

# CACI Times

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## Awards Issue

### CACI's Circle of Excellence Awards Banquet

October 24, 2002

At the Folger Shakespeare Library

"O brave new world / That has such people in it!"



*Clockwise, from far left: CACI guests were entertained by an ensemble performing airs from the Elizabethan era.*

*Dr. Jack London greeted guests and gave an inspirational keynote address.*

*The company enjoyed a special rendition of Macbeth that broke records for speed — and hilarity.*

*Ken Johnson delivered our awards presentation with enthusiasm and style.*

*Guests banqueted sumptuously in the Folger's Old Reading Room.*

*Queen Elizabeth herself (really Mary Anne Jung of "History Alive") mingled and called guests to order when the banquet was begun.*





## Chairman's Address ...

# Distinguished by Achievement, Poised to Do More

*CACI's October 24, 2002 Circle of Excellence banquet took place at a remarkable location: the Folger Shakespeare Library in Washington, D.C. Amid displays of Shakespeareana, including one of the earliest First Folios, and beautiful recreations of the famous Globe Theater and contemporaneous architecture, CACI Chairman and CEO Dr. Jack London delivered his keynote address, selections from which appear below:*

Welcome to a very special night.

I am reminded of Shakespeare's patriotic play *Henry the Fifth*, where the young king begins one of his famous speeches with: "We few, we happy few..."

He is addressing his troops on the eve of battle, but the meaning behind his words resonates tonight: you are a very select few, distinguished by your achievements, and poised to do even more.

In *Henry the Fourth*, Shakespeare had one of his characters say, "And all the courses of my life do show, I am not in the roll of common men."

It's a line Shakespeare could surely have said of himself. For he was not a common man.

And it is, without a doubt, a line that could be applied to all of you. Because of what you have done, your names could never appear on the roll of common people. Rather, they are inscribed in CACI's *Circle of Excellence*.



The theater we are in tonight was actually built to represent the courtyard of an Elizabethan inn, where traveling groups of players might stop and put on a production under the sky.

It brings to mind one of Shakespeare's most famous lines: "All the world's a stage, and all the men and women merely players."

Now, I'm not one to disagree with someone called the greatest author in the English language ... but I might take exception with this quote, at least on behalf of the people in this room.

For you are not "merely" anything — you are not "players," you are doers, and that is why you are here. For your success is not on the stage, but in that always challenging theater — the real world.

You've also prevailed in, perhaps, the most challenging of industry conditions.

We've watched as other companies — many much larger and better known than CACI — stumble and fall, hobbled by accounting scandals, poor business decisions, or outright fraud.

But you have distinguished yourselves, and your company, by making sure we're not just successful financially, but also morally and ethically. You have chosen to do your best, to meet your obligations and your clients' expectations — and you have succeeded.

I urge you to continue this tradition. By doing so, you enhance our greatest asset — our excellent reputation.

For, as Shakespeare once wrote, "No legacy is so rich as honesty."



One more remarkable thing about Shakespeare is that he still speaks to us. Whether the year is 1600 or 2002, the words he wrote, the ideals he espoused, still have relevance today.

Partly, that is because of people like you.

Not because you are Shakespeare scholars, but because you embody the highest ideals found in his plays. You are tenacious, you are strong, you are honest, and you believe in doing what's right.

If, as Shakespeare reminds us in his play *Measure for Measure*, it is true that "virtue is bold, and goodness never fearful," then, indeed, we all have nothing to fear in the months and years to come.

Congratulations, then, on your past achievements, and thank you for all that I know you will accomplish in the days ahead.



# Dear Team

We are delighted to report that the word for this quarter is “growth.” First-quarter income from continuing operations was up 39 percent, while revenue increased 29 percent from last year. The CACI Team was out there in force, meeting our clients’ challenges on all fronts.

Our circle of winners has seen growth, too. On October 24, Ken Johnson and I were proud to welcome a record number of members — 42 — into the Chairman’s Circle of Excellence at our annual dinner. Their success is the theme of this edition of the *CACI Times*.



CACI’s growth also reflects the nation’s continuing sense of urgency in fighting the war on terrorism and implementing homeland security solutions. This state of affairs places CACI firmly in support of areas vital to our national security.

Similarly, we can say that the growth in our Circle of Excellence reflects our employees’ sense of urgency in completing tasks that support our warfighters and ensure our homeland security. Our honorees stayed focused on their direction and that of our company as a whole. They fostered enthusiasm, energy, and passion in our clients and their teammates. Their determination and unwavering commitment to deliver the best were crucial to their achievements ... and so, to CACI’s success and growth.

Let’s keep up the good fight — for CACI, for our country, and for our personal endeavors toward excellence. Our growth is directly attributable to the efforts of everyone at CACI — all our current — and future! — winners.

Our congratulations to all of you!

J.P. (Jack) London  
Chairman of the Board, President,  
and Chief Executive Officer  
CACI International Inc

L. Kenneth Johnson  
President  
U.S. Operations





## Recognition and Incentive Awards ... Proposal Excellence

The first eight winners in this issue earned their recognition supporting CACI's \$30 million information assurance proposal for the U.S. Customs Bureau. The Customs contract is the largest single award to date under the government's Program Safeguard initiative, which is designed to help federal agencies protect themselves from "cyber-attack," and gives CACI a highly visible role with a key government agency in homeland defense.

### The Puck Stops Here for Bob Wilkinson



Top Gun Bob Wilkinson says, "The recognition was a real thrill for me. It was terrific affirmation that hard work does indeed pay off on a multitude of levels."

Bob Wilkinson, proposal manager for CACI's information assurance proposal to the U.S. Customs Bureau and the newest member of our Top Gun Society for excellence in proposal management, juggles "pressure" at work — and at home.

"All my children play hockey," Bob explained. "Both sons play ice hockey, and my daughter plays college field hockey." And though all his spare time is spent with hockey teams, when it came to the Customs proposal, Bob scored big. He did it through teamwork and the right strategy.

Bob credited the total team effort involved in the Customs win, noting that CACI was already working for Customs on a prior effort. "Putting the proposal together was obviously critical, but just as important were the two years spent solidifying a relationship with the client. We didn't just build a winning proposal, we built a winning relationship with the client."



Bob is credited with the development of the strategy that was the foundation of the CACI approach for this proposal, as well as significant contributions to its authorship.

### Top Technical Architect in Doe

Dan Doe, technical director of our Information Assurance (IA) Division, received CACI's Wing Award for his technical contributions to the Customs proposal award.

"His contributions were critical to this win," explained IA Manager Jim Hogler. "Dan has a uniquely comprehensive IA-domain expertise. Thanks to his input, we were able to ensure a technically complete and accurate proposal."

Dan served as quality manager and technical architect for the Customs proposal, as well as the technical volume manager. He was responsible for the overall technical quality of the submission, plus designing the manpower and staffing strategy.

"Dan is a true CACI asset," said Jim. "I am amazed at his expertise and very proud of my long association with him."



Wing Award winner Dan Doe, one of the technical stars of our Information Assurance Division, was quality manager and technical architect of our successful U.S. Customs proposal.



## Hogler Credits a Tremendous Team

Information Assurance Division Manager Jim Hogler, the recipient of a CACI Wing Award for his support to the Customs proposal, says, "It was certainly exciting to learn I was being recognized with this award. But really, it was the work of a tremendous team."

According to Jim, "This particular contract win began with a small task order. And, through hard work on the part of several individuals and a focus on delivering top quality with a high level of integrity, we were able to create a winning proposal that truly brought in the business. I am very proud of my team."

Taking on challenges is part of Jim's lifestyle, and he doesn't restrict it to the office. "I enjoy challenge, and it just doesn't get more perfect than when you combine it with the outdoors," Jim explained. "Time off for me is spent hiking, kayaking, going off-road in my jeep, and, weather permitting, cruising a jet boat down the Potomac River."

Jim must be as good at his outdoor challenges as he is at proposal work: "I haven't lost anyone yet!" he says.



