



## Show 9

[SHOW 9 Mon October 5th.MP3]

CORINNE KOVALSKY: Hello everyone. I am Corinne Kovalsky.

JOHN PATTERSON: And I am John Patterson. Welcome to a special AUSA edition of Dual Band.

CORINNE KOVALSKY: It's busy here in the Washington Convention Center, John. Raytheon has an impressive footprint with everything from snakes and rats to thunder. Visitors to the booth can also suit up and try their hand at defeating an IED.

JOHN PATTERSON: And if you're not able to attend this year's show we'll do our best here at Dual Band to give you a flavor of what's happening on the floor. Today we will get the ball rolling by talking to Galen Jackman. He's a retired Major General and he'll tell us about the Army's priorities post FCS.

CORINNE KOVALSKY: After Galen, Jack Costello the Vice President of Strategic Planning for Raytheon's network centric systems business and head of the companies IED defeat task force will drop by with an update.

JOHN PATTERSON: Mark Bigham will tell us about the RATS and THUNDR that you mentioned earlier Corinne. What is that? When we come back Galen Jackman.

### **Galen Jackman interview begins at 01:30**

CORINNE KOVALSKY: John and I are joined by Galen Jackman, Vice President of Army Programs for Raytheon's Business Development Organization. Galen you have been with Raytheon for a year now. Please tell us some of what you did prior to joining the company.

GALEN JACKMAN: Well good morning Corinne. I served for thirty-five years in the United States Army. I was a war fighter, an operator and most of my experience was as an infantry officer and also in special operations and in joint operations. I commanded at every level from the rank of Captain through the rank of Major General.

CORINNE KOVALSKY: And what is your role now with Raytheon Company?

GALEN JACKMAN: Army team lead for US business development and I am responsible for the business development of all Army programs across Raytheon.

JOHN PATTERSON: Galen you clearly have lots of Army experience. From your vantage point where do you see the Army going post FCS?

GALEN JACKMAN: Well good morning John. Well the Army will continue to modernize but that modernization will be focused more on the demands of the current force and the irregular warfare it's facing today. The tactical network will remain important to the Army. That was a key feature of the future combat system and Raytheon and Net Centric Systems in particular has a superb solution for netting sensors and effects for the brigade combat team and that is ready today. Training will continue to be a significant demand for the Army and Raytheon Technical Services has the largest war fighter training alliance of sixty industry teammates in our war fighter focus contract. And we are postured to support the Army's training in the continental United States, in Iraq and in Afghanistan both, and around the world.

JOHN PATTERSON: Some of what you have mentioned suggests that we are entering an era of persistent irregular conflict. At a time when intel gathering and sharing has never been more important, how can Raytheon equip the war fighter in this essential area?

GALEN JACKMAN: Well John we have and will continue to provide all the military services, not only the army and the special operations community, with high capable industry leading sensors. These sensors are mounted on satellites and unmanned aerial vehicles, piloted aircraft, high altitude balloons, land tactical combat vehicles and on soldiers and marines themselves. They are resident in our radar systems. This gives our service men and our women the capability to detect the needles in the haystacks that are characteristic of irregular warfare.

CORINNE KOVALSKY: Galen how significant is it that Raytheon's RSTA offerings are I guess what we would call platform agnostic or independent?

GALEN JACKMAN: Well Corinne this is a great advantage to the war fighter because it provides the war fighter more flexibility and versatility in the sensors. They can mount these on air platforms, ground platforms, both manned and unmanned so there is great versatility with these sensors but it also enables Raytheon to focus on the technologies themselves and the leap ahead's that our army needs.

JOHN PATTERSON: The enemy Galen in this type of conflict seems to routinely mix with the civilian population. What's the solution or solutions that enable our forces to track and isolate those individuals?

GALEN JACKMAN: One of Raytheon's key competency's is networking sensors to enable a shared situational awareness among organizations and individuals who can then act on the discovery and the tracking of these individuals.

CORINNE KOVALSKY: Galen I want to change gears for just a moment because in 2004 you became part of this country's history when you served as Mrs. Reagan's

escort during her husband's funeral. How did you feel and what were some of the thoughts going through your mind during that time?

GALEN JACKMAN: Well Corinne this was a tremendous honor and a privilege to lead our magnificent servicemen and women who executed what I considered to be a flawless national funeral that was befitting of a former President of the United States. I was so proud to be with these soldiers, sailors, airmen and marines and to have to be able to witness what they accomplished. The outpouring of respect for President Reagan and support for his family in particular Mrs. Reagan was breathtaking. I was never more proud to be an American.

CORINNE KOVALSKY: We've been talking with Galen Jackman, Vice President of Army Programs for Raytheon's Business Development Organization. Galen thanks for dropping by Dual Band.

GALEN JACKMAN: Well thank you very much Corinne and John.

### **Mark Bigham interview begins at 06:42**

JOHN PATTERSON: We are joined today by Mark Bigham. Mark is the Vice President of Business Development for Raytheon's Defense and Civil Mission Solutions Organization. Part of the company's IIS business. Mark good to talk with you.

MARK BIGHAM: Thanks for having me.

JOHN PATTERSON: Tell us about Raytheon's Android Tactical System or RATS.

