

DATA SYSTEMS TODAY

May 30, 1997

HTU "Trade Shows" Go Over Big!

(Don't Read This If You Went to One...)

The pictorial review in this issue is meant for a very small audience — it's for those of you who *didn't* go to one of the three HTU trade shows held in early April in Moorpark, Agoura and Woodland Hills and hosted by Business Development. We just thought you'd like to see what you missed. Here's how it went:

To begin with, Peggy Scott and Una Vere Katter from Marketing Communications set the booth up each morning, packed it away in cases each afternoon and in between times distributed the exclusive and very popular "Litton The Best Defense" badge straps to visitors. (Look around. Your co-workers wearing their badges on these straps are the ones who went to the shows.) Peggy also did a brisk traffic in luggage tags, which she made out of employee business cards (and improvised for those folks without cards). Una Vere kept the literature racks filled with brochures and data sheets describing the HTU and handed out Business Development "post it" pads.

Chuck Bronson, from Business Development's Rapid Deployment Systems, tirelessly demonstrated our HTU's "Sure Strike" software, which is presently being used by the US Air Force in Bosnia. To make it easier for a large audience to see what was happening, Chuck used a PC monitor. But the HTU was right there in person, and it received numerous positive comments, e.g., "I buy parts for this, but I've never actually seen it!" and "See this thing right here? That's my job!" and "This is great. I never knew what it did!" and ... well, you get the idea.

Joe Radford, who works in Business Development's Advanced Systems, demonstrated our Interactive Elec-

tronic Technical Manuals (IETM) and Computer-Based Interactive Training System (CBITS) software, which is used by the USAF and USMC personnel for AN/TYO-23 maintenance and training. Although he also used a PC for his demos, he emphasized that the two services use HTUs for the job. Joe encouraged booth visitors to step up for some "hands on" time to see for themselves just how user-friendly the IETM/CBITS software can be. Many people stayed for the *entire* demo and asked a lot of questions.

And so, this indefatigable (well, almost) 4-person trade show team was very pleased with the crowds that turned out at all three locations, and felt their efforts had been well rewarded by the audiences' enthusiasm. In fact, they somewhat rashly predicted they might do the same thing again and feature different products. Watch for details. □

Pictorial review of HTU Shows can be found on page 2.

Munson to Head Litton's Information Systems Group

Litton Industries, Inc. announced that Alden V. Munson, Jr., 55, has been elected senior vice president and group executive for Information Systems.

Munson replaces Michael R. Brown, who has been serving as acting group executive. Brown retains his primary responsibility as president and chief operating officer of Litton.

"The Information Systems Group was created in 1996 to reflect our growing emphasis in the defense and commercial information technology markets. This group, which includes recently acquired PRC, is expected to have fiscal 1997 revenues of approximately \$1 billion," according to Brown.

Munson joins Litton from TRW, Inc., where he was recently vice president, operations in the TRW credit and com-

mercial information systems business, a \$600 million unit that was sold to an investor group in 1996. During his career of more than 20 years in informa-

tion technology at TRW, Munson was the general manager of the System Development Division for six years and served in other executive roles in both the Space and Electronics Group and Systems Integration Group. He was previously a manager in the Information Systems Division at the Aerospace Corporation.

A mechanical engineering graduate of San Jose State University, Munson earned a Master of Engineering in Mechanical Engineering from the University of California, Berkeley. He later studied information technology at UCLA. □



HTU

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*from the
MSC Multi-Purpose Room in
Woodland Hills*



*from the
Moorpark Customer
Conference Room*



*from the
Agoura Cafeteria*



ICARE Honors Ten in April

Multiple Award Winners Among Recipients



(From left) Bill Cole presented April's ICARE awards to

Bruce Linder, Bob Coulsell, Allan Distaso, Bob D'Alo, Tom Seckar, Pat Palumbo, Bill Lemons, Alice Prather and Gary Carlston. Tiger Team nominator Amnon Levy is pictured right rear.

ICARE honors went to ten during April's Awards Ceremony

The Tiger Team of Bill Lemons, Gary Carlston, Bruce Linder, Tom Seckar, Alice Prather, Allan Distaso and Bob Coulsell were nominated by Amnon Levy for their resolution of numerous hard and intermittent failures on the THAAD TSG#6 (Tactical Station Group). Their timely completion of this task allowed Flight Test #7 to be executed without delay. This was team member Alice Prather's third ICARE award

Bob Coulsell was nominated by Tim Iacono to receive his third ICARE award for his help in developing new digital filters for the HTU. Bob, now assigned to another program, worked on his own time to research the historical data and generate new digital filter coefficients for the HTU modem, thereby saving Tim many hours of work and making the development of added HTU protocols much easier

Bob D'Alo, formerly tasked with the CSCI test for JTIDS (Joint Tactical Information Distribution System) on the THAAD project, was nominated by Helene Terris, who now has this responsibility. Bob provided assistance in developing new and updated software testing programs that would satisfy customer requirements. Due to Bob's efforts, the software worked and the project passed the CSCI FOT (Formal Qualification Test).