*Award winner Jim Hogler cites teamwork and a shared history as key factors in the Customs proposal success. Jim also earned our Top Nominating Manager honors for submitting nominations for six of the eight Customs award winners [see back cover].*



## "Key" Contributions — and the Thrill of Victory

Linda Key, the IA Division's technical editor, was excited to learn she had won CACI's Wing Award for Proposal Excellence. You might say she was delighted to be recognized for her "Key" contributions — but she was quick to credit her IA colleagues: "This is really a terrific group to work with," she explained, "and our division manager — Jim Hogler — has the ability to bring out the best in each of us, individually and as a cohesive team."

Linda noted that, as with any proposal effort, the pressure can start to build. But it doesn't seem to be an issue with the IA group: "Let's just say there are those on the team who like to inject a lighter side to what we are doing," Linda said. "A sense of humor can certainly relieve the pressure!"

Linda also talked about the thrill of the win. "This was a recompile," she explained, "and winning a recompile is always a terrific feeling. It says more than the fact that the customer was satisfied with our past efforts — it says they want CACI there as part of their future."



*Linda Key accepting her Wing Award from Dr. London. "Winning a recompile is always a terrific feeling," according to Linda. "It says more than the fact that the customer was satisfied with our past efforts — it says they want CACI there as part of their future."*



# Meskunas Highlights Group Contributions

Contracts Manager Brenda Meskunas is proud of her Wing Award but points out that it highlights the support her group provides. "I'm pleased that others in the company recognize the contributions that are made by Contracts," she said.

Brenda won her recognition coordinating the cost proposal for the U.S. Customs effort. This included reviewing the solicitation requirements and technical responses.

Brenda also clarified the bid to mitigate CACI's risk. She did this by defining what CACI expects to receive from the government customer in order to perform the requirements and how CACI can invoice for certain charges that are directly billable to the project.

Brenda feels rewarded in the knowledge "that the line organizations count on me and trust me to help them with their projects." But in the end, she attributes her success to "those around me sharing their knowledge to allow me to find ways to approach different situations, as well as my determination to become a certified professional contracts manager."



*Wing Award winner Brenda Meskunas attributes her success to colleagues who shared their expertise as well as her own personal determination to succeed.*

## Rice's Proposal Passion



*Terry Rice said that working on the Customs proposal was easy "because the subject is one you can be passionate about."*

Commenting on the U.S. Customs proposal, Wing Award winner Terry Rice said, "If there is such a thing as an 'easy' proposal to work on, for me this was it. That's because the subject is one you can be passionate about. You really feel as though you are contributing to the security of the country when you work on programs like this."

The Wing Award was "a terrific surprise," he said, "but these last few months have been full of joyful events for me. I've just become the proud father of a baby boy." Terry and his wife also have a three-year-old daughter and, according to Terry, "I can't convey how relaxing it is to come home after a hectic day and spend time reading to her. It's wonderful."

Talking about the IA team, Terry said, "It's an eye-opening experience to see how all the parts and pieces come together from a huge range of sources. My contributions concerned disaster recovery, but CACI has the experience and expertise to examine in depth and breadth every aspect of the Customs program. The real winner, of course, is the customer."





# Matthews: Team Is Like Second Family

IA Business Manager Stephanie Matthews is excited about the Wing Award she won for her work on the U.S. Customs proposal, but reserves her highest praise for colleagues.

“This is a great team to work with,” Stephanie said, “and they’re like a second family to me. We spend a lot of time together, and each one of us is ready to pitch in with whatever support is necessary to keep it running smoothly. Best of all, everyone has a great sense of humor, which makes it a great place to work.”

That humor was on display recently in a rather unique way. The group has been experiencing some rough personal times, including having two supervisors out on medical leave. Both managers, knowing Stephanie’s love for horseback riding, kidded that she could not go horseback riding until their return, lest the team lose any more members.

Stephanie complied but, ironically, totaled her car in an accident shortly afterward. Fortunately, she escaped serious injury — and was even happier to say the same about her laptop!

“Our win was truly great news to hear at a very opportune time,” said Stephanie.



*Teamwork is the best part of the job, according to Wing Award winner Stephanie Matthews.*



*For Charlie Russell, there's no abracadabra in CACI's Customs contract award — just precision teamwork that does the job.*



## No Magic Act for Russell Instead, Success a Lesson in History

“This team is awesome,” said Wing Award winner Charlie Russell, who is CACI’s onsite program manager for our U.S. Customs work. “Building the client relationship, constructing the proposal — sometimes, it almost seems like magic the way things come together. But really, there’s no magic; it’s the incredible talent of this team. People like Jim Hogler, Bob Wilkinson, Taft Ring, to name just a few, contributed immensely.”

Team ties stretch way back for Charlie. “Jim, Bob, and I have known each other for a few years,” he explained. “We were all classmates together at Virginia Military Institute. Jim and I were even in high school together.”

That kind of history contributes to understanding the abilities of your team members. “We were highly organized. Tasks were parceled effectively and assembled in such a way as to remind the government of CACI’s past successes, with a strong proposal for the future.”



*The next three winners were all cited for their contributions to the \$51.9 million Army National Guard (ARNG) Distributed Learning contract. This key award builds on growing CACI training expertise and gives us a high profile in the Defense Department training arena.*

## Atwood Training for Excellence



It was shortly after the doughnuts were delivered to John Grimshaw's weekly informal meeting — the BG08 Friday morning "doughnut call" — that Bill Atwood found out he had earned membership in CACI's Aces Club for top proposal managers. "I was really surprised when my name was called," he said.

Bill was recognized for his leadership as the line proposal manager for the ARNG contract award. But according to Bill, "My success is built on great people. Everyone contributed, but I especially have to credit Kimberley Murphy and Ed Merkle [see below and next page], who both stepped in at a point when we needed help and were short on time."

When he's not working on proposals or managing his other programs, Bill can often be found training in other areas. "I played lacrosse in college, and when my son was old enough to be interested and ready to learn, a friend and I coached a boys' team. When my daughter started playing, I transitioned to coach a girls' team. It's been a lot of fun helping young people learn a great sport, and I like the idea of giving back to the community."

CACI also thanks Bill for giving back — to CACI's growing community of training experts and our expanding business in DoD training.



*Newest Aces Club member Bill Atwood, receiving his award from Dr. Jack London, led our proposal to help the Army National Guard deliver training that ensures its personnel are ready to deploy anytime and anywhere.*

## WING Merkle Acts Fast

Ed Merkle said that he was surprised about winning the Wing Award for his work on the ARNG proposal.

But then, Ed, a BG08 project manager, had been tapped to be the key program manager only two weeks before the proposal was due, so he had already dealt with the unexpected. In fact, one of the keys to the proposal's success was Ed's ability to act fast and "get up to speed" on ARNG requirements.

The ARNG proposal effort was limited to a three-week turnaround. Ed quickly became knowledgeable about the work of the incumbent, IITRI, and was able to clearly articulate the value of adding CACI to the team.

One of the aspects of the process that Ed found most interesting was CACI's use of a coach to help the participants prepare for oral presentations. "It was very worthwhile," Ed said, "and is something we will be able to use to enhance future presentations."



*Ed Merkle's ability to get up to speed on the rapid-turnaround ARNG proposal was key to the proposal victory.*



# Murphy Coaches Team to Victory



*Kimberley Murphy used her years of training expertise to coach ARNG oral presenters on the best way to win over the client.*

Kimberley Murphy, BG08 Program Manager for Training Services, usually misses the Friday morning “doughnut call” because of a schedule conflict. But when VP Gay Porter told her she should attend recently, Kimberley said she arrived “without a clue.” It’s a good thing she showed up — it was the occasion to announce she had won the Wing Award for work on the ARNG proposal. “Now doughnut call is my favorite event,” she jokes.

Kimberley served as the oral presentations coach on the proposal, where her extensive background in technical training was an immediate asset. She coached and critiqued our key presenters, even simulating a client question-and-answer session. She and the team created detailed presentation slides that described the approach and value we could deliver to the Guard. Our presenters were a big hit through every stage of presentation, thanks in no small part to Kimberley’s coaching.

Kimberley is delighted with her Wing Award but doesn’t accept all the credit. “Without the continuous mentoring from others in the company,” she said, “I would never have been able to complete such a successful effort.”



# “My Name’s Going to Be Up There, Too”

## Efthemes Realizes Goal With Wing Award

While awaiting her interview in CACI’s Ballston office two years ago, Carla Efthemes set a goal. “I looked at the wall of awards plaques and told the staff member that came to get me that my name was going to be up there, too.”

