



PERSPECTIVE

When It Has To Be Right The First Time



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Headquarters Move Emphasizes Savings, Efficiency, and “Green” Initiatives

Thanks to the hard work of many, our headquarters (HQ) personnel relocated to a new facility over the weekend of April 17-18 and re-opened for business at 8AM on Monday, April 19 with minimal disruptions to our day-to-day operations. AMERICAN SYSTEMS has focused on making all our offices more green, more efficient, and less costly over the past couple years as we implement the facility portion of our five-year strategic plan, and the new HQ facility is no exception. The new facility boasts a number of features that will benefit our environment, our data management, and the Company’s bottom line!

Green initiatives

We have made conscious efforts to utilize manufacturers and vendors that provide environmentally friendly products. Green initiatives include recycling, sustainability, air quality and energy conservation.

Other noteworthy green initiatives being implemented at the new headquarters facility include:

- All office paper in recycle bins are picked up and processed each week for recycling.
- All lights have auto shut-off to conserve electricity.
- All toner cartridges are recycled through Deer Park Elementary

- School’s recycling Program.
- All new B/W toner cartridges are from recycled cartridges.
- All cardboard placed in outside containers is recycled through AAA Recycling Services.
- Unusable or \$0 asset computer equipment is 100% recycled through four different companies.
- The HQ janitorial service provider uses biodegradable products and environmentally friendly cleaning products.
- Low odor and emission paint has been used
- Drywall with recycled materials has been used throughout.

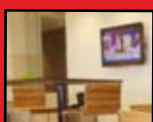
Offices in San Diego and Orlando as well as the new Chesapeake and Headquarters facilities are obtaining the bulk of their new furniture from manufacturers Allsteel and Gunlocke. These manufacturers are leaders in the areas of “Green” environmentally friendly products.

Green IT initiatives either implemented or currently being implemented include:

- The network Data Center uses a state-of-the-art in-row cooling system that will provide precise cooling while substantially conserving energy.

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From the President's Desk



The first quarter of CY/2010 is now in the history books. It was a challenging quarter in some odd respects, particularly from a weather perspective. The Washington, D.C. Metro area had three of its top-10 snowfalls in recorded history this past winter. The challenge was in trying to complete my semi-annual swing through the Company by the end of the quarter. **Nancy Edwards** was beginning to tire from receiving calls from me in cities that I was not scheduled to visit and working all of the various calendars to ensure that I was still welcome at my intended destinations despite the disruptions created by weather and air traffic delays. Additionally, I travelled not only to our various office locations, but also to several of our employee population centers...locations where we do not have an office and where our employees work on either customer or partner sites. This actually added about six additional locations to the Q1 itinerary.

As I indicated in the January edition of *Perspective*, due to the momentum which resulted from a very strong new business development year in CY/2009, CY/2010 promises to be a very good and interesting year.

From a business development perspective, through March, we continue to trend very well; although new business bookings are lagging somewhat (~\$27M) as we concluded Q1/2010, the new business win rate for the quarter was very robust (54%). The new business qualified pipeline with an estimated award date in CY/2010 is ~\$2,400M. Of this total,

- ~\$620M has been submitted and is awaiting adjudication;
- ~\$523M has been authorized to bid; and
- ~\$1,240M has been qualified and awaiting RFP issuance.

If we are able to maintain the win rate as the decisions ramp up, we will have another very strong business development year on which to build our future. Just as importantly, our follow-on win rate through the quarter is 100%.

In reviewing the various financial results through February (N.B., March financial results were not available in time to support the *Perspective* deadline), it is good to note that we are tracking well ahead (148%) of our results for the comparable period in CY/2009 (~\$12.1M greater revenue for the two months). This comparative result also held true for profit during the first two months of CY/2010 (~150% and ~\$0.8M greater YTD profit). The Company's cash balance at the end of February was a robust ~\$23.1M.