Pat Palumbo was nominated by

Craig Squire for assisting the Travel Department. A number of unforeseen circumstances caused the department to fall behind schedule, and Pat cheerfully spent many hours assisting in the input of hundreds of BER's (Business Expense Report). This was Pat's second ICARE award

Each award recipient receives an ICARE cup, pin, desk pen set, certificate and a gift valued at \$75, good at one of five department stores. Employees

selected for a second ICARE award receive a photo cube to add to their desk pen set and employees receiving their third award are given a matching paperclip dispenser. Award winners are also invited to attend the semiannual Award Winner's Luncheon held at the Radisson Hotel in Agoura.

Since the program began in February 1994, 352 employees have received ICARE awards □

Standards of Conduct: Cost or Pricing Data

This month's article is on Cost or Pricing Data, Item 9 in Data Systems' "Standards of Conduct" booklet.

What is "Cost or Pricing Data"?

While the Federal Acquisition Regulations (FAR) provide a "definition" which can summarize the meaning of this phrase, it can best be understood by examining the reasons behind the Government's desire to obtain this type of information.

In a competitive marketplace, producers compete against each other for your business. This rivalry keeps one producer from charging an unreasonably high price for their goods and services. In a noncompetitive environment, such as the one in which the Government frequently operates, the pressure to maintain fair and reasonable prices may not exist.

The Truth in Negotiations Act,

passed in 1962, is a disclosure law. It currently requires Data Systems to furnish the Government with certified cost or pricing data in support of any non-competitive proposal over \$500,000. When Data Systems submits this information to the Government, it enables them to perform cost or price analysis. This analysis is then used as a basis to negotiate fair and reasonable prices.

So, what is Cost or Pricing Data? It is any verifiable fact that a prudent buyer and seller would reasonably expect to significantly affect price negotiations.

Any facts which are reasonably available within Data Systems and would be expected to significantly affect price negotiations must be disclosed during negotiations. This encompasses more than just historical accounting data. Factors such as new

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K-12 Education Support Grants Awarded

Seven elementary schools nominated by Data Systems employees received awards under the Litton Industries, Inc. and the Foundation of the Litton Industries' K-12 Education Support Program for 1997. This program, now in its seventh year, is designed to provide financial support for education at the kindergarten through 12th grade levels in those communities where Litton's divisions are located.

Grants are made to programs which directly educate students, such as the purchase of books, computers, laboratory equipment, educational films or videos and educational field trips. The Foundation requires that employees nominating schools must be substantially involved with the recommended school.

This year, 33 proposals were submitted for consideration. Award recipients are as follows:

California

Emelita Street School, Encino nominated by Kristine Thornton for the purchase of a collection of educational videos to be used as a teaching resource for math and science programs.

Balboa Boulevard Elementary, Northridge nominated by Loretta Delaney and Andrew de Sosa for the purchase of math and science computer software and to help fund a 5th grade field trip to the Catalina Marine Institute.

Hope Lutheran School, Glendora nominated by Mark Dague to purchase microscopes to expand the science curriculum and provide students the ability to perform experiments.

Mississippi Technology Consortium '97

On March 19, the State Capitol in Jackson was the site of the Mississippi Technology Consortium Exhibition, an event co-sponsored by Litton Systems Inc., Data Systems Division. The exhibition was facilitated by the Advanced Technology Council and included sponsors such as Litton PRC, Oracle Corporation, NEC Technologies, Inc. and Transactive Corporation. This program enabled the individual companies to showcase their world class organizations and demonstrate specific capa-

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1997 K-12 Grants were presented to five local schools. Seated

(l to r) are Lois Bloch, Balboa Magnet School, Cathy Rodriguez, Westwood Charter School, Patricia Wedlock, Emelita Street School, David Aparacio, Topeka Drive Elementary and Paul Marquardt, Hope Lutheran School. Standing behind the school representatives are Tom Kelly, Director of Human Resources, sponsoring employees Loretta Delaney, Roger Goodman, Kristine Thornton, Steve Yoon and Mark Dague, and Senior Human Resources Representative Ellen Gilbert.

