

Strong and Ahead of Schedule

Record FY04 Revenue of \$843.1 Million Brings CACI Closer to Our Billion-Dollar Goal

by Michael Pino

The atmosphere was charged and positive at CACI's fourth quarter conference call on August 14. CACI Chairman, President, and CEO Dr. J.P. (Jack) London and our management team were ready to announce another strong year of revenue, profits, and business growth.

"We are very pleased to report record fourth quarter and record full year results for fiscal year 2003," Dr. London said. "By all measures, this has been an extremely successful year for CACI."

With fourth quarter revenue of \$228 million and year end results of \$843 million, CACI stands out as a solid performer in the sometimes-struggling information technology market. Moreover, we are clearly on track to surpass the billion-dollar revenue target set for fiscal year 2005 — one year ahead of schedule.

Operations Report

After Chief Financial Officer Steve Waechter reviewed the "numbers," President of U.S. Operations Ken Johnson spoke about our domestic business.

He noted that CACI had high levels of business providing what's known as "C4ISR" — command, control, communications, computer, intelligence, surveillance, and reconnaissance services — primarily for clients at the U.S. Army's Communications-Electronics Command. We also increased our support for customers in the national security and military intelligence communities.

CACI's business with federal civilian agencies has also experienced significant

growth, Ken said, with a large increase coming in our support for Department of Justice activities related to the tobacco litigation and the Securities and Exchange Commission and other agencies.

"We have also added new clients like the Department of Veterans Affairs and the Drug Enforcement Administration, among others," Ken noted.

Looking to the Future

Dr. London concluded the conference call with a look ahead:

"CACI employees are dedicated to their customers and committed to providing top-quality support. We continue to embrace the highest ethical standards and integrity in every aspect of our business.



On August 14, CACI released the highest earnings figures in our company's 41-year history, announcing record revenue of \$843.1 million for fiscal year 2003 and projecting that we will surpass our billion-dollar revenue target by fiscal 2004.

"Information technology continues to power the ongoing transformation of our military and federal government, and has become the front line for America's homeland security. CACI's IT and network solutions are part of that front line and the forefront of today's new era of defense, intelligence, and e-government.

"At CACI, we are committed to remaining ever vigilant in providing innovative technology solutions that will support our great nation's future."

You can listen to a recording of the conference call at the Investors Info site on www.caci.com and read the earnings news release on www.caci.com or CACInet. For more information, contact Dave Dragics at (703) 841-7835, ddragics@caci.com.

Microchip off the Old Block

by Rick Ferris

Scott Gray's San Antonio-based Sustaining Engineering group specializes in providing customers with technical solutions to keep aging aircraft systems flying. These services include developing overhaul or repair



Evan Gray, with his champion robot "Fly Swatter," seems to be following in father Scott's footsteps as a whiz at mechanical engineering.

PHOTO BY SCOTT GRAY

procedures for aircraft parts and components, reverse-engineering parts for Air Force clients, and consulting on aircraft maintenance and support. If a part is no longer manufactured, the group leads its redesign, qualifies new sources of supply, and delivers everything the client needs to procure the part.

It may only be a matter of time before Scott's nine-year-old son Evan joins his father's team.

Builder of a tenacious 2.25-pound robot named "Fly Swatter," Evan, who just started the fourth grade, won the K'NEX toy company's "K-bot" World Championship, held July 14-18 in Las Vegas, after beating out more than 20 competitors in the San Antonio competition.

You could say that son, like father, is mechanically inclined.

"I was so excited, my mind was blank," Evan said, when he learned he

had won the Division 3 Championship; this competition featured all of the elements of robotics — remote control, multiple electric motors, and articulating "weapons."

Fly Swatter defeated all comers during four rounds of battery-powered combat. Each robot had 90 seconds to knock down or push back its opponent. Success required the efficient application of kinetic energy and physics, along with good hand-eye coordination.

Scott Gray said that his son, who wants to be an astronaut, probably learned more about competition than science. "Evan has been taught to understand that there are two things in life: there is winning — and there is learning."

You can congratulate the proud papa at (210) 735-1903, sgray@caci.com.

From Code to Canoe

by Rick Ferris

Brett Boutelle's workday is not unlike that of many CACI employees: he develops software for the Aviation Cost Evaluation System (ACES) program, an integrated cost-tracking system his BG01 team supports for the U.S. Navy in San Diego.

But the way Brett spends his free time is probably different — churning the azure waters of Hawaii and California racing outrigger canoes.

Brett's participation is not merely for fun. He has competed against some of the best paddlers from Australia and New Zealand. Some races last two days and cover more than 30 miles.

"It takes dedication and focus to succeed," Brett explains. "You have to be disciplined and use good technique.

That's probably why I also like programming!"

Brett competes as an individual and in six-person teams (both all-male and coed).

"I placed 9th in a field of 29 in the Queen Lili'uokalani event in Kona, Hawaii, finishing ahead of some Hawaiians," Brett says. His men's team once finished 20th in an international field of 59, and the coed team came in 3rd out of 24, earning a medal.

Brett is seeking sponsors so that he can compete more often in Hawaii. "I



When he's not cranking out software code at CACI's San Diego office, Brett Boutelle finds time to compete in outrigger canoe races in Hawaii and California.

PHOTO BY KERRY GUINN

want to test my limits against the world's top paddlers, and Hawaii is the best place for that."

Send your alohas to Brett at (858) 695-8220, x1416, bboutelle@caci.com.

Jack London Honored by Army Association

Receives John W. Dixon Award for Defense Contributions

by Michael Pino

CACI Chairman, President, and CEO Dr. J.P. (Jack) London has been selected by the Association of the United States Army (AUSA) to receive its 2003 John W. Dixon Award.