This October, Carla made good on that promise, winning CACI’s Wing Award for Proposal Excellence for her contract management of the Navy Personnel Command’s Electronic Military Personnel Record System proposal.

“I love the challenges of contract management, and I’m confident in my knowledge, as well as in my negotiation skills,” Carla stated, adding, “every winning proposal is truly a team effort.”

According to Carla, the contract vehicle itself facilitated the team’s success. “The contract was awarded under the Millennia Lite contract vehicle, which is an excellent way to preserve current business and secure new business. Once CACI educates the client’s contracting folks about its unique terms and conditions, they become big fans.”

CACI and the Navy are big fans, too — and look forward to Carla’s continuing contract management success!



*From her very first CACI interview, Carla Efthemes showed a determination to succeed that fits right in with our culture — and has earned her Wing Award recognition.*



*A key element of our successful \$500 million Technical, Engineering, Fabrications, and Operations Support (TEFOS) proposal for the U.S. Army Communications-Electronics Command was our proposed TEFOS Online software for improved task order management. Now, in recognition of their architecture and software development of TEFOS Online, come the following two Wing Award winners.*



## Denny Talks Product

Engineering senior manager Michael Denny brings an attention to quality to everything he does. Most recently, his attention has been focused on designing the architecture for the TEFOS Online software toolset, a product of such high quality that it earned him the Wing Award.

As Michael describes it, “TEFOS Online is a financial and project management tool that enables CACI management, staff, and our customers to better control project finances and resources. It provides up-to-the-minute information for the planning and decision process. And its role-oriented access ensures that the right people see the right data at the right time.”

Michael would clearly rather discuss the product than the award. “We continue to enhance TEFOS Online with designs that bring even more functionality to the TEFOS task order management,” he said. “It is constantly evolving and improving and is even being considered for use across our business group with the potential for corporate-wide deployment.

“I am very grateful for the opportunity to work with a dedicated, highly skilled group of information technologists,” Michael added. “They have helped me turn a vision into reality.”



*Michael Denny receives his Wing Award from Dr. London.*



## User Response Important to McCarthy

Engineering supervisor Michael McCarthy is proud of the TEFOS Online software that won him the Wing Award. “I enjoy demonstrating a product to the new users and watching them realize that it surpasses their expectations and will make them more effective in their jobs,” he said.

“My manager, Michael Denny, and SVP Lou Lifrieri provided continual support through the design and development phases of TEFOS Online,” said Michael. “Lou then provided additional support to bring TEFOS Online to the product it is today.

“Support from management is definitely a factor in my success,” he added. “I also have a strong engineering background and a great team. Without the team, my goals and visions could never be realized.”



*Wing Award winner Michael McCarthy at work on the TEFOS Online software he developed to help both CACI and Army managers better track and coordinate task orders.*

*Our General Services Administration (GSA) Program Management Office (PMO) is one of CACI's fastest-growing group contract vehicles and accounts for a significant portion of our annual bottom line. Two of the key players in this area are also among our newest Wing Award winners: Lou Casamayou and Florence Collins.*

## Casamayou's Hectic Pace of Success

Lou Casamayou, Director of Operations for CACI's GSA Program Management Office, knows what it's like to work rapid-turnaround proposal requirements. He won his Wing Award supporting quite a few of them!

For starters, Lou completed both the technical and administrative proposals for Logworld — the Logistics Worldwide Schedule contract — and was responsible for developing the blanket purchase agreement (BPA) for the Office of the Secretary of Defense. In addition, he contributed to CACI victories on the Army National Guard proposal and the Nuclear Regulatory Commission BPA.

Lou laughs about the hectic pace of the GSA PMO. In one case, his group received notice of their eligibility for the award on a Wednesday, with the notification that they would be required to present a two-hour briefing the following Monday morning. He and a colleague went into overdrive and, after a very busy weekend, showed up on Monday with a 50-page overhead presentation. And won the award, of course.

"I am delighted to win the Wing Award," Lou said, "but even more delighted at CACI's success."



*Award winner Lou Casamayou earned his "wings" meeting the fast turnaround requirements of GSA contract solicitations.*



## Collins Hits the Ground Running



*The top pricing support of Wing Award winner Florence Collins lets GSA proposal teams move fast in a high-pressure environment.*

When coworkers describe Florence Collins, they use expressions like "extremely organized," "very dedicated," and "a true asset." A member of CACI's Pricing Group, Florence won the Wing Award for Proposal Excellence for her support to CACI's GSA proposals.

Florence works in the high-pressure GSA atmosphere, where she is responsible for preparing task order pricing for funded GSA orders. These proposals require an extremely fast turnaround, often in one day, and sometimes in just a few hours! Florence's subject knowledge and organizational ability let the team "hit the ground running."

Florence has contributed to many aspects of the GSA proposal process, from coaching project leads through the intricacies of GSA pricing to improving CACI's procedures for processing GSA proposals. Her process knowledge has helped CACI better market some of our core solutions to both current and new clients, especially in the areas of imaging and document solutions and laboratory testing and analysis services.

The GSA team has had a record-setting year — and Florence has helped keep pace, every step of the way!





## Recognition and Incentive Awards ... Sales Excellence



*Ray Clift notes he owes his success to client relationships he has built over many years.*

### For Clift, It's About Quality Relationships

For BG06's Ray Clift, the Quantum Award is about quality relationships. "I won it for work I did for the State Department's OpenNet Plus Program, which is the first client I had when I started consulting 16 years ago. I'm glad I did a good job for them back then!" The OpenNet Plus Program is the department's initiative to provide secure global network access at State Department posts.

Ray's skill at building and maintaining relationships is a boon for CACI. Because of his skills, CACI is now the contractor for the entire OpenNet Plus Program, and Ray will continue this success as the program manager for all CACI projects supporting this client.

People are another reason Ray likes his job. "It allows me to interface with folks both at client sites and at CACI," said Ray. "I've developed many good relationships, and I know there are more to follow."

There's one more factor in Ray's Quantum success: "For me, the Quantum Award is the sign of a good company," he added. "I have been exposed to many organizations, but none of them acknowledges the efforts and successes of its employees the way CACI does." Clearly, that's another quality relationship that makes a quantum difference!

## Davis Counts on Communication

Bob Davis earned his CACI Quantum Award delivering outstanding sales for our information assurance and healthcare business. But Bob noted his successful endeavors were also made possible by the hard work and effort of other CACI people. "The teamwork here is tremendous," Bob said. "Business development success is a real group effort. Our exceptional people in Operations, Contracting, Pricing, and Proposals allow me to be successful."

According to Bob, information sharing is critical. "Good communication is paramount to success, and the teams I work with really understand this. The proof is in our results."

Bob was a previous Project Plus winner in 1999 for his work on Y2K programs for the Commonwealth of Virginia. More recently, his time is spent developing new clients for our information assurance practice and doing market development relating to the Health Insurance Portability and Accountability Act.

In his spare time, Bob relaxes by reading. "The reading I do has proven to be very beneficial as I work in these different fields," said Bob. "You'll never go wrong by being aware of what's going on in the world around you. But more importantly, CACI's team philosophy, and the overwhelming spirit of cooperation, has been the biggest benefit to achieving success."



*Quantum Award winner Bob Davis knows how to communicate success.*

# Haynes: Quantum Sets New Goals

Quantum

“Winning the Quantum means that I will now have to set and accomplish new goals of excellence for myself and my team,” said BG02 Division Director Henry Haynes. That shouldn’t be hard for Henry — who received the award for winning funded task orders under the Mega 2 and Schedule 36 contracts with the Department of Justice — thanks to his 16 years of experience working for CACI in the DOJ environment.

“My experience gives me in-depth knowledge of litigation support, as well as the specific client and contract requirements of the divisions within DOJ,” he said. “It also allows me to quickly identify potential work!”

Henry also credits his years in the DOJ environment with enabling him to establish strong relationships. “The client relationships I have established open the door to many support opportunities.”

But client relationships aren’t all Henry is grateful for. “I also owe my success to senior managers who have been supportive of my career growth and a super team that makes my job easier.”