During the quarter, despite schedule impacts due to the various blizzards, **Peter Smith** and his senior operations team which consists of **Finley Foster**, **Byron Johns**, **John Woodward**, **Steve Bruce**, the five Strategic Business Area Leaders and the five Strategic Offering Area Leaders met and prioritized the strategic accounts upon which we will focus and develop in CY/2010 and CY/2011. This was a great meeting from an outcome and team-building perspective. Additionally, it further reinforced the value to the Company in promoting Peter to Chief Operating Officer and consolidating business development and business delivery under his leadership.

You heard me say during the CY/2010 Kick-Off meetings, "We entered this year with tremendous momentum ... and all leading indicators remain very strong." As we celebrate AMERICAN SYSTEMS' 35th anniversary, we do so knowing that we have the potential to make this anniversary year the best ever! We need to stay focused; deliver against the contracts which we have in-house; and convert the strong leading indicators into equally strong results. In short, we need to continue to ... "Just Do It!"

As always, I am proud to be a member of the AMERICAN SYSTEMS Team.

Bill Hoover

Standard Policies & Procedures Updates

The following Standard Policies and Procedures (SPP) were updated in the first quarter of 2010. It is your responsibility to stay current with all of our SPPs. Remember to visit the Policy Central Community on AIMS for the latest versions of all of our SPPs.

SPP 01-102 Quality Assurance Policy

Human Resources

SPP 02-107 Progressive Discipline

SPP 02-108 Scholarship Reimbursement Program

SPP 02-209.1 Benefit Package Chart

SPP 02-211 Employee Classification

Contracts

SPP 06-100 Contracts Administration

SPP 06-100 Addendum 1

SPP 06-100 Attachment 1 Contract Brief Form

SPP 06-100 Attachment 3 Routing-Distribution-Approval Matrix

SPP 06-102 Addendum Intellectual Property Manual

SPP 06-103 Restrictive Markings

SPP 06-106 Document-Record Retention Policy

Facilities

SPP 07-106 Technology Control Panel Appendix

Information Technology

SPP 08-100.9 Wi-Fi Use Policy

Security

SPP 09-100 Corporate Security

SPP 09-100.2 Chantilly Sensitive Compartmented Information Facility (SCIF)

SPP 09-101 Security Organization

GREEN HQ *(continued from P. 1)*

- High-Density Blade Server deployments use 35-40% less power and 30-40% less cooling than traditional rack mounted servers.
- Server Virtualization and Consolidation can save as much as 80% in energy costs. Virtualized servers have nearly zero “wasted” power.
- Centralized Storage Area Network removes the need for a large number of hard drives to be installed in each server; this saves power and provides for less wasted drive space.
- Migrating from 11 small localized data centers into regional data centers, greatly reducing the amount of servers, infrastructure, cooling, power, and computing resources required.
- Efficient In-Row cooling using 55° chilled water (as opposed to 45°) can save as much as 60% in server room cooling costs. This also allows the cool air to be contained within the server cabinets, meaning that the entire data center does not need to be over cooled just to keep the servers cool.
- High density tape drives for backup means less tapes purchased, stored, and eventually discarded when worn out. This not only saves money for the Corporation, it also means less plastic that will eventually need to be recycled.
- Changing from 63 different printer models to four models will save money in supplies and maintenance.
- Utilizing print retrieval functions that will virtually eliminate “print and forget” jobs, saving on paper usage and trash generation.
- Auto print job routing to the most efficient print resource (e.g., black and white jobs routed away from color printers).
- Print to PDF for uploading and document saving can reduce the need to physically print and store documents that users want to keep.
- Systematic reduction of paper forms that are printed and routed, replacing them with online forms that can be routed and approved right online.
- All new printer models are Energy Star compliant.
- All deployed computers and monitors are Energy Star compliant. We have also completely transitioned away from high energy consuming CRT displays.
- All IT equipment that is no longer usable by the Corporation is either recycled by an EPA-approved computer recycling center or donated for reuse to a corporately-approved charitable organization such as the Wounded Warrior Project.