Topeka Drive School, Northridge nominated by Steve Yoon for the purchase of a computer, software and printer.

Westwood Charter School, Los Angeles nominated by Roger Goodman to fund a high-speed T1 phone line to enable the school's participation in the School Networking Action Project (SNAP).

Mississippi

Moss Point High School, Moss Point nominated by Sharron Clark for the purchase of Learning Laboratory equipment

(TV/VCR, software, computer) to improve skills in math, English, science and foreign languages.

Pecan Park Elementary School, Ocean Springs nominated by Steven Reiling for the purchase of a computer and 12-port hub to provide Internet access.

All Litton employees are eligible to participate in this program. Watch for details regarding the 1998 K-12 Education Support Program in early December. □

BDC Processes on View

Newly elected Litton Senior Vice President and Information Systems group executive Alden Munson (right) attended a presentation on the Business Development Center's Business Acquisition Process at Data Systems on April 30, 1997. Following the formal presentation, he visited the BDC where Director Michael Anderson (left) and staff briefed him on the successful proposals engendered by the six phase process.

An impressed Munson stated, "I am totally in support of the DSD Business Acquisition Process and believe that successful organizations consistently have a well-defined, disciplined approach to business. Clearly, the very high win rate on proposals during FY 97 indicates that DSD is focused and on the right track." □



In the Spotlight

"I live for proposals. Proposals bring in work, work creates jobs and jobs make everyone happy." This is how April's mystery employee, Paul Smith, described his goals as a Program Manager in the Business Development Center. Paul is responsible for the daily management of the automated Six Phase Business Development proposal process. Known as a computer guru, his expertise stems from the fact that he thrives on pushing computer programs to the limit. According to Paul, most of us use only a small fraction of a program's capabilities — he takes these same tools and tries to put them to the fullest possible use.



Paul first became interested in computers during his 22 year career with the U.S. Army. Originally drafted during the Vietnam War, he very quickly took to the military life. Following boot camp, he successfully completed Ranger training and went on to serve as a paratrooper in Germany, Korea, Japan and Alaska. He realized early on that being a paratrooper was probably not a widely prized job skill in civilian life, and so gained expertise in the areas of automation and command and control. Paul rose impressively through the ranks and, when he retired from the Army in June 1992, had attained the rank of Lt. Colonel. He also earned a master's degree in Business Administration while in the service.

Paul's association with Data Systems began long before his career here when he worked on LITAC Fire in the early 1980s while stationed at Ft. Lewis in Washington state.

Paul met his wife, Liz, when they were both assigned to an Air Force base in San Antonio, Texas. Liz, a Medivac nurse, is still a member of the Air National Guard, attached to a C130 unit out of Channel Islands. Paul very proudly told me that Liz has also attained the rank of Lt. Colonel, although he did add that he outranks her because he became one first!

Paul was born in Ohio, but spent most of his childhood following his consulting engineer father through jobs in Italy, Switzerland, France and Germany. He is still quite fluent in several languages.

Paul still has that wanderlust in his blood. He just returned from Paris and is making plans for a trip to London later this year. He and Liz go to Hawaii

2 or 3 times a year as well. In the rest of his spare time, he enjoys reading and, of course, working on his computer.

Paul and Liz have two 'girls.' Pookie is a 12 year old 'purebred' mutt and Eleanor, a 5 year old Shiba, which is a Japanese miniature Akita. They make their home in Westlake Village.

Next month's mystery employee has been with Data Systems since the early 1980s. She has reached the top of her profession. Some of her favorite activities are spending time with her grandson and traveling. Do you know who she is?

Please submit all entries to Data Systems Today Spotlight Contest at M/S 15-22 by June 6, 1997. Include your name, employee number, location and extension. A total of ten winners will be chosen at random from all correct entries. Winners will each receive a pair of movie tickets to an Edwards, General, Pacific, AMC or United Artist theater. All current Data Systems employees are eligible to participate. □

DSD Mississippi ICARE Awards for March



From left, Carl Lindau, Sarah Peckinpugh and Bill Flowers

received ICARE awards for their efforts to ensure customer satisfaction.

Recognized in March by their peers for their dedication to providing outstanding customer service were:

Carl Lindau who resolved a declassification problem on a customer-owned PC during the HDW (Howaldtswerke-Deutsche Werft) ISUS (Integrated Sensor Underwater System) Simulator Interface test.

Sarah Peckinpugh who acquired knowledge outside her area of exper-

tise so that she could solve software problems affecting the SACCS (Ship Automated Communications Control System) equipment and enhance system operation.

