



**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 business opportunities.

Raytheon Company (NYSE: RTN), with 2011 sales of \$25 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 71,000 people worldwide.

Headquartered in Tewksbury, Mass., Integrated Defense Systems (IDS) has locations in Washington, California, Utah, New Mexico, Virginia, Texas, Maryland, Rhode Island, Alabama, Australia, Germany, Saudi Arabia and the United Arab Emirates. Its broad portfolio of weapons, sensors and integration systems supports its customer base across multiple mission areas including air and missile defense systems, missile defense radars, early warning radars, naval ship operating systems, robotics and other advanced technologies. With a workforce of more than 13,900 employees and 2011 sales of \$5 billion, IDS provides 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'

## Biography

congressional relations and developed strategy and initiatives from a local advocacy perspective.

Before joining Raytheon in 2002, Vecchiolla was vice president of Government Programs for Commerce One e-Government Solutions. 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 variety of responsibilities focused 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 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.

Vecchiolla graduated from the U.S. Naval Academy. He holds a master's degree in systems management from the University of Southern California and undertook MBA studies at Marymount University.