



RAID System Big Success through Small Business Partnering



The RAID system increases situational awareness, provides force protection and serves as a force multiplier, allowing forces to focus on mission objectives in both Operation Enduring Freedom and Operation Iraqi Freedom.

Raytheon teaming with Small Businesses is the catalyst to create new solutions and transform existing operations.

Raytheon's Rapid Aerostat Initial Deployment (RAID) system has proven itself highly successful at saving lives while providing low-cost persistent detection. A key to RAID's big success is Small Business technology and capability. From the 17M™ Aerostat, tether (fiber optic and copper cabling), mobile mooring station, generator, command shelter, 107-foot tower, the brackets used to mount sensors on each elevated platform to the development of an integrated logistics website, nine small businesses scattered in six different states from coast to coast provide critical parts and services to ensure RAID protects our country's warfighters stationed overseas.

Raytheon recognizes the value Small Businesses bring to Big Business and aggressively seeks opportunities to leverage unique technologies and capabilities. Raytheon's success in strategic partnering with Small Business

ensures systems like RAID provide our warfighter Mission Assured solutions, as well as, help our local economies grow and prosper.

Raytheon has spent tens of millions of dollars with these companies over the past 12 to 18 months. Below are some of the Small Businesses that make the RAID system possible:

TCOM, L.P. is the only company in the world that exclusively designs, manufactures, operates and supports tethered aerostat systems, both domestically and internationally. As part of the RAID team, TCOM provides the 17M™ Tactical Aerostat Systems. These systems are tethered balloons equipped with round-the-clock intelligence gathering capabilities and provide enhanced communication on the battlefield. Program support is being performed at TCOM's headquarters in Columbia, Md. with production activities conducted at TCOM's

Manufacturing and Flight Test Facility in Elizabeth City, N.C.

"TCOM is grateful for the opportunity to be on a team that is making a positive difference now and we look forward to being part of an increased capability in the near future."

– David Barlow, President and CEO

US Tower Corp. produces the RAID Guyed Mobile Tower Unit (MTU) from its factory in Lincoln, Kan. and its sister company in Woodlake, Calif. The payload platform extends vertically 107 feet from its wheeled trailer base when fully erected. The MTU provides a highly flexible, highly dependable capability for either temporary or constant surveillance and communications throughout a combat theater and wherever needed.

"I am extremely proud of this company's role with American and allied military and civilian personnel. The ability to monitor

the movements of potentially hostile individuals and small groups while they are still miles away from our own people, and then being able to communicate on a real-time basis with troops in those areas, is a huge advantage in protecting not only our 'good guys' but also civilians in the region from hostile action."

– Bruce Kopitar, President

Randolph and Baldwin, Inc. provides the foundation of the support infrastructure for the sensors on both the Aerostat and Tower systems. Based in Massachusetts, it takes less than 25 employees to accomplish this critical task.

"This program brings with it a level of pride and sense of mission seldom seen. Our employees and all our sub-tier suppliers have become more than motivated and quality driven in every aspect of the RAID program! No obstacle is too great to slow the production team in it's objective of supplying the best product in the most expeditious

manner possible in the hopes that our efforts might help to save a life and bring success to our troops and their mission.”

– Curt Baldwin, CEO

Global Relief Technologies, (GRT) mission is to assist the emergency responders, humanitarian and reconstruction communities in their life-saving work by facilitating the collection of critical data from remote locations via a secure, integrated solution that provides for more effective evaluation of, and response to, crisis situations. GRT supports RAID with our unique customized rapid reporting software deployed on hand-held PDAs. Employing our reporting software and information management service, GRT supports the logistics and day-to-day Operations and Maintenance (O&M) of the RAID program.

“GRT is a small business that provides rapid data collection and information management tools to field personnel working in difficult and often dangerous conditions around the world. We are especially proud to be the technology chosen by Raytheon to support the day-to-day logistics of the RAID program.”

– Michael Gray, CEO

Consumer Fuels, Inc. (CFI) is a woman owned business located in Huntsville, Ala. In business for 32 years with the last 20 focused almost exclusively on the military market. CFI provides the military with AB1309 antenna masts. Raytheon continues to work with CFI for expertise in tower operations, as well as supplemental system design. CFI continues to provide several auxiliary products and considerable technical support to the RAID program on an ongoing basis. Over the past

three years three quarters of the C-17 and C-5 flights into and out of Redstone Arsenal have been flights that we were aware had RAID systems on board which we helped provide.

“Working with Raytheon on the RAID project has done more than any other project to grow our business, increase our technical depth, and instill pride and a feeling of contribution to the safety of our young men and women at risk around the world. Thank you Raytheon!”

– Clifton D. (Dan) McClure, CEO

Telecast Fiber Systems, Inc., a leader in portable and fixed fiber optic systems for television broadcast production, provides a variety of fiber optic cable systems for the RAID III Project. These lightweight systems, based on military specifications and experience gained from worldwide field operations, are designed for use in the battlefield and other severe environments. Telecast fiber systems have been used on a daily basis for over 15 years supporting military applications and high end surveillance. Benefits of these systems include extended range, simplified cabling, reduced manpower and faster deployment.

“Telecast Fiber Systems, Inc. is proud to be a member of Raytheon’s team in projects that serve our national interests, especially those that save the lives of our military personnel.”

– Richard A. Cerny, President

Sea Box, Inc. is a 25 year old small business based in East Riverton, N.J. The ability to design and produce many unique models of ISO shelters makes them a good partner for this project. These rugged and durable shelters, with an ISO footprint, power entry,

lighting and an HVAC system, provide a seamless transition of the RAID system to the field.

“Sea Box has had the opportunity to work with Raytheon, on many occasions, over the last eight years. Our contribution to the RAID program is particularly gratifying in that this system literally has the capability to give advance warning to warfighters entering harms way.”

– Bob Loughery, Vice President

Cases Cases, Inc. is a Massachusetts based manufacturer, integrator and developer of unique transit and shipping case solutions, providing custom and standard cases to Raytheon and the defense community for over 12 years.

The RMC series of rack mount cases that are provided to Raytheon are the industry’s finest shipping and storage container for rack mount instrumentation and communications equipment. These cases are air and weather-tight and provide shock and vibration protection.

“The cases not only protect the valuable payload but assure the successful completion of the missions of our warfighters.”

Our working relationship with Raytheon on the RAID program proves the point. We were able to provide dozens of custom transit cases solution to support our warfighters, on a very tight time table. We pride ourselves on being technical, creative, responsive and competitive in the fast paced defense industry.”

– Robert F. Haas, President

Action Electronics, Inc. in Walpole, Mass. offers production support services to manufacturers through kitting components and materials, and process controlled

value-added operations. Raytheon employed them to gather many rest-of-world products for quick delivery to various locations.

“What is more important than helping to safeguard the well-being of the men and women at war who risk their lives to protect ours? We are proud to play a small part of this important project, and commend Raytheon and other defense contractors in their efforts.”

– Bradley F. Clemens, President

Raytheon is able to provide NoDoubt™ to the warfighter by integrating top quality small businesses throughout the United States to produce the RAID system. This integration promotes an innovative culture within the Raytheon enterprise.

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