Workshop Agenda

0800-0830 Registration

0830-0845 Welcome Announcements - Kurt Brunner, President, ICEAA Southern California Chapter

0845-0900 Bruce Nunnally, Raytheon SAS Director of Cost Estimating and Pricing; “Welcome to Raytheon SAS”

0900-0915 Paul Marston, President of ICEAA, “Current Events at ICEAA”

0915-1000 Don Briggs, Owner, dB Enterprises, “Leveraging Competitive Intelligence to Establish Your Price-To-Win: An Overview”

1000-1030 BREAK & GROUP PHOTO

1030-1115 Dr. Robert Wright, Raytheon SAS, “A Framework for the Creation of Robust Human-Intensive Systems”

1115-1200 Tour

1200-1330 LUNCH, company cafeteria available

1330-1415 Doug Howarth, CEO, MEE Inc., “Balancing Capabilities Versus Budgets for Weapons and Platforms”


1500-1515 BREAK


1600-1615 Membership Drawing

1615 Close - PLEASE complete a Workshop Evaluation.

Please RSVP with Mizzi Cuneo at michele.i.cuneo@raytheon.com or, call her at (310) 647-9725

In order for your name to appear on the Raytheon access list, please provide the following information by December 9th:
Full Name, Company Affiliation, Location, Telephone Number, E-mail address, and Citizenship.
Please, no laptops, cell phones, or cameras in the building
THERE IS NO CHARGE FOR ATTENDING THE WORKSHOP!