*According to Henry Haynes, “The most rewarding aspects of my job are the sustained relationships that I have with ‘old’ clients and the opportunity to build similar relationships with new ones.”*

# Pinkston and the PARIS Model

Quantum



*Quantum Award winner Janet Pinkston is enjoying PARIS and the success she’s achieved selling task orders on what her clients call a “model project.”*

One doesn’t usually associate CACI with PARIS models, but BG08 Program Manager Janet Pinkston has ample reason to do so. CACI’s Planning and Resource Information System (PARIS) project, which built a budgeting system for a top federal client, has won Janet a Quantum Award for sales excellence.

The client’s senior management and hundreds of staff members are hailing PARIS as a “model project” that is bringing them new gains in productivity and efficiency. This praise is particularly impressive when you consider it comes from a new client. The client has since asked CACI to develop an additional subsystem that will increase the user base from 300 to more than 2,000 employees.

Janet says she “felt great about winning the award.” A relative newcomer to CACI and the contracting scene, Janet says she has been most impressed with the high standards and exacting requirements of her clients.

Cited for her “leadership, initiative, technical skills, and outstanding ability to forge a strong CACI-client partnership,” Janet nevertheless insists that the award is a reflection on her entire excellent team — “Without them, we wouldn’t be where we are today.”



# Wasilewski Adds It Up

One of the most exciting parts of sales work is watching your totals mount up. BG08 Director Nick Wasilewski recalls the anticipation as he continued to win the proposals and task orders that earned him a Quantum Award for Sales Excellence.

Nick won his award delivering exceptional sales support for document imaging and related technology projects with the Navy and the Department of Defense. It's an area he is especially enthusiastic about: "One of the most interesting aspects of this work has been watching the evolution of the conversion process. It's gone from paper to electronic form to useful applications on the web, all in only about 15 years."

With the Quantum Award, Nick adds another top accomplishment to his resume. Currently director of BG08's Enterprise Systems Division, Nick has already managed several specialized projects in automated document conversion for DoD and the Office of the Secretary of Defense. He's also been part of a winning team before: when Nick and his group participated in developing the highly successful QUADS (Quality Document System) applications for the Navy, they were joint recipients of the first Team CACI award for intra-company collaboration.



*When the accomplishments of Quantum Award winner Nick Wasilewski are added up, business success is the bottom line.*



## Prince Stays Focused, Keeps Current



BG06 Director Fitzroy Prince won his Marathon Award for providing network enhancements and expanded capabilities to the Federal Aviation Administration Agency's Data Telecommunications Network project. And with this award, Fitzroy offered to share the secret to his success — or two secrets, to be precise.

"I try to really stay focused and alert to any new business opportunities that may present themselves," he explained, "but in addition, I make a point of keeping current with technology."

"Knowing what's out there and how it can benefit your client is really a key element. It's a terrific feeling to find something new, to develop the scenarios to demonstrate to the client where it will work and what it will do. And it's a real plus when you can demonstrate that it will also save them money."

To unwind, Fitzroy turns to the golf course. "There is just something very relaxing about those early morning hours on the golf course," he said. "Being a 'morning person,' I find it easy to 'rise and shine' for golf!"

*Marathon Award winner Fitzroy Prince attributes his sales success to staying alert to business opportunities and keeping up with technology innovations.*





# Jones's 16 Minutes of Fame

The Marathon Award won by BG08 Division Manager Eric Jones symbolizes his unwavering efforts to win new business. But Eric's personal best may just be something he accomplished in only 16 minutes!

Eric's team worked hard to win the Fleet Material Support Office Omnibus contract and has diligently captured millions of dollars in new task orders. Eric also enthusiastically embraces CACI's General Services Administration (GSA) Information Technology Schedule, steadily working this vehicle to achieve record sales. But it was the famously fast turnaround required on GSA awards that gave rise to what Eric describes as the quickest contract award on record.

This particular solicitation, for the Defense Printing Service, took all of 16 minutes, from receipt to return of the signed award. Not only that, but Eric was not even at the office where the solicitation arrived (Ballston) — so the time also included faxing materials between this office and his!

And that wasn't the crowning achievement: to top it off, the 16 minutes beat the deadline!

As Eric says, "We like to get the award as fast as we can."



*Eric Jones's sales success on rapid-turnaround proposals includes response times that would make any marathon runner's "personal best"!*



*Ernie Draper has helped TTOES II become the fastest-growing contract vehicle in his division.*



## Draper Is TTOES Marathon Man

It's no coincidence that Oklahoma City's Ernie Draper has won the Marathon Award — Ernie has been on a marathon of his own, leading the race to win almost 30 separate TTOES II delivery orders that well exceed the \$15 million award threshold in value. A director in BG01's Engineering and Logistics Division, Ernie played a key role in the initial TTOES II proposal and has been instrumental in making TTOES II the fastest-growing contract vehicle in his division.

TTOES — the Technology Task Order Engineering Services contract — provides engineering and logistics services to the Air Force. Ernie knows these services well, having developed his expertise over the course of some 28 years as a civilian worker at Tinker Air Force Base before joining CACI in 1996.

Ernie's award also recognizes his ability to accomplish so much in an intensive, quick-turnaround environment. Despite the challenges, Ernie says that there are definite rewards: "It's always exciting to see the response of the team members when you announce the award. It's a real pleasure, and it's shared by the entire team."



## O Brave New World / That Has Such People in It!

*The theme of this year's Circle of Excellence banquet was all things Shakespeare, and this line from The Tempest (Act V, Scene I) aptly sums up our award winners, the new defense era they support, and the honesty, integrity, and ambition they bring to all they do.*



*Commenting on the relentless and ongoing commitment of all our award winners, Master of Ceremonies Ken Johnson noted, "Things won are done / Joy's soul lies in the doing." (Troilus and Cressida, Act 1, Scene 2.)*



CACI's leading proposal award winners, Top Guns Greg Wilson and Bob Wilkinson and Aces Club member Bill Atwood.



CACI award winners and guests were entertained by Well Met Productions, with their rendition of ... Macbeth.



Left: Our record-setting team of 19 Wing Award winners: Lou Casamayou, Rudy Manuel, Frances Choi, Colleen Lurwick, Mike Lustig, Ken Wright, Linda Key, Florence Collins, Jim Hogler, Stephanie Matthews, Ed Merkle, Carla Efthimes, Michael McCarthy, Brenda Meskunas, Kimberley Murphy, and Michael Denny.

Right: Quantum Award winners Chuck Charboneau, Ray Clift, Bob Davis, Henry Haynes, Janet Pinkston, and Jim Van Dyke.







Our top sales stars, Pinnacle Award winners Ted Buford and David Andrew, with Dr. Jack London.



"I hope Mr. Shakespeare doesn't mind we celebrated in his house tonight. Actually, I believe he'd be quite proud ... As he said in King Henry VI, Part I (Act I, Scene VI): 'How shall I honour thee for this success? ... Come in, and let us banquet royally, after this golden day of victory.'"

— from Dr. London's Keynote Address



by a Shakespearean acting troupe from  
beth in 20 Minutes or Less!



Florence Chamberlain, wife of Top Gun Charlie Chamberlain, receives an Elizabethan greeting from a young Will Shakespeare (Tom Plott of Tomfoolery).



Marathon Award winners Irv Ramirez, Ernie Draper, Joel Kehm, Lou Lartigue, Lorena Orndoff, Joe Salas, Eric Jones, Camille Henry, and Fitzroy Prince.





# Andrew Delivers "Miracles on Demand"

When asked how he won the Pinnacle Award for his sales success, Senior Vice President David Andrew replied, "I've worked with a lot of good people, and I've made life difficult for the techies."

David, whose team captured nearly \$110 million in funded orders under the Mega 2 and Schedule 36 contracts with the Department of Justice (DOJ), illustrated his point with a lesson from DOJ's suit against the tobacco companies. "We were helping the government access data from the tobacco manufacturers' litigation websites, but the data had been made difficult to use. Tasks that would normally be automated were almost entirely manual, for example, and one particular task even took 14 people several months to perform.

"I observed that if their site data were text, we could theoretically 're-automate' it. I got the techies to admit this could be done and persuaded the client to invest in the approach. Soon, we were able to do that same work with just one person and in just a couple of hours." Needless to say, DOJ reaped great productivity gains and cost savings as a result.

