



Biography

Thomas A. Vecchiolla is vice president of Business Development and Strategy for Raytheon Integrated Defense Systems (IDS). In this role, he is responsible for developing customer-focused strategies and partnering with customers and industry teammates to shape markets and create and win business opportunities. 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.

Before his current position, Vecchiolla was director, Strategy and Government Relations, and director, Naval Programs, for IDS. His responsibilities included market development, strategic partnering, winning new and executing selected business opportunities, and managing new business resources for naval warfare and ship systems programs. He also coordinated IDS' congressional relations and developed strategy and initiatives from a local advocacy perspective. Vecchiolla is an experienced capture leader.

Before joining Raytheon in 2002, Vecchiolla was vice president of Government Programs for Commerce One e-Government Solutions, leading business execution and sales for all Department of Defense (DoD) and intelligence agency programs in the areas of electronic commerce, web enablement and portal technologies. In his public-sector career, he served as legislative assistant

for National Security and Military Affairs to Sen. Olympia J. Snowe, then Chair of the Seapower Subcommittee on the Senate Armed Services Committee. He began on the Hill in January 1996, as an active-duty U.S. Navy captain and Brookings Institution legislative fellow on the personal staff of Sen. William S. Cohen, with a wide variety of responsibilities concentrating on national defense issues.

Vecchiolla was a career naval officer and a designated DoD acquisition professional who served 22 years on active duty as a naval aviator, including several assignments in the Pentagon, and as the commanding officer of a helicopter squadron in San Diego, Calif. During his naval service, he deployed around the world with specific assignments to the western Pacific and Indian Oceans and the Persian Gulf. His duty stations included U.S. Coast Guard Air Station Cape May, N.J.; NAS Barbers Pt, Hawaii; San Diego; and Washington, D.C. His military decorations include the Legion of Merit, three Meritorious Service Medals, Air Medal with Gold Numeral "1," two Navy Commendation Medals, U.S. Coast Guard Achievement Medal with Operational Device, Navy Achievement Medal, two National Defense Service Medals, Armed Forces Expeditionary Medal, Humanitarian Service Medal, and Combat Action, Meritorious Unit Commendation, Battle Efficiency and Sea Service Deployment Ribbons. He retired from the Navy with the rank of captain.

Born in Port Chester, N.Y., Vecchiolla attended the U.S. Naval Academy. He holds a Master of Science in systems management from the University of Southern California and undertook MBA studies at Marymount University. He has a wife and two children.