MARK BIGHAM: RATS is the new Tactical Dissemination System that we have developed that's based on top of Google's Android Platform. Basically what that is, is a neat new open platform that the Google folks have developed that allows you to build iPhone-like capabilities and put them on a variety of mobile devices and deliver all kinds of multimedia information out to people at the front edge.

JOHN PATTERSON: How will it help the war fighter?

MARK BIGHAM: The neat thing about the Google Android Platform is that it's hardware independent. It can work on a variety of hardware platforms or different phone types. And what it will allow the war fighter to get is basically just like we can download music videos on our phone or new ring tones, the war fighters will actually be able to stream live video down to their phones from unmanned systems.

JOHN PATTERSON: Is this ready for primetime? Where are you in development?

MARK BIGHAM: It is about ready to be launched. We are going to have a couple of launch customers take the platform into the field, try it out, test it, see how they like it and give us some feedback.

JOHN PATTERSON: That's really the best way to do it isn't it? Get it in the hands of the end user first right?

MARK BIGHAM: Absolutely yeah, we've got a good beta version. We want to get it in

their hands. We want them to play with it, see what works, what doesn't work and we will very quickly turn it around, make some improvements and then get them a killer product.

JOHN PATTERSON: Mark let's broaden the discussion a little bit and talk about ISR. There seems to be just an insatiable demand for actionable intelligence surveillance and recognition. What's Raytheon doing to connect the dots to turn that data into useable intelligence?

MARK BIGHAM: That is the heart of our business and it's basically taking all of the information that we see with our sensors and hear with our ears to try and turn that into meaningful information and deliver it to the war fighter as fast as possible. We are blending that data together into a coherent multi-end picture and delivering it to the war fighter on things like RATS so that they can get real time situation awareness, threat warning and have a much better understanding of what is happening in the world around them.

JOHN PATTERSON: We began the interview by talking about RATS. It seems only fitting to wrap up our discussion to talk about THUNDR so tell us what that is and how it works?

MARK BIGHAM: Well THUNDR is a neat new product that we have been working on and basically it's a mobile miniature DCGS that provides enhanced ISR exploitation capabilities that you can rapidly deploy into theatre to help the war fighter do their job.

JOHN PATTERSON: Mark I appreciate you joining us for this edition of Dual Band and we will be right back.

MARK BIGHAM: You bet.

### **Jack Costello interview begins at 09:23**

CORINNE KOVALSKY: We are back on Dual Band and I am joined by Jack Costello. Jack wears two hats at Raytheon. He's the Vice President of Strategic Planning for the Company's network centric systems business and he's the lead for the company's IED Defeat Task Force. Jack, welcome.

JACK COSTELLO: Good morning.

CORINNE KOVALSKY: I want to talk today a little bit about the IED threat environment. What are our war fighters facing in theatre and how has the threat evolved?

JACK COSTELLO: Well you know anyone who watches the evening news recognizes that improvised explosive devices or IED's are really the biggest threat on the battlefield today. The threat started triggering devices, homemade devices by using cell phones or garage door openers. That changed to trip wires and that morphed into pressure plates, so that when you drive over a piece of ground an explosive will happen, and it's a constant type of cat and mouse game if you will in order to combat this very threat. And so that's why we are really focused on

providing our war fighters with the right equipment and the right technology so that they can combat this real dynamic threat.

CORINNE KOVALSKY: What kind of projects or programs roll up under the task force?

JACK COSTELLO: In 2006 we set up an IED Task Force across the entire company. I've really been able to tap into the very best and brightest in Raytheon and frankly outside of Raytheon so that we can sort of focus on the solutions and get ideas and programs into the field immediately. We have a number of products, solutions and systems that are actively and have been actively used to prevent further IED attacks. We have had success. We have saved lives. We have found the enemy.

CORINNE KOVALSKY: In general terms Jack is there particular areas that are showing more promise than others?

JACK COSTELLO: We are working the detection and the defeat of the threat even before it occurs. That includes jamming techniques. That includes surveillance techniques and last but not least Raytheon has been and is intimately involved with helping the war fighters train to combat the threat. In fact at AUSA on the floor you will see and IED defeat training regime that the customer is looking at very seriously right now. We challenged our team to bring training into the 21<sup>st</sup> Century so that we can provide particularly our soldiers and marines both home station and in theatre training so that they can rapidly respond to lessons learned again because of threats so dynamic.

CORINNE KOVALSKY: We've been talking with Jack Costello, the Vice President of Strategic Planning for Raytheon's Network Centric Systems Business and head of the company's IED Defeat Task Force. Thanks Jack.

JACK COSTELLO: Thank you for your time.

CORINNE KOVALSKY: And we will be right back on Dual Band.

JOHN PATTERSON: Well that's it for this edition of Dual Band. Tomorrow we'll talk with Dan Smith, President of Raytheon's IDS Business and Jim Ryan the artist who designed the popular poster that Raytheon gives out every year.

CORINNE KOVALSKY: I am looking forward to it John.

JOHN PATTERSON: As always if you would like more information on anything you've heard today visit us online at [www.Raytheon.com](http://www.Raytheon.com), keyword Dual Band. You can also email us at DualBand one word at Raytheon.com. Corine and I will be back tomorrow.

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