Bill Flowers who took the initiative to train the LHD-5 Communications Officer on the use and potential of the SACCS system, information which was then relayed to the LHD-5 Commanding Officer. □

Picnic Set for September

This year's Annual Family Picnic at Calamigos Ranch in Malibu will be held on September 27. Watch for details in the July issue of *Data Systems Today*. □

1997 Data Systems Scholarship Winner

Jacquelyn M. Quick, daughter of Senior System Specialist, Paul Quick, is a 1997 winner of a Litton Industries Special Scholarship awarded by the National Merit Scholarship Corporation.

Jacquelyn is one of twenty high school seniors, who are sons and daughters of Litton employees, to win a 1997 Litton sponsored Merit/Special Scholarship. These young achievers will each receive four-year scholarships ranging from \$2,000 to \$3,500 per year to help finance their college education.

The National Merit Scholarship Corporation, which administers the program, bases its annual selections on students' test scores, academic records, personal leadership and significant extracurricular accomplishments. All Litton scholars are selected from the very top of the high school senior class throughout the United States. They are exceptional in their level of academic achievement and community involvement and deserve recognition for their accomplishments.

Jacquelyn will attend UCLA where she will pursue a major in Psychology. Following college, she plans to continue on to law school. While a student at Simi High School, she has maintained a better than 4.0 grade average and received numerous academic honors including the Golden State Exam High Honors, Hugh O'Brian Youth Leadership nominee, All American Scholar, Member of the United States Achievement Academy and English National Merit Award Winner. She has served as President of



Jacquelyn Quick receives National Merit Special Scholarship

Certificate from Data Systems President Allen Powers (right) while proud father, Paul, looks on. Jacquelyn is in the top 3% of high school seniors nationwide.

the California Scholarship Federation, as a PTSA Board member and participates in student government and various clubs. She is Captain of the Simi High Track and Field Team and runs varsity track and cross-country. Her extracurricular activities include volunteer work for the Simi Valley Library and the Boys and Girls Club. Jacquelyn is also a flautist and a published poet.

Litton encourages all employees whose children meet National Merit Scholarship requirements to enter the scholarship competition. Students who will be in their junior year of high school in the fall of 1997 can obtain information such as the exact time and date of next year's Preliminary Scholarship Aptitude Test/National Merit Scholarship Qualifying Test from their school. Entry forms for the 1999 scholarships will be available in Human Resources in September 1997. □

ETC Notes

Gift Certificate Winner

Congratulations to March's \$100 J.C. Penney gift certificate winner, Ike Jarachi.

AVR Commuter Survey Results

During the week of March 17, 1997, Data Systems' Southern California-based employees completed AVR/Transportation Survey forms indicating their work commute travel patterns the preceding week. This annual survey, requested by Division management, helps update the employee transportation data base used for the reporting requirements under the South Coast Air Quality Management District's (SCAQMD) Rule 2202 and Ventura County's Air Pollution Control District's (VCAPCD) Rule 210. Both regulations govern the Division's program aimed at reducing the number of employee vehicle trips being made during peak commuting periods.

Results from this year's survey show Data Systems' ridesharing levels at 1.14 in Agoura Hills and 1.18 in Moorpark. These levels are slightly increased over last year's figures, but still fall short of the goals of 1.5 set by the SCAQMD and 1.35 set by the VCAPCD. □

PC Training Opportunities

Human Resources is offering the following classes during the month of June. All classes are held in Building 3, Room 540.

Introduction to Excel: Meets five days for one and one half hours each day. Begins Monday, June 2 at 12 noon.

Introduction to Access: Meets five days for one and one half hours each day. Begins Monday, June 9 at 12 noon.

Introduction to Windows '95: Meets

Tuesday, Wednesday and Thursday for one and one half hours each day. Begins Tuesday, June 17.

Intermediate Word 6.0 for Windows: Meets five days for one and one half hours each day. Begins Monday, June 30 at 12 noon.

Full course descriptions, along with registration forms may be obtained at the "Learning Opportunities" located in each building. Call 706-4678 for additional information. □

Promotions

Congratulations go to the following.

Administration Peggy Doonan to Programs Finance Analyst, Senior

Engineering Richard Pugh to Senior Engineer. Norma Wolf to Data Management Specialist Senior. Thomas Fritz to Graphic Project Specialist. Steven Weiss to Scientist Robert Paulsen to Scientist.