The Dixon Award is given annually to a distinguished industry leader who has made outstanding contributions to America's defense. Dr. London will accept the award on behalf of CACI and all our employees on October 8 at AUSA's annual meeting at the Convention Center in Washington, D.C.

The AUSA award recognizes Dr. London's leadership in focusing CACI solutions on defense needs. Under his

guidance, CACI has developed information technologies for homeland security and the transformation of our defense sector, including support for a wide range of Army projects.

"I am grateful to our outstanding CACI professionals and their unwavering dedication to clients," Dr. London said. "All of us at CACI are intensely committed to supporting our government and the defense of our nation. We believe there is no higher calling in our industry."

Read the news release on CACI.net and www.caci.com or contact Lillian Brannon at (703)841-7931, lbrannon@caci.com.



"All of us at CACI are intensely committed to supporting our government and the defense of our nation," said Dr. London.

PHOTO BY IRA WEXLER



Information Assurance Lab team members George Johnson, Cori Riney, Matt Ahrens, and Bryan Marshall review the results of a simulated cyber attack.

PHOTO BY JEFF CUMMINGS

Lab Report

How CACI's IA Laboratory Protects *and* Saves

by MaryBeth Loutinsky

"Customers might say the risk-free testing is the biggest benefit they receive from our Information Assurance Lab," explains BG06 Information Security Engineer Jeff Cummings, "but the savings they receive in dollars and time are also very significant."

According to Jeff, CACI's Information Assurance (IA) Laboratory, located

in the IA Technology Center in Chantilly, Virginia, can emulate a customer's complete environment — hardware, software, even security threats — and test solutions in a risk-free situation.

The IA Lab also provides product comparisons for customers, which translates into better purchasing decisions.

"For example, we can simultaneously run multiple intrusion detection systems, fire off an attack, and see which works best for the customer's situation," Jeff says. "The best part about it is that it's all in real time — you can see what's happening and how it works."

The IA Lab can also test system integration, vulnerabilities, policies and procedures, commercial products, and more.

Jeff adds that the staff's expertise is "really amazing. Engineers on location have the ability to reach back to the lab if they encounter a problem they cannot handle on site. At the lab, we can gather a roomful of IA experts who can usually solve the problem in a matter of minutes."

The lab is also an essential link in CACI's overall IA proficiency because it provides a foundation for evaluating new threats, verifying new techniques, and honing skills.

CACI's IA Lab is available for a wide range of customer support activities. For more information, contact Jeff at (703) 679-3801, [jcummings@caci.com](mailto:jcumings@caci.com).

inBusiness

a primer on What We Do

Systems Integration for the Pacific Fleet

This is the third in a series of articles focusing on CACI's distinction in systems integration — this time highlighting a unique software interface CACI created for the Navy.

The Navy's Surface Pacific Fleet Command (SURFPAC) needed a better way to track payments. The command relied on separate information systems for key data, and when discrepancies arose, users often had to search through dozens of files and documents to resolve the differences. It was an expensive and time-consuming process.

That's when CACI said there was a better way. We could create software that would interface with the different systems, combine the data — and even reconcile most discrepancies. Thus was born the CACI-developed Problem Disbursement Assistant (PDA).

PDA is an innovative systems integration software tool that brings financial information from different sources into one location for better oversight and prompt payment.

"To pay an invoice, all the numbers have to match," explains BG01 Vice President Rick Dansey, whose Enterprise Solutions Division created PDA. "This includes purchase order numbers, site numbers, vendor numbers, etc. Just transposing a couple of numbers can be enough to slow a payment."

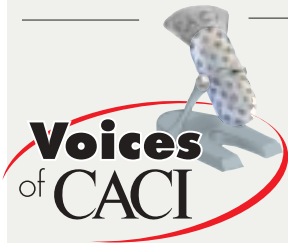
PDA works by automatically arranging financial information on a spreadsheet, applying certain business rules, and matching all of the various pieces of information connected with a purchase. Using PDA, SURFPAC has reduced problem requisitions and invoices by 90



percent, with a 98 percent savings in the time it used to take to do the job.

"A five-hour process now takes less than five minutes," Rick says, "and when you multiply that across thousands of mismatches, you can see that the time savings alone is huge."

Find out more from Rick at (703) 679-4286, rdansey@caci.com.



Getting to Know ... Phil Phillips

Phil Phillips is amazed at the technological changes that have occurred during his 19 years at CACI. He hired on in 1984 as an associate communications engineer in the fledgling field of networking. Today, he is technical director of a project converting Department of Defense personnel records to scanned images for better record keeping and support for servicemen and women.

"The rate of change is astronomical," Phil says from his BG08 office in Jacksonville, Florida. Even so, Phil believes, "Secure networks and data are even more critical now than they were 20 years ago."

Phil joined CACI from Cox Communications; he signed on because he believed then — and now — that CACI is a great company for growth. Jacksonville also is not far from Waycross, Georgia, hometown of Phil and his wife, Mary.

He and Mary were high school sweethearts, now married 29 years. They have raised two sons, both talented musicians. One boy is in divinity school and plans to be a minister of music; the other has followed in Dad's footsteps, becoming a software engineer (he even worked at CACI for a while).

Asked about his unusual name, Phil just laughs: "My granddaddy was a Baptist preacher whose name was Phillip Fentress Phillips. My parents decided to



PHOTO COURTESY OF PHIL PHILLIPS

Phil Phillips and his wife, Mary, were high school sweethearts.

continue the tradition, naming me Phillip Wayne Phillips."

To CACI's benefit, it doesn't take clients long to remember Phil's name!

Contact Phil at (904) 361-5754, pPhillips@caci.com.