The bottom line is that AMERICAN SYSTEMS now has a Headquarters facility that is smart, efficient, and greener than ever before.

**Our new HQ address is:
14151 Park Meadow Drive • Suite 500
Chantilly, VA 20151-2218**

Headquarters Photo Gallery



Clockwise, from top left: Employee Lounge; Eisenhower Conference Room equipped with Audio and Visual Capabilities; AMERICAN SYSTEMS 35th Anniversary apparel on display; Main Reception area on 5th Floor; The IT Department's AMERICAN SYSTEMS-branded Server Room



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35th Year Anniversary Gear Now Available Online

To commemorate our 35th Anniversary, our online Company store now features a number of new products and apparel bearing our distinctive 35th Anniversary logo! Remember, to access the store, visit the "Employee Advantages" section on the Home Page of AIMS, or via: <http://www.costore.com/americansystems/welcome.asp> from any browser. Here are a few samples...



35th Anniversary 1/4-Zip Fleece
\$35.00



35th Anniversary Lightweight Jacket
\$40.50



35th Anniversary Bamboo Dryfit Polo
\$31.25

Contract Updates

Teams Start 5-Year Program in Beirut

The Lebanese Armed Forces - Comprehensive Training Program is now officially underway with the arrival of the first four training/advisory teams into Beirut this past March. **Bob Carroll**, AMERICAN SYSTEMS' Program Manager, sent the photo below as evidence!



Members of one of four teams currently deployed in Lebanon (l to r) are Jeff Butts, John Shaw, Jake Jacobelly, Mick Fiacco, Ray Simpson, and George Woodward.

Quantico Team Wins \$13M Contract

In February, 2010, the AMERICAN SYSTEMS Science and Technology Integration Center (STIC) team won a five-year \$13 million award from the Marine Corps' Program Executive Officer Land Systems (PEO LS) to create extremely focused action plans for S&T initiatives and investments. The STIC Team employees, **Ed Langston, J. Kevin Dodge, Steven "Bo" Colcombe, Mike Morgan, Rich Hilberer, T.J. Rowe, Ray Butler and Joe Holt**, are working to transition "Concepts to Capabilities" to quickly bring gap closing new technologies to our naval forces.

These Marine Corps Programs (MCP) employees at our Quantico office are certified S&T acquisition community professionals with diverse scientific, engineering and technical backgrounds. Their job is to aid the transition of military technologies to operationally suitable and affordable solutions for our military forces. Our STIC personnel have a proven and repeatable methodology that provides a systems engineering approach to Science and Technology innovation, integration, management and transition. Using this methodology, they are also supporting the Office of Naval Research (ONR) Code 30 Expeditionary Maneuver Warfare & Combating Terrorism Department.

Submitted by Gretchen Schreiber

A Sign is Born!

Despite chilly conditions and swirling winds, the new exterior sign at 14151 Park Meadow Drive went up without a hitch on Wednesday, March 31! The new sign is approximately 17' long, and uses energy-efficient LED lights for nighttime illumination.

The entire installation, shown in the images below, took more than 10 hours and some heavy equipment to accomplish.



IT Donations Benefit Wounded Warriors

As a part of the clean up initiative to get ready for the headquarters move, the IT Department made a large technology donation to wounded warriors through Nova Datacom and a program called “Operation First Response” (OFR). This program offers technology access to wounded soldiers returning to the United States. Many of these soldiers would be unable to afford such technology without the assistance of this program.

AMERICAN SYSTEMS donated over 200 computers along with 70 peripherals to this program. OFR has helped nearly 5,000 wounded soldiers and their families with many other needs such as mortgage, rent, utilities, and even groceries. AMERICAN SYSTEMS is happy to have played a part in this program as one of the ways we say thank you to the men and women who have served in the Armed Forces who protect us.

