and professionalism first and reflects CACI's commitment to the highest ethical standards.



PHOTO COURTESY OF DREW KLEIBRINK

Dr. J.P. (Jack) London, CACI's Chairman, President and CEO, presents Award for Promoting Ethical Behavior, named in his honor, to Cathy Grantham, Managing Director of Human Resources with the Fannie Mae Foundation.

Wounded Warriors Take a Ride to Healing "It's all about soldiers helping soldiers."

They come home from Iraq and Afghanistan, hurting in body and spirit ... wounded warriors who have lost limbs and now face a year or more of healing, learning how to use prosthetic devices, and extensive rehabilitation.

Last year, CACI Senior Project Manager Larry Pence and his friend, therapeutic

riding instructor Mary Jo Beckman, with the North American Riding for the Handicapped Association (NARHA), launched a program to use horseback riding to help these injured returning veterans improve balance and increase efficiency using prosthetic limbs.

The successful pilot program at Fort Myer, Virginia was endorsed by the Army and gained official status for use at the facility to help injured soldiers from the Walter Reed Army Medical Center. The initiative has since progressed dramatically.

Larry points out, "The program provides another opportunity to our wounded veterans for physical rehabilitation, as well as allowing them to restore their confidence in their own physical abilities."

For more information, contact Larry at (703) 679-4259, or lpence@caci.com. To learn more about CACI's Deploying Talent. Creating Careers. program for hiring veterans with disabilities, contact Jaime Whitaker at (703) 460-1434, or jwhitaker@caci.com.



PHOTO COURTESY LARRY PENCE

Building confidence ... one step at a time.

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Dr. London presented this year's award to Cathy Grantham, Managing Director of Human Resources with the Fannie Mae Foundation. In his remarks, Dr. London touched on "the true meaning of ethics" by citing Dr. Albert Einstein, who commented: Relativity applies to physics, not ethics.

"He found the essence of ethics in these six simple words," Dr. London observes. "What Einstein said helps us define the absolute importance of ethical behavior in everything we do.

"There are no shortcuts ... no half measures. There is only the right, ethical way to fulfill an obligation, complete a contract, live up to an agreed-upon course of action. ... Ethical behavior is at the very core of our business. Our Operational Philosophy, in fact, places integrity and honesty above all else."

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