



Paul S. Hovsepian is vice president of Contracts for Raytheon's Integrated Defense Systems (IDS). In this role, he is responsible for the business's international, domestic and commercial contract and major subcontract management. These activities include Customer Focused Marketing and elements of contract negotiation, such as fee objectives, cash flow, risk mitigation assessments, intellectual property, compliance with government regulations and contract management. Additionally, Hovsepian is responsible for international offsets and export/import control by ensuring IDS is in compliance with International Traffic in Arms Regulations, as well as State Department and Department of Commerce federal requirements.

Raytheon Company, with 2007 sales of \$21.3 billion, is a technology leader specializing in defense, homeland security and other government markets throughout the world. With headquarters in Waltham, Mass., Raytheon employs 72,000 people worldwide.

Integrated Defense Systems is Raytheon's leader in Joint Battlespace 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.

## Biography

Before assuming his current position, Hovsepian served as vice president of Contracts for Raytheon's Command, Control, Communication and Information (C<sup>3</sup>I) Systems business.

Hovsepian joined Raytheon in 1981 in a business management capacity in Finance and has held a wide range of challenging positions, including Director of Contracts for the Research Division, Microwave and Power Tube Division, International Air Traffic Control, and deputy of Contracts for C<sup>3</sup>I. In addition to his professional accomplishments, Hovsepian is a member of the National Contracts Management Association (NCMA).

Hovsepian earned his bachelor's degree in business management from Bentley College and is a Certified Professional Contracts Manager (CPCM), as certified by NCMA. He is also a graduate of the University of Chicago's Strategic Leadership and Business Leadership Programs and a number of Raytheon programs, including the Raytheon Contracts Leadership Development Program, the Program Management, Engineering Management, and the Advanced Management Programs.