"I enjoy working with difficult situations and variously skilled people to make things happen at need," said David. "Back in ancient times, we called this 'miracles on demand!'"



*According to Pinnacle Award winner David Andrew, "One thing I've learned in my 18 years of DOJ support is that there isn't much that can't be done — if you work with the right people."*

# Hamilton Even Surpasses Victory

At the conclusion of the Circle of Excellence awards presentation, Master of Ceremonies Ken Johnson called the audience's attention to one more outstanding contributor to CACI's proposal record.

As Ken put it, "This is an individual who has literally surpassed all our award categories. We created the Victory Award for proposal managers who bring in more than \$250 million in contract awards ... But this member of our CACI Team has been capture manager, proposal manager, and otherwise presided over or been associated with more than \$1 billion in proposal victories."

The holder of this stunning record of accomplishment, who stepped up at that moment to accept the warm recognition of all the winners that night, was BG02 Senior Vice President Bill Hamilton. Bill earned

these accolades as someone who has contributed to every major DOJ contract award CACI has won over the past 20 years, including serving as capture manager for the \$950 million Mega 2 proposal.



*Bill Hamilton won special recognition for his contributions to more than \$1 billion in proposal awards — an achievement that surpasses even our top-rated Victory Award for proposal success.*

Typically, Bill chose the occasion to honor his teammates. "I consider myself very fortunate to be a member of such an incredibly talented and gifted group of people," he said. "The folks in BG02 are the real reason we have sustained, and continue to sustain, our 25-year legacy of providing superior support to our DOJ clients."





## CACI's All Officers Meeting 2002

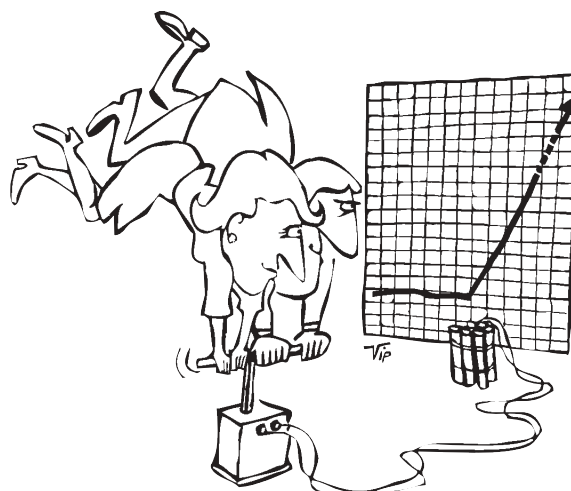
# Collaborate to Win *and* Perform!

CACI's 2002 All Officers Meeting, held October 2-3 at the Hilton Hotel at Washington Dulles Airport in Herndon, Virginia, brought together our top managers and guest experts for company updates and productive strategy sessions. This year's theme was "Collaborate to Win *and* Perform," reflecting our goal of winning — and *keeping* — business.

You can download the All Officers presentations from the Marketing Resources section on CACI.net



Guest speakers included Richard Armitage, Deputy Secretary of State and a former CACI Board member, shown here with Dr. Jack London and Chief Executive Officer Steve Waechter.



Making business happen — the CACI way!



Director Julie Pitts and SVP Mike Loudon, newcomers from the Government Solutions Division acquisition [see p. 21] chat with BG08 VP Larry Ferguson.



BG02 EVP Gail Phipps, right, stops to talk strategy with President of U.S. Operations Ken Johnson.



# CACI Welcomes Acton Burnell ...

On October 17-18, CACI welcomed the newest members of the CACI family — the former employees of Acton Burnell, Inc. Just one day after we completed the acquisition of this information technology company, orientation for the newcomers began in the Ballston, Virginia headquarters location and continued the next day in Chantilly.

Acton Burnell brings CACI additional capabilities in systems integration, knowledge management, and manpower readiness and training. In a news release announcing the acquisition, Dr. Jack London said, "We are pleased to welcome the talented professionals of Acton Burnell to the CACI family ... Their corporate culture, strong business ethics, and dedication to client support assure CACI and our shareholders of a good fit with our own culture and strategic goals."

*For more information about Acton Burnell, contact Senior VP Pat Stefl at (703) 841-7833. To learn how you can sponsor a new employee, contact Sharon Barbour at (703) 841-7857.*



*CACI's Vincent Carter and Glennca Faison, second and third from right, greet Acton Burnell newcomers (left to right) Dave Clark, Warren Jones, and Lody Omadeke.*



*BG02's Elias Deeb, right, and Acton Burnell employee Gail Abrantes, whom he is sponsoring. Our mentor/sponsorship program is an important way in which we help new hires learn about CACI, our business, and our corporate culture.*



*Acton Burnell's Lisa Pederson, second from right, chats with Bill Vitaletti from the Project Resources Group and BG02's Tracy Fernholz and Bob Brockman.*



*Acton Burnell's Bill Wydo, Tom Donovan, and Fred Haberman on a break during orientation.*





# ... and Condor's Government Solutions Division

CACI's August 2002 acquisition of the Condor Technology Solutions' Government Solutions Division welcomed three new locations and approximately 75 new employees to the CACI team. The team brings new clients to our company and top-value skills and solutions in communications, recruitment, and training.

Director Julie Pitts said the team has been thrilled with its first few months as CACI employees. "It has been an exciting time for us all," she said. "The transition from Condor to CACI was well planned and exceptionally well executed, and we're all excited to be part of a profitable and growing organization."

The team has offices in Baltimore, Maryland and Pittsburgh, Pennsylvania. Their services integrate technology and communications, including electronic marketing and online learning solutions. Each is supported by traditional communications — print and online advertising, marketing collateral, direct mail, and video production.

The group also operates a call center in Langhorne, Pennsylvania for the Department of Veterans Affairs (VA). The center, profiled this past Veterans Day in the *CACI Times Online* on CACI*net*, answers questions from veterans on health care and other VA benefits.



Members of the Veterans Affairs Call Center team include Jenna Techtmann, Laurie Taylor, LisaMarie Techtmann, Manager Terry Gimpel, Teddi Montgomery, and Amy Black.



In Pittsburgh, our new CACI teammates include Judi Wolstoncroft, Doug Griffin, Jennifer Rodal, Chuck Urishko, Sean Cavanaugh, Betsy Thompson, Rob Price, Amy Bloom, Julie Calinger, Jeanine Leech, Kelly Flanagan, and Corey Roberts



Baltimore's group features, in the first row, Stephanie Shane, Jerlyn Thomas, Sue Merryman, and Karin Fickes; and in the second row, Corey Hindmarch, Katie Lutts, Donna Hancock, Brian Daly, Mark Failla, Karen Samba, Wayne Porter, and Cassandra Price.

According to Julie Pitts, with the leadership of new Senior Vice President Mike Loudon and the retention of all 75 employees, the former Condor team hasn't missed a step. "We've already discussed many new opportunities and are looking forward to many more to come."

For more information, contact Julie at (412) 343-4000, x122.



## Dr. London Speaks at Naval Academy Ethics Award Ceremony ... "Honor, Courage, and Commitment"

In September, Dr. Jack London returned to his alma mater, the United States Naval Academy, as the featured speaker during a ceremony held by the Academy's Center for the Study of Professional Military Ethics. The occasion was a salute to the finalists of the Center's Ethics Essay Award.

In his speech, Dr. London (class of '59) addressed issues of professional ethics and reaffirmed the importance of the Navy's core values of honor, courage, and commitment, whether in battle or the boardroom.

Dr. London welcomed the finalists and was on hand to recognize the winner, Midshipman 2nd Class Eric Twerdahl, Jr.

In his speech, Dr. London noted that the midshipmen of the Naval Academy are being trained to be America's leaders of tomorrow: "Whether you are Naval officers or leaders in government or business, at some point you will be faced with difficult choices. Probably the only guidance you'll ever need can be found in the Navy's core values of honor, courage, and commitment. These values guided me through my time at the Academy, my 24 years as a Naval officer ... and through a long career in business."

