



G.W. (Jerry) Tobey

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Vice President, Security Solutions and International Business Development
Raytheon Company

G.W. (Jerry) Tobey is vice president of Security Solutions and International Business Development for Raytheon Company's Network Centric Systems (NCS) business. These two distinct responsibilities leverage Tobey's 30 years industry experience. As vice president of security solutions, Tobey is responsible for strategic development and capture of prime contracts and market leadership positioning in the burgeoning border and critical infrastructure security market. His International Business Development responsibilities span Network Centric Systems' product lines. In this role he is responsible for market development, customer relationships, and opportunity capture.

Previously, Tobey has held various positions of responsibility in strategy, technology development, opportunity capture, business development and program and manufacturing management. He has more than 20 years international business experience, including three years in the United Kingdom as the managing director of Texas Instruments (TI) U.K. Ltd. TI U.K. Ltd. at the time was a \$400 million wholly-owned subsidiary of Texas Instruments. Raytheon acquired Texas Instruments Defense Systems and Electronics Group in 1997. Tobey joined Raytheon at that time.

Beginning in 2000, Tobey was responsible for Raytheon's "One Company" pursuit and capture of significant integration for the U.S. Army Transformation cornerstone, Future Combat Systems. Concurrently, Tobey served as the director of Transformational Programs, concentrating on pursuit and capture of programs, across the Department of Defense that leverage Raytheon's extensive technology domain and integration skills in Network Centric Operations.

In 2005, Tobey was assigned to lead a number of international border and infrastructure security pursuits including a multi-company team nominated by the U.S. government as the sole U.S. competitor for a major border, infrastructure security and modernization program for one of the U.S.'s most significant international allies. (This later pursuit has not yet concluded.)

Tobey assumed his current responsibilities in 2008. He is company certified as a lead systems integrator program manager and pursuit leader.

Tobey received a bachelor's degree in 1976 and a master's degree in business administration in 1978 from Utah State University. In 1985, he graduated from the Defense Systems Management College (now Defense Acquisition University) Program Management Course. He has also successfully concluded formal class work at the Anderson School of Executive Education at UCLA.