Kudos from the Customer

Eric Brown, (Technical Writer, Warrenton, VA) has been selected as the February Employee-of-the-Month for the Network Support Contract at the Diplomatic Telecommunications Program Office (DTS-PO) Training Academy (DTA). DTA Manager Maurice Nowlin submitted Eric’s name and work efforts to contract Program Manager Dave Trevor who selected and awarded our colleague with this honor. Please congratulate Eric on this acknowledgment and his devoted representation of AMERICAN SYSTEMS and our team at the DTA. Eric, thanks for your hard work and dedication!



Photo Gallery



*Above: AMERICAN SYSTEMS’ President and CEO Bill Hoover (left) met with members of our Bremerton, WA team during his 2010 Kick-off tour. Pictured here (left to right): **Bill Hoover**, **Randy Brezler**, **Paul Moritz**, **Aaron McLain**, **Greg Meddles**, **Lana Nave**, **Mark Raymond** and **Bob Kennard**.*

*At right: Not quite the Green Jacket ceremony, but last year’s winner of the “Putt for ESOP” Competition in Newport, RI, **Nick Depalo** (right) hands over the winner’s trophy basket to this year’s Champion, **Lisa Harbach**. Apparently, it took a playoff to decide the winner!*



Send your photos and captions to Perspective@AmericanSystems.com or Mike.Dolton@AmericanSystems.com.

Our Newest Employee-Owners... January - March 2010

Please welcome the newest members of the AMERICAN SYSTEMS team!

John Aho	Ashton Calhoun	Paul Gwyther	Aaron Momin	Maristella Scicchitano
Thomas Allsup	Michael Camlet	Inam Haq	James Morrison	Kimberly Scott
Alexander Amparan	Jeffrey Carpenter	Richard Hilberer	Shannon Murphy	Guldar Sekhon
James Andrews	Ronnie Carter	Barton Hopson	Jon Nash	John Shaw
Hemanth Annaiya	Gregory Cason	Steven Hull	Benjamin Nieves-Roldan	Jonathan Shute
Daniel Atencio	Zachary Costello	Adam Hunt	David Ozouf	William Simpson
Brian Augustine	Jason Creswell	Robert Jacobelly	Joshua Parent	Brian Slifko
LaVenía Bailey	David Daniels	Ashleigh Jenkins	Valerie Parks	Robert Smith
Brian Baker	James Darnell	Vincent Jenkins	Ryan Paschall	Bradley Stover
Anthony Banks	Angela Deitz	Christopher Johnson	Todd Percell	Jacob Sylvia
Jacques Barre	Brian Dunn	Antwain Jones	Peter Pflugrath	Joseph Tilley
Mary Beacham	Larry Elkins	Corey King	Jerry Pollard	Hieu Truong
Ralph Bellini	Rudolph Evans	Bum Lee	Brian Price	Michael Tuttle
Dean Benson	Kevin Farischon	Carroll Levison	Miguel Ramos	Nancy Warren
Matthew Benvenuti	Michelle Ferro-Czech	Eddie Lewis	Charles Ratay	Deirdre Waters
Dave Blair	Michael Fiacco	Jing Liu	Mark Raymond	Alfonza Williams
Brian Blitzstein	Edward Fitzgerald	Sean Liverpool	Anna Reese	Wayne Wilson
Keith Brady	Brian Fitzpatrick	Eric Loew	Julio Rivas	George Woodward
George Brimmer	Carol Ford	Tac Ly	Richard Robinson	Jennifer Yohe
Jeffery Butts	Robert Forsythe	John Madsen	Steven Rogovich	Timothy Youngpeter
Kenneth Byrd	Carlos Garcia	Stephen Maresch	Richard Russell	
Michael Cabral	Charles Goetzinger	Richard Masse	Steven Samble	
Daniel Calabrese	Benjamin Griggs	Michael Massey	Gregory Schulze	