*You can read the full text of Dr. London's speech on CACInet in the CACI Times Online archives.*



*After his speech on ethics at the Naval Academy, Dr. London, right, joined in the congratulations with Eric Twerdahl, Sr., father of the Ethics Award winner; Vice Admiral Richard Naughton; and the winner himself, Midshipman 2nd Class Eric Twerdahl, Jr.*

## Partnering With the "First Entrepreneurs"

CACI President of U.S. Operations Ken Johnson, noting that Native Americans who "farmed, hunted, trapped, fished, and traded were among the very first entrepreneurs on this continent," presented lessons learned from CACI's successful partnership with tribal businesses when he served as keynote speaker at the National Summit for Emerging Tribal Economies. The event was held on September 16-19, 2002 in Phoenix, Arizona.

Hosted by Interior Secretary Gale Norton, the summit focused on building sustainable tribal economies and creating jobs. Ken's speech centered on the benefits of teaming with tribal businesses to access "the talent and brains currently locked inside tribal firms." He also touched on his own roots as a member of the Chinook Nation of Washington State and noted their rich history of active participation in trade with European settlers and other Indian nations.



*Speaking at the National Summit for Emerging Tribal Economies, Ken Johnson made a solid case for partnering with tribal businesses to meet the needs of today's fast-paced technology market.*

"We have a critical demand that isn't being met via the traditional marketplace," Ken said, "and that presents a unique opportunity that CACI and other smart businesses will turn to our advantage."

*Contact Ken at (703) 841-7885 for more information. The full text of Ken's speech is available on CACInet in the CACI Times Online archives.*

# CACI Opens Trading on the New York Stock Exchange ...

Having just announced record revenues of \$681.9 million, on August 16, 2002, CACI Chairman and CEO Dr. Jack London rang the bell that formally opened the New York Stock Exchange (NYSE). Thus did CACI begin its first day of trading on the NYSE under the new ticker symbol "CAI."

CACI made the move to the NYSE after 34 years of trading on the NASDAQ. "We are extremely pleased to be joining the family of NYSE-listed companies," said Dr. London. "As we begin a 'new day' with the NYSE, we believe that the quality of this market will provide better trading efficiency for our shareholders and less volatility to our stock."

Dr. London was joined by members of CACI's Board of Directors, senior CACI managers, and other members of the team that helped make the move to the NYSE.

TV and radio interviews with Dr. London were held throughout the day, and video footage of CACI's opening bell ceremony was available to television networks and local stations.

"I'm grateful to our employees for their hard work and dedication," Dr. London said, "and I'm thankful for our talented and highly experienced executive managers. We firmly believe that as we enter FY03, we are in the right markets, with the right capabilities, and with the right team."

For more information, contact David Dragics at (703) 841-3710. You can also read more about it on CACInet.



*Dr. Jack London and Ken Johnson accept a commemorative plaque from Catherine R. Kinney, New York Stock Exchange President, Co-Chief Operating Officer, and Executive Vice Chairperson.*



*The CACI team, including our executive managers and members of the Board of Directors, gathers in the New York Stock Exchange board room.*

## ... and Unveils a New Wing in Elkridge



In October, Dr. London visited our BG02 office in Elkridge, Maryland to meet the team and preside over an informal ribbon-cutting ceremony for a newly expanded wing. While there, he presented awards to a number of signal analysts who turned in top client support, recognized promotions and service awards, and met with the client, who, according to Dr. London, "had nothing but praise for our team and its work to ensure our nation's defense."

*Shown here are Mike Lustig and Rich Talbott with Dr. London "cutting up" in honor of the new wing.*

For more information, contact Mark Lewis at (410) 579-5936.





## BG01 Team Runs for America

Members of our BG01 team supporting the Military Sealift Command (MSC) recently joined hundreds of employees from throughout the Department of Defense in "Run for America," the 467-mile relay from the Pentagon in Washington, D.C., through the location of the Flight 93 memorial in Shanksville, Pennsylvania, to Ground Zero in New York City. The relay commemorated the lives lost in the September 11, 2001 terrorist attacks.

Participants Gary Brinson, Art Padama, and John McCambridge all work onsite at the Washington Navy Yard in support of the MSC Logistics Directorate.



BG01's John McCambridge, Art Padama, and Gary Brinson helped carry the American flag during "Run for America," a 467-mile relay in remembrance of the lives lost in the September 11 terrorist attacks.

The entire event took more than 79 hours to complete, with each group of runners covering an average of five miles. It culminated in the presentation of an American flag to New York City Mayor Michael Bloomberg. The flag had been flown by U.S. forces during Operation Enduring Freedom and was passed between the groups of runners along the route.

According to Gary, "We only had six people in our team, so we all decided to do our entire leg as a group rather than dividing it up. We all passed the flag around, so everyone got a chance to carry it. Carrying the flag that was flown by American forces in Afghanistan and then flown over the Pentagon was a great, great honor."

For more information, contact Tom McKillop at (703) 679-3465.

## The Stars Come Out in Orlando



Lloyd Pryor and Engin Altan, members of the team that won STRICOM's Star Award, shine in their client support, but otherwise enjoy a moment in the shade (unavailable for this photo was award winner Robert Brice).

It's not just the sun that's shining on our BG07 team in Orlando, Florida. That's because three of their top performers are on the team that won the U.S. Army Simulation, Training, and Instrumentation Command (STRICOM) Star Award for Project Execution. Engin Altan, Robert Brice, and Lloyd Pryor are brightening their client's day with their outstanding support for the Intelligence and Electronic Warfare Tactical Proficiency Trainer (IEWTPT).

IEWTPT is a training device that lets commanders, battle staffs, intelligence soldiers, crews, and units train and exercise with a full set of military intelligence capabilities. CACI supports the project as a subcontractor.

John Tucker, Director of CACI's Training and Simulation Systems Division, said, "I am very proud of Engin, Robert, and Lloyd. The combined efforts of the IEWTPT team supported STRICOM in the areas of acquisition reform, acquisition streamlining, and their move to commercial practices. This process will save STRICOM time and dollars."

You can contact John at (717) 691-2178.





## Winners Announced for Palm Pilot and Training

BG01's James "Marty" Martin, LAN administrator supporting the Shipboard Non-Tactical ADP Program (SNAP) in Pascagoula, Mississippi, now has a new tool to help keep him organized. Marty is the recipient of a Palm Pilot awarded by CACI Virtual University as part of CVU's company-wide launch. When he enrolled in CVU, Marty's name was entered in a drawing, and he was selected as a winner in October.

"It was quite a surprise to me," Marty said. "I reviewed several classes, made my selection, and registered, but I completely forgot about the contest. I guess it's a good thing I have a Palm Pilot now!"

Marty is currently taking CVU classes online. "CVU is really a terrific opportunity," he said. "My job keeps me busy, but these classes can be taken in 'spare' times, such as lunch or if I'm working on a holiday when my client is off. It helps me, CACI, and my Navy client."

### Doing the Numbers ...

- Employees who enrolled in CVU before October 1 received "i-Slice" CD openers ... and more than 1,100 were sent out.
- BG08 tops all groups so far, with over 380 employees enrolled ... and 24 training needs identified for teams.
- More than 210 free computer-based training courses are now available ...
- ... and 20 different vendor online courses can be accessed for better-than-catalog pricing.

Find out more by contacting **CVU Director Rose Noxon** in the Project Resources Group at (703) 679-4291, [rnoxon@caci.com](mailto:rnoxon@caci.com).



Marty Martin, left, receives his Palm Pilot from Manager Dick Mason. "I reviewed several classes, made my selection, and registered," Marty said, "but completely forgot about the contest. I guess it's a good thing I have a Palm Pilot now!"

Another winner was BG07 Vice President Bruce Stewart, who receives \$5,000 in free training for his group as winner of a second drawing held for managers. "This is a wonderful opportunity for my team," Bruce said, "and I know they are looking forward to participating."

Bruce's team supports the Department of Army in systems acquisition, fielding, and logistics in Ft. Monmouth, New Jersey. "The plan is to allow the program managers to take classes that will prepare them for the Program Manager Certification exam. This is a terrific way for them to validate their credentials. It will benefit them, the client, and CACI."



Bruce Stewart entered training requirements on the CVU website and won \$5,000 in training of his choice for his team. Now his program managers can take classes that will improve their client support skills and prepare them for the Program Manager Certification exam. "It's win-win all the way around," said Bruce.



