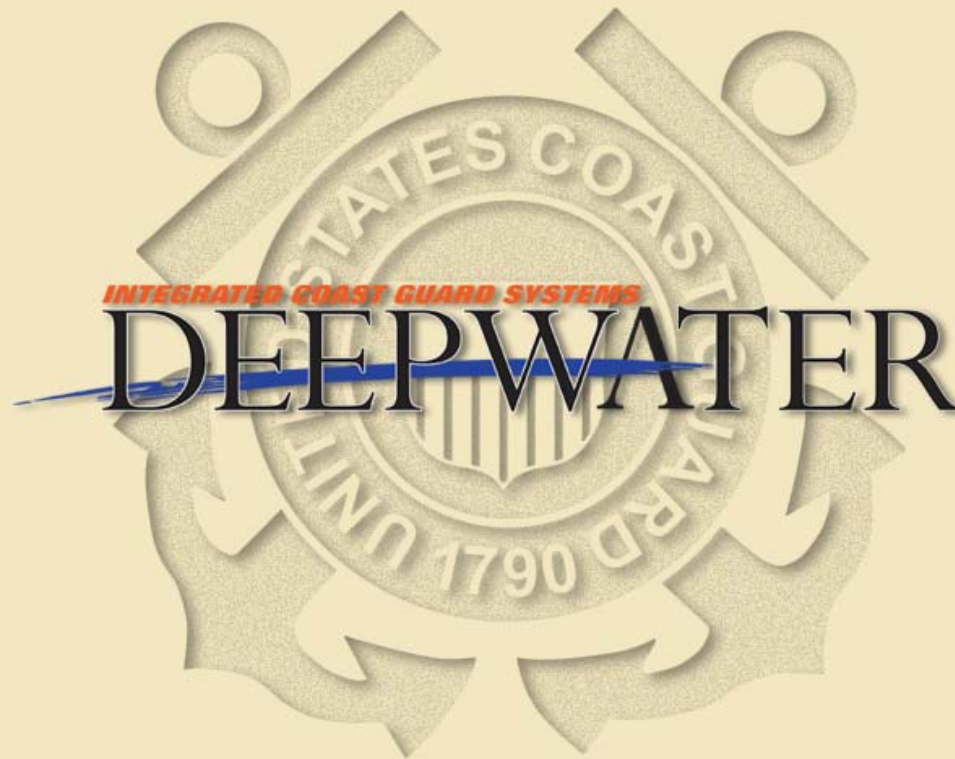


The U.S. Coast Guard Integrated Deepwater System



LOCKHEED MARTIN 

Deepwater is an acquisition project to replace the ships, aircraft, C4I and logistics systems that perform the United States Coast Guard's primary missions



Core Missions

- Homeland Security/National Defense
- Search and Rescue
- Alien Interdiction
- Drug Interdiction
- Fisheries Protection
- Marine Environmental Protection