Values and Culture Recognition Program

From January through March 2010, the following employee-owners were recognized through the Values and Culture Recognition Program and deserve congratulations:

Sean Carey	Jerry Culver	Khavita Khushalani	Thomas Peelman
Glenn Cheng	Leroy Davis	Tom Kizuka	Jia Peng
Iftihar Chowdhury	Paul Ehlenfeldt	Craig MacDonald	Mike Pugh
Diana Clark	Dan Feliciano	Dawn Mello	Edward Riggle
Matt Clarke	Danny Grimes	Steve Monaghan	Debbie Stahl
Stephen Courtney	Shannon Grunwell	Danilo Pacomio	Diane Stegner



John Thibeau
Joyce Turner

To nominate an employee, visit the HR Community on AIMS and view the Values and Culture Recognition memorandum.

First Quarter Promotions!

The following employee-owners deserve congratulations as they were promoted during the first quarter of 2010.

David Barnes	Brandi Faunce	Tomeka Kilby	Alma Powell	Malida Rogers
Michele Delaney	Veronica Graham	Vincent Langan	Debra Reedy	Peter Smith

Service Anniversaries - January through March 2010

5 Years	Doug Esposito	Tom Kizuka	David Taff	15 Years
William Armstrong	Lenny Etcho, Jr.	Kenny Kolstad	10 Years	John Earnest
William Arrington, Jr.	Maryanne Fallar	Matthew Leach	Michael Pittinger	Richard Harbach
Terri Bash	Randy Fortune	Gregor McLeod	Bill Samuelson	Dennis Hetzel
Edward Berget	Veronica Graham	Peter Schuffels	Dennis Wallace	Mary Voy
Robert Boretzsky	Iraj Heravi	Steven Skonecki	Kevin White	20 Years
Kenneth Casado	Michael King	Melissa Solomon		Franklin Baskins



AMERICAN SYSTEMS
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PERSPECTIVE is published quarterly for the employees of AMERICAN SYSTEMS. Information contained herein should be considered proprietary. For more information, or to contribute articles, please contact Perspective@AmericanSystems.com or Mike.Dolton@AmericanSystems.com.

Postcard from Quantico, Virginia

Employees Key to Non-Lethal Program



AMERICAN SYSTEMS (Quantico Office) is the omnibus support contractor for the US Joint Non-Lethal Weapons Program (JNLWP), and our employees play key roles in identifying and meeting NLW requirements.

A major ongoing JNLWP effort is the first ever NATO NLW Capabilities-Based Assessment (CBA). For the past 10 years, NATO has had an expressed interest in non-lethal weapons. Those needs have been confirmed repeatedly during peacekeeping operations in the Balkans, anti-piracy activities off the Horn of Africa, and most prominently with counterinsurgency efforts in Afghanistan. Based on increasing NLW needs, NATO's Conference of National Armaments Directors (CNAD) called for an alliance-wide CBA. Two AMERICAN SYSTEMS employees play critical roles: **John Nelson** serves as Vice Chair and is responsible for the day-to-day leadership of the CBA, and **Lenny Etcho** has led the CBA's gap analysis.

Ten nations (Belgium, Canada, Denmark, France, Germany, Netherlands, Norway, Spain, United Kingdom, and United States) and three NATO organizations (Allied Command Operations, Allied Command Transformation, and the NATO Undersea Research Centre) are actively participating in the CBA.

The NATO NLW CBA has made great progress, having already completed analyses of requirements, capabilities, and gaps. Moreover, the CBA has achieved significant accomplishments – on 16 February 2010, the detailed NLW Requirement Descriptions document received Bi-Strategic Command Endorsement, and on 23 February, the Director of the International Military Staff circulated initial CBA results to all Military Representatives for use within national armaments programs.

Contributed by Gretchen Schreiber, Quantico



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