# Encore Achievers

## From the Air Force

**Jamie Hardy** was recognized for her excellent work on the Advanced Strategic and Tactical Infrared Expendables program.



**Mike Long** won kudos for his dedication and technical support helping the CAS-B community resolve a transaction history archive problem.

## From the Army

**Bruce Loughmiller, Kevin Maguire, and Doug McKay** were praised for their professionalism and flawlessly executed support of the 2002 Installation Report/SBC training session.



The team of **Todd Boward, David Cedel, Vince Nguyen, Sam O'Hanian, Ron Painter, Walt Richert, and Paul Sheridan**

was recognized for outstanding efforts supporting the Prophet Simulation Test Bed/Computational Test Bed and the Balkans study.

**Paul Ferrante, Joe Lewis, Tawana Ross, and Richard Stankavage** were thanked for their outstanding efforts in support of the Logistics Information Center.

Thanks to **Menna Rayo's** expert efforts, the Army saved more than 16 hours of labor on a new task.

**Mary Daye** earned an enthusiastic "thank you" for her support to the Army Materiel Command.

**Shankar Balasubramanian** was recognized for superior customer support on the RM Online Manpower Documentation Module to the HQ, Operations Support Command.

**Kim Burton, Bill Hauser, and Mike Layton**, as well as **Gary Honaker, Don Martulli, Chris Plant, Dianne Scarpellino, and Diane Whitford**, were recognized for their outstanding support of the I2WD.



**Kerri O'Neill** was commended for outstanding efforts in support of the High Performance Computing AMBISS development.

**Steven Lance Hersh** was thanked for his attention to detail and policy for his handling of a potential security violation incident while staffing the client's lobby security desk.

The hard work of **Ted Gray** assisting a Team Signal Warfare support project earned him appreciation.

**Sha Rhonda Foster** and **Michele Meszaros** received accolades for their efforts in support of the highly successful PM SW off-site meeting.

Maintaining a pleasant, dedicated, and meticulous attitude while staffing the security desk area earned **Lori Orchard** recognition for her efforts.

**Joseph Pettorino, Rita Petrosyan, Jerome Williams, Jon Whitmore, and Shawn Zeng** were applauded for their high level of technical expertise and dedication while supporting the HPL2000 migration for the Army National Guard.

## From Commercial and Other Clients

**Sandra Ivey's** performance in developing a software test plan for the DSAMS Project won her praise from PriceWaterhouseCoopers.

The outstanding performance and many contributions of **Tom Bell** were recognized by the State Department.

PriceWaterhouseCoopers praised the superb support provided to a Department of Education project by Stephen Leisner and his team of **Jeff Bicer, Stephen Bray, Larry Grenier, Dawn Gruszewski, Gary Hill, and Eric Villaflor**.

**Doug Sinon** was recognized by Raytheon as an "irreplaceable resource" for his contributions to a Navy project.

Sometimes kudos are not enough! **Gary Miller** was selected Legionnaire of the Year for his outstanding efforts in support of the American Legion Department of France.

**Nini La** was commended for her many contributions and dedicated efforts supporting the JWARS project and Lockheed Martin.





## From the Department of Defense

The professionalism, technical expertise and dedication of **Ed Thomas** won him commendations for his support to the National Security Agency's Cryptologic Center.



**Tracie Nalle** was recognized for her excellence in financial and contracting matters in support of the Defense Advanced Research Projects Agency.

The National Security Agency commended the outstanding efforts of **Joann Sanchez**, who successfully spearheaded the organization and composition of its 2001 Musketeer End-of-Year Report.



## From Department of Justice

**Tyrone Bowie** received a letter of appreciation for his outstanding technical support in connection with Dow Chemical Co. v. United States.

**Jeanna Anderson, Francis Choi, Camille Henry, and Gary Kidd** were thanked for their incredible level of commitment and support.

A big "thank you" went to **Kent Tolmachoff** for his excellent organizational skills and level of support.

The hard work and attention to detail exhibited by the team of **Sheron Barton, Daniel Clough, Crystel Kurtzberg, Willow Marr, and Seamus McCloskey** were described as "invaluable" for the Mid-Continental case. And in a second e-mail, **McCloskey** was joined by **David Conroy, Cynthia Davis, Nathan Johnson, and Charles Vidnovic** in receiving DOJ recognition.

**Marcia Marsh** was commended for her excellent efforts organizing and transferring case materials.

**Phillip Gundlach** was thanked for his thorough and detailed handling of an important task.

**Craig Christman** was recognized for his contributions and support for the set-up of an immediate access backup database.

## From the Navy

The team of **Lewis Bellinger, Christina Colombo, Theodore Handlin, and Judith Rowe** was recognized for their many contributions to realizing the Navy's vision of a single financial system across wholesale and retail accounts, both ashore and afloat.

The hard work and can-do attitudes of **John McDaniel, Roger Roberts, and Wayne Wheeley** won them kudos for efforts supporting a Navy warehouse move.



**Delano Wong** was commended for his valuable support of the 2002 CNAF Afloat/Ashore Supply Corps Officers Conference.

**George Kanaly, Reginald Kelly, Harry Mallett, and Randy Smith** were recognized for "over and above" support provided to the Commander of the Naval Air Force of the Atlantic Fleet.

Meanwhile, the Commander of the Naval Air Force of the Pacific Fleet recognized the excellent efforts provided by **Estelito Oxina and Firpo Seleg** in supporting a readiness seminar.

The dedication and commitment of **Steve Harsh and Kai Kert** in support of the Smart Card project were recognized.

**Ernie Molina's** technical support of the Naval Tactical Command Support System Space and Naval Warfare (NTCSS SPAWAR) Detachment Pacific was greatly appreciated. And in a separate commendation, NTCSS SPAWAR acknowledged the expertise that **William Wright** also provided to Detachment Pacific.

**Perry Morrow** received a glowing letter of commendation for his support of the Fleet Information Warfare Center.

**Rob Cunningham and Gerald Scott** were thanked for their successful efforts fulfilling a last-minute requirement at a test site.

### Note

*Many Encore Achiever commendations were being processed at the time of publication, so not all could be printed here. For more information or to send your Encore Achiever nominations, contact **Sandy Snyder**, [ssnyder@caci.com](mailto:ssnyder@caci.com), (703) 841-7908.*



# London Looks Forward to Fourth Decade



*Clockwise from top left: Dr. Jack London with Board members in 1986 — James Berkson; the late Herb Karr, CACI co-founder; Joe Annino; Dr. London; Dr. Warren Phillips (still a member); John De Nigris; and Robert McIntosh.*

*Upper right: Dr. London, a former Naval aviator, wearing the captain's uniform he retired in after 12 years on active duty and 12 years in the Reserves.*

*Bottom right: At the 2000 All Officers meeting with (front) Greg Bradford, Dr. London, Nancy Peters, Ken Johnson, and John Grimshaw; (back) Steve Waechter, Gail Phipps, Carson Morris, Ron Schneider, and John Davis.*

*Bottom left: Dr. London today.*



When your Chairman and Chief Executive Officer celebrates his 30th anniversary with the company, it says a lot about that company's stability and success. It also says a lot about the talent and vision of that individual. Reflecting on his three decades with the company, Dr. J.P. (Jack) London recently observed: "CACI embodies the American Dream. It offers a remarkable opportunity to those who have a dream, and the wherewithal to make it a reality."

Hired as a program manager in 1972, Dr. London became vice president in 1976 and division president by 1982. He was elected to CACI's Board of Directors in 1981, appointed President and CEO in 1984, and became Chairman of the Board in 1990.



Throughout, he has propelled and led the company through many innovations. From turning the "setback" of the 1984 Competition

in Contracting Act into a profitable way of doing business, to early recognition of the "networked world," Dr. London has guided CACI to sustained business success.

But enduring success requires stability. In Dr. London's words: "To truly succeed, we must continuously cultivate and teach our values and our culture." He is proud that, for 30 years, "we have guided our business with a relentless determination to deliver quality client support and best value."

Dr. London recently rang the opening bell of the New York Stock Exchange to observe CACI's move to that venue [see p. 23]. And he's looking forward to CACI's becoming a \$1 billion-a-year company by 2005. He isn't resting on his laurels — he's too busy moving full-steam ahead into his fourth decade at CACI.