Program Management: John Mann to Master Planner Specialist

DSD Mississippi Jerry Storey to Engineering Technical Manager □

On Board

Data Systems welcomes the following new employees

Administration Angela Parker Norville, Ramon Olivas, Ian Maxwell.

Engineering. Leo Reis, Larry David, Gene Schettley, Anthony Mallich

Operations: Barbara Armstrong, Walter Miego □

Personals

Notes of thanks were received from the following

Sally Wilson with deepest gratitude for the many cards, letters and blood donations given during Gene's illness and for the support that has continued since his death. □

Hotline

Employees may call the Division "Hotline" with any questions or comments or perceived noncompliance with the "Standards of Conduct"

Moorpark/
Agoura Hills818-706-4669
Other Ca1-800-843-5165
Outside Ca1-800-237-0934 □

Milestones

Congratulations to the following employees who celebrated their anniversaries during the month of May. Employees with 20, 25, 30 and 35 years of service are invited to be pictured here



Maxine Olivas

35 years, Assembler, Unit-Developmental, Operations.



Andriette Ferrari

30 years, Property Processor, Senior, Administration.



Robert Brooks

20 years, Supply Support Administrator, Operations.



William Cole

20 years, Controller, Administration.

25 years: Betty Harris.

20 years: Joanne Stone.

15 years: Harold Neuman, Ronald Harvey.

5 years: Timothy Schimke, David Palmer, Stephen Hayes, Henry Endt, Jerry Howell. □

Gone Fishin'

Data Systems salutes its retirees on their years of service and wishes them continued success in the years ahead.

Stephen Stagner. □



John Lee

20 years, System Specialist, Administration.

Bargainmart

Employees and retirees of Data Systems may use this column free of charge. Ads are limited to one per person each edition and may be extended to another upon request.

Ads must be fewer than 25 words and will include home phone numbers only (except Rideshare). Ads not meeting these requirements will not be published nor will they be returned. Send ads to Employee Services at M/S 15-22.

Deadline for the next issue: June 6.

FOR SALE

VACATION/RETIREMENT, Sierra Foothills, 5 acres, fenced, fish pond, 3/2 home, oversized garage & workshop. Fruit trees and berries. Financing available. \$98,000. (714)637-6085.

HONDA CIVIC '87, Maroon 4 door, automatic, a/c, original owner, brand new tires, 154K miles. \$3,700 (or best offer). (805) 255-8645.

FOR RENT

REMODELED APARTMENTS 1+2 bedrooms, pool, lovely playground for children. Low move-in. DeSoto Ave., Chatsworth. (818) 718-8366.

OTHER

ACOUSTIC CEILINGS. Furnished/unfurnished homes. New/Respray. Interior wall repairs. Texture to match. Jim Daniels for free estimate. (805) 584-8747. License #436134. □

Standards

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vendor quotations or changes in production methods are also included.

Upon concluding price negotiations in which cost or pricing data is required, the contractor must certify that the submitted data was current, complete and accurate as of the date of agreement on price.

Unfortunately, it can sometimes be difficult to determine what is and is not cost or pricing data. For instance, if vendor quotations are used to support material costs, would the Division be required to disclose the current purchase history for these same materials?

Yes, because the purchase history could provide the government with a means for determining the appropriateness of the quotes which were received from the vendors. Without this information, the Government would probably contend that the information provided did not represent "complete" disclosure.

All data included in a proposal may be subject to government audit. If certified cost or pricing data is subsequently found to have been inaccurate, incomplete or non-current as of the date of price agreement, the Government is entitled to an adjustment of the negotiated price, including profit or fee. This situation is known as defective pricing.

It is of critical importance to Data Systems and the Government that each

organization involved in the preparation of cost or pricing data be aware of the requirements established by the Truth in Negotiations Act and the implementing regulations.

Additional information regarding cost or pricing data may be found in Division Standard Practice 1000 and 4001-15, Pricing Procedures 1010, 2020, 2040 and 2050. □

Mississippi Technology

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ilities in support of projects and initiatives targeted at high tech development in the State of Mississippi.

Each sponsoring organization displayed state-of-the-art technologies and engineering capabilities. The Data Systems exhibit showcased their 1996 Mississippi Quality Award and highlighted the accomplishments of the Mississippi facility, including the award winning "Exemplar" software engineering process and specialized Oracle expertise. This was followed by a Web server demonstration.

Data Systems is the leading Oracle system developer and integrator in the state of Mississippi. Oracle provided support for Litton through their Business Alliance Programme.

A brief reception at the Old Capitol Inn followed the exhibit. Over 300 legislators and officials of the State Government attended these events. □

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