



**Upinder Dhinsa** is vice president of Strategic WIN Initiatives for Raytheon Integrated Defense Systems. Raytheon Company (NYSE: RTN), with 2008 sales of \$23.2 billion, is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world. With headquarters in Waltham, Mass., Raytheon employs 73,000 people worldwide.

Integrated Defense Systems is Raytheon's leader in Global Capabilities Integration providing affordable, integrated solutions to a broad international and domestic customer base, including the U.S. Missile Defense Agency, the U.S. Armed Forces and the Department of Homeland Security.

Dhinsa was previously vice president of Maritime Mission Systems for IDS. In this role, he was responsible for providing world-class mission systems solutions to our global maritime customers. Prior to that, he was vice president of international business development for IDS, responsible for the international growth and market development of all IDS products.

Previously, Dhinsa was managing director of global ships electronics integration for the Naval and Maritime Integrated Systems (N&MIS) business unit of Raytheon Electronic Systems, responsible for the development of global initiatives in ship integration as well as the N&MIS Full Service Partnering Center. Before that assignment, he was director of undersea warfare programs for N&MIS. Dhinsa joined Raytheon in 1998.

Prior to joining Raytheon, Dhinsa held leadership positions at Hughes Aircraft Corporation from 1997 to 1998, Alliant Techsystems Inc. (ATK) from 1995 to 1997, and Honeywell from 1981 to 1995. At Hughes

## Biography

Aircraft Corporation, he was director of operations for NAMS, where his responsibilities included the procurement, assembly, and delivery of all ATK marine systems products, including the management of major subcontractors and teammates.

While at Alliant, Dhinsa served in various managerial capacities in production engineering, manufacturing, facilities, capital and asset management, industrial/system engineering, material engineering, program management, subcontract management, and quality management.

From 1978 to 1981, Dhinsa worked for the Internal Consulting Group of California's Bay Area Rapid Transit (BART) System. There, he led many projects, including research and development for the mass transit industry, serving as advisor to BART's treasury division and project manager of a new regional facility for advanced train control systems and administration.

Dhinsa began his career in 1975 with International Pipe & Ceramics Corporation, where he provided internal consulting to 13 manufacturing plants across the country that produced a wide variety of products.

Dhinsa received Honeywell's prestigious Lund Managerial Excellence Award for special achievement in people development, business, and financial performance.

Dhinsa graduated from California State Polytechnic University with a bachelor's degree in industrial engineering, and received a master's degree in business administration from California State University, Hayward.