# Bill Clancy: Hallmarks of 25 Years



Bill Clancy on his 25 years with CACI: "High standards. Stability. Strong client focus. Consistent growth and success. These have been CACI hallmarks for as long as I've been around."

Executive Vice President Bill Clancy is Director of Business Operations and Ombudsman for CACI. Celebrating his 25th year with the company, Bill observes, "CACI has never stood still in all the years I've been here. We move, we grow, we adapt. We've been aggressive."

But there's also something special about the company. According to Bill, "CACI today is the same place I joined when there were just 250 people here. It's become bigger and more global, but there is still that same philosophy and closeness to people ... It's an environment you can be comfortable in." Moreover, you don't have to look any farther than Bill's own rapport with his employees to see a management and leadership style that supports, mentors, and encourages people to realize their potential.

Bill also notes the phenomenon of CACI "boomerangers" — employees who leave the company only to return at a later date. This confirms his sense that CACI holds a special attraction for the ambitious and dedicated: "There are many here who've left the company for one reason or another, then returned. They've looked for something better but didn't find it. I'd say it was here all along."

"High standards. Stability. Strong client focus. Consistent growth and success. These have been CACI hallmarks for as long as I've been around."



## Milestones Newell's "Family Flavor" Still There

In his 25 years as a software developer supporting the client at Fort Meade, Maryland, BG02's Dave Newell has found that despite changing technology, the "family flavor" that first attracted him to the job is still there.

Dave — who started out at Quest Research Corporation, which later became QuesTech and was bought by CACI in 1998 — remembers the company's first computer work. At that time, they didn't even have their own computer. They were using a dial-up, time-share computer service. "My first programming job was with a microcomputer that had a whopping 32K of memory (standard was only 16K). Then the company bought a PDP 11/70 — for the accounting department! The engineers were 'allowed' to use it after hours. With that system, the company began the business of developing digital signals analysis software, the area that I'm still working in."

The people, however, haven't changed as much as the computers. "I chose Quest Research Corporation because it was a small, family-oriented place. CACI has the same close-knit feel," said Dave. "Although I've spent more than half of my career working side-by-side with the client within the government facility, I still cherish the company of my fellow CACI employees. We're like family."



Twenty-five-year-vet Dave Newell says CACI still has that "close-knit" feel.







## Careers Club

### "Christmas In the Caribbean"

*Tom Trievel Looks Forward to ERPE Lottery Cruise*

The first thing Tom Trievel, BG06 project manager in Chesapeake, Virginia, thought when he heard he had won the Employee Referral Program Enhancement's third quarter cruise lottery was "Christmas in the Caribbean!" His second thought was "Should I tell my wife or surprise her?"

"I decided to tell her," he said. "I wasn't sure if it would go over well if I sprung it on her the day before we left. She might not like not being able to plan for it. But we're both very excited about going for Christmas. If we can't go then, we have between now and next June."

Tom's name was chosen in a random drawing from a box containing the names of employees who referred 133 successful hires into direct labor positions between July 1 and September 30. Tom's referral is Michael Burgess. "I was really thinking about the customer when I referred Michael. The customer needed shift leads to manage Data Center operations at the Navy Enterprise Resource Planning Site in Norfolk, and I thought Michael would be a good fit with the CACI work ethic."

"I didn't even know about the lottery when I referred him. I've only been with CACI since March, and Michael was only my second referral, so I feel pretty lucky!"

For more information on the Employee Referral Program, visit the CACI*net* Rewards section or contact Dick Hart at (703) 679-4284, rhart@caci.com. CACI*net* also posts new Careers Club winners each month, identifying those employees whose successful referrals have earned them membership in the Careers Club.



ERPE quarterly award winner Tom Trievel.



## Adopt an Angel This Holiday Season

The Salvation Army's Angel Tree Program is gearing up, and once again, groups of CACI employees are eager to help less fortunate children. The Salvation Army is now providing our CACI facilitators with the names of participating children. Simply call your CACI location facilitator to choose an "angel" and receive information about items that will brighten his or her holidays.

If you are interested in adopting an angel in the Virginia area and work at the Park Meadow I location, please call Jackie Holliday at (703) 802-8466. Park Meadow II employees can contact Jill Farley Coplon at (703) 679-4186 or Nancy Dixon at (703) 679-3420. The Ballston team should speak with either Patricia Leith at (703) 841-2895 or Carol Schoeman at (703) 841-7814. Employees in Washington, D.C., please contact Kara Bennett at (202) 393-2825.

If your location would like to participate in the program, simply contact the Salvation Army office in your vicinity. They will provide you with the necessary information and help you through the process. Also, please advise Employee Communications Manager Rosemary Boggs, at (703) 841-2951, so that we can add you to our list of participating locations.



Everyone's generosity is truly appreciated.

CACI Cares is interested in your ideas — and needs your ongoing support. To find out more, contact Jill Farley Coplon or visit the CACI Cares section on CACI*net*.





# CACI Welcomes Sandy Snyder as New Awards Coordinator

CACI is pleased to welcome Sandy Snyder as the Business Communications Awards Coordinator. She's your one-stop shop for everything you need to know about our Recognition and Incentive Awards Program!

CACI's awards program has a solid track record of success in carrying on our culture of strong support for employee recognition. Sandy's on board to help us keep our program current and strengthen our continuing drive to find the most innovative means of recognizing our people's achievements. And managers please note: Sandy is the focal point for eligibility information and criteria and will support you throughout the awards process, from nomination through reward.

Find out more by visiting *CACInet's* Rewards section. Or contact Sandy at (703) 841-7908, [ssnyder@caci.com](mailto:ssnyder@caci.com).



*New Awards Coordinator Sandy Snyder can provide everything you need to know about our Recognition and Incentive Awards.*

## Recognition and Incentive Awards Program Contacts

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### Bill Vitaletti

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### Employee Referral

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### Sales

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### Ron Schneider

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### Proposals

Victory, Aces Club, Top Gun Society, Wing

### Ron Schneider

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[rschneider@caci.com](mailto:rschneider@caci.com)

### Eagles, Client Kudos

Technical, Staff and Team Eagles, Encore Achievers

### Sandy Snyder

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### A note on our this issue's award winners...

Some of the award winners at this year's celebration have already been recognized in the *CACI Times*, so please check past issues if there is a winner you can't find here. Also, at press time there were several award announcements already in progress that we were unable to include; we'll cover these top performers in our next Awards issue!



*Recognizing our top managers in the Circle of Excellence ...*

## Top Nominating Manager Jim Hogler: “It’s Easy When You Have a Terrific Team”



*Dr. London congratulates top nominating manager Jim Hogler, who submitted six winning award nominations for members of the U.S. Customs proposal team.*

“I can’t say enough about what a great group of people we had on the proposal team for the U.S. Customs information assurance award. I was honored to be recognized as the Top Nominating Manager, but the truth is, it is very easy when you have a terrific team. They’re challenged, and they succeed! Nominating them for awards such as these is a pleasure that I have as a manager.

“We have an excellent awards program in CACI, and I tell all my managers to keep looking to the program as a means of recognizing and rewarding their people. I look forward to being able to nominate many more in the future!”

## Major Contract Trophy Winner Eric Gregory: “Everybody Played a Role”

“Getting to hold the Major Contract Award trophy for a year (for the Mega 2 contract award) is a real honor. What’s nice about it is that it’s really for the whole Proposal Group. Everybody in this group played a role.

“The best part was taking the trophy around to all the people in my group and showing them what they’d won. I would not be holding the trophy if it were not for people like Bill Hamilton, Tom Horrigan, and the many others who contributed to the Mega 2 success. I am proud to be the caretaker for the next year and look forward to passing the legacy on.”



*Eric Gregory earned our Major Contract Award trophy managing the \$950 million Mega 2 proposal.*

## The CACI Times

### 4th Quarter FY02 Awards Issue

November 2002

Published by CACI’s Business  
Communications Department

The *CACI Times* is published for and about CACI employees, delivering news, views, and information that keep our people current on what’s happening at CACI locations nationwide and around the world.

Submit articles, photos, and story ideas to Michael Pino via fax (703) 528-4196, mail stop 01/03, or mpino@caci.com.

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