

# Customer Keynote



## Hal Buddenbohm

Supply Chain Director  
ITT Force Protection Systems

Hal Buddenbohm is the Supply Chain Director at ITT Force Protection Systems in Thousand Oaks, CA. Prior to joining ITT, Hal held executive level positions in Materials Management at Solectron and CTS Electronics Manufacturing.

He also has over a decade of experience at The Boeing Company where he held positions in Engineering, Operations and Purchasing. He's a certified LEAN/Six Sigma Greenbelt and graduate of Pepperdine University and University of Illinois.



Accelerating Supply Chain Performance



**ITT**

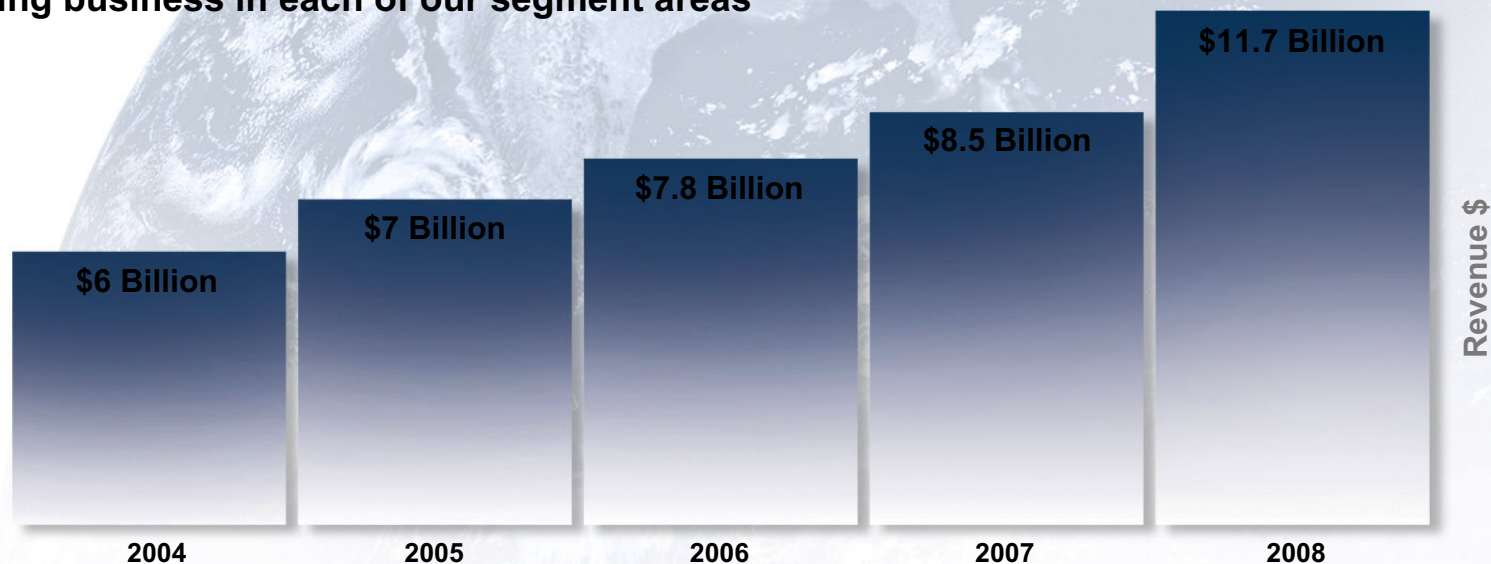
# Perspectives for the Supplier Excellence Alliance

November 2009

*Engineered for life*

# ITT Corporation

- Over \$11 billion in revenue
- 40,000+ employees in 50 countries
- Fortune 300 company
- Top ten defense company
- Customers in 150 countries
- Growing business in each of our segment areas



# ITT Corporate Structure



**Steve Loranger**  
Chairman, President & Chief Executive Officer  
*White Plains, NY*



**Dave Melcher**  
President  
*McLean, VA*



## Defense Electronics and Services

- Communications
- Sensing and Surveillance
- Space
- Advanced Engineering and Integrated Services



**Gretchen McClain**  
President  
*Upper Saddle River, NJ*



## Fluid and Motion Control

*\$4.8B – 54% of ITT*

- Advanced Water Treatment
- Friction Materials
- Marine and Leisure
- Interconnect Systems



# ITT Electronic Systems

## Force Protection Systems

A world-leader in electronic countermeasures, interference mitigation technology, secure voice, data link and command and control systems and product

***ITT's systems are protecting armed forces against remote controlled IEDs***





# ITT Force Protection Systems Thousand Oaks, CA



- 110,000 square foot facility
- 410 employees
- 90 engineering staff
- \$759M FY08 Sales
- \$577M FY09 (forecasted)
- ISO-9001 certified
- AS-9100 certified

# Force Protection Systems Business Area

## Technology Products, Systems and Services

### Ground Countermeasures



- Counter RCIED
- Expanded Frequency Coverage
- Protection against Proximity Fused Rockets, Mortars and Artillery

### Interference Mitigation Cancellation



- Co-Site Interference Mitigation / Cancellation
- GPS Anti-Jam for guided projectiles
- CREW Communications Compatibility

### Special Projects

**Classified**

### Test & Support Systems



- Laboratory, Ground, Flight Line and Airborne Threat Simulators
- Automatic End to End Test
- Rack and Stack Systems
- Computer Support Help Desk Services

# **ITT FPS Supply Chain Challenges**

- **As a top level system integrator, ITT FPS is highly dependent on the supply chain**
- **Our Customers are trending toward very aggressive delivery schedules with ramps into full scale production 3-4 months ARO**
- **Affordability is a key requirement to all foreseeable acquisitions**
- **IDIQ (Indefinite delivery, indefinite quantity) orders are the norm for our business**



# ITT FPS Expectations for Supply Base

- **Collaborative investment by ITT and suppliers to differentiate collective capability as one integrated entity**
- **Volume pricing at expected IDIQ levels for orders as received**
  - Commitments at IDIQ levels and POs as orders received
- **Controlled liability at lowest levels to protect lead times without commitment of major investments**
- **Increase use of LEAN and pull type process for orders**
  - Strive toward small lot sizes that support IDIQ ordering
    - Quick, seamless changeover
    - Flat pricing curves from 10 to 100 to 1000 units
  - Blanket orders with pull signals for delivery based on consumption by manufacturing