Current System

- 93 Ships
- 206 Aircraft
- Associated C4ISR
- Shore C2
- Support Infrastructure

Legacy Task Unit

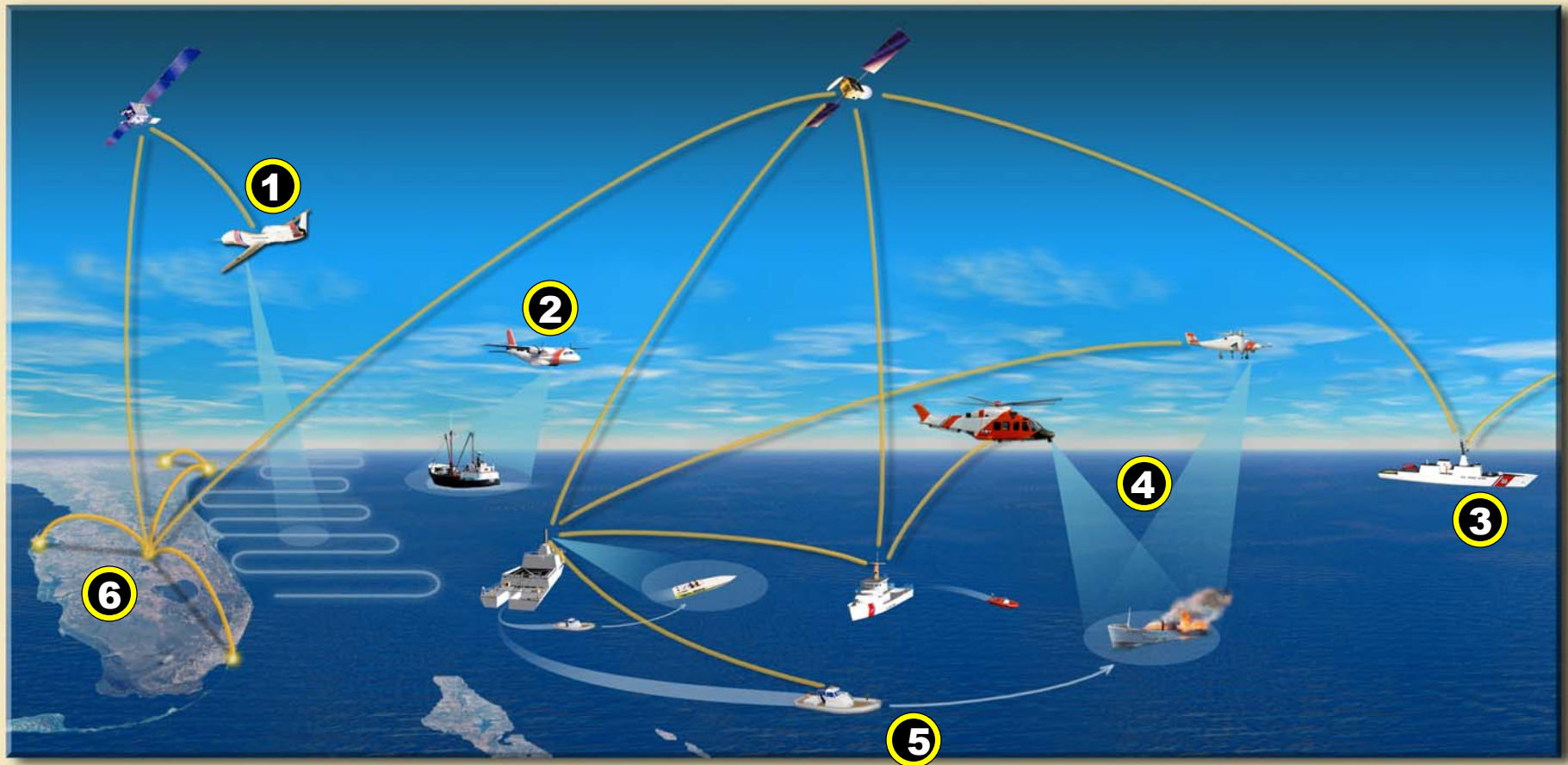


- Block obsolescence of major assets (nine existing classes end of service life in 15 years)
- Capability limitations
- Logistic demands due to age and technology
- Performance measurement ... existing gap and increasing demand for services
- Budget realism ... long-term effort necessary
- Capitalize on new approaches to C4I to guide program
- Exploit relationships between system components
- Not Platform driving but mission-based performance driving

- An integrated solution with a mission-based performance (capabilities based) procurement approach required different role for the systems integrator exhaustive outreach efforts to appreciate not only the scope of the task but the realm of the possible
- Initial Phase I deliverables (drivers and constraints, analysis of alternatives, affordability analysis) helped focus efforts
- System engineering process produced “Baseline” configurations ... model for operational effectiveness and total ownership costs
- Each solution had applicable CONOPS and CONLOG
- Open business model used to select new products as necessary

30 Year Contract - \$17B





1 HAEUAV Wide Area Surveillance
2 MPA Prosecution
3 NSC Interoperability

4 Multi Asset Operation
5 Over-the-Horizon Operations
6 Shore-based Command Center

Maritime Patrol Aircraft (MPA)
35



High Altitude Endurance UAV
7



HC-130
6



VTOL Unmanned Air Vehicle (UAV)
69



VTOL Recovery and Surveillance Aircraft
34



Multi-Mission Cutter Helicopter
93

Offshore Patrol Cutter (OPC)
25



National Security Cutter (NSC)
8



Fast Response Cutter (FRC)
58



Short Range Prosecutor
82



Long Range Interceptor
42



Modified 123'
40



- **The Integrated Coast Guard System business model is designed to ensure the Coast Guard has the latest, most cost effective, operationally capable system possible.**
- **This approach is called an “Open Business Model” and provides the following significant cost and competition advantages:**
 - Each asset and system procured through ICGS will have, where appropriate, gone through individual competitions for products and services – ICGS will act as the “Honest Broker”.
 - This model will ensure the best acquisition and total ownership cost for the system and the greatest operational effectiveness increase through out the life of the System.
 - Captures Commercial Technology Closer To Need Dates, Higher Performance At A Lower Cost

“Open Business Model = Honest Broker” for the System

What is there for the international market

- **Analysis with local agencies to document requirements and assets needed to meet the requirements**
 - Can be geared to overall program requirements or to one segment of that market or issues; e.g.
 - a: maritime interdiction for illegal immigration by coast guard agencies;
 - b: security for offshore oil pumping and loading operations by a land based facility or agency
 - c: optimizing patrol of economic zone activities in order to foster and support local fishing and fish related industries
- **Consulting, training and support for local agency efforts to obtain economic and public support for initiatives**
- **Products and designs from the US IDS project to facilitate local national undertakings and efforts with minimum cost and lowest risk**
- **Design and implementation process of networks for information gathering, analysis, sharing and exploitation for the maritime and maritime support related needs: C4ISR**
- **Exercises and coordination in maritime security projects**
- **Full range of USCG validated maritime products and concepts**

- **Individual national maritime security efforts may serve as a very effective national rallying cry for investment**
- **A credible analysis and frame work for beginning this may be the most effective way to get the process going with the public and the local maritime security services – together or independently**
- **With this frame work and domestic public support it is possible for national industry to undertake its own maritime security enhancement effort using national products as desired**
- **Those nations that have a frame work for influencing other areas or regions may now have a credible structure upon which to expand their sales and products while enhancing the maritime security and environmental status of neighbor and allied states**

- **USCG is investing over \$300M per year in development of products, services and concepts**
- **As the USCG enters the Homeland Security Department these investments get even larger**
- **The international body of nations can leverage this investment and development**
- **They can obtain what they need to do their jobs better for themselves and the international community**

- **To register as a Supplier**

- **Go to web page icgsdeepwater.com**
- **Go to Supplier Registration**
- **Fill out form**

- **The web page data is pulled down every 60 days and reviewed**

- **If there is an immediate interest or need in a supplier's product/service they will be contacted, otherwise data is placed in supplier data base for future reference.**
- **Annual we will hold a Supplier Day and invite current registered suppliers that fulfill a requirement or need**