

Solutions		Navy: USN, NATO, Allies	Marines & SOF: USMC, SOCOM, NATO, Allies	Air Force: USAF, NATO, NATO, Allies	Army: USA, NATO, Allies	National Guard: ANG, NATO, Allies	CBP, USCG, DEA, ATF, FBI, Police	Firefighting, Rescue, Disaster Relief	Air Cargo, Construction, Agriculture	Passenger Transport.	Medical Services	Total
Airship Drone	TAM	700	300	600	900	600	800	6,500	1,250	25,000	0	36,650
	SAM	460	200	390	590	390	520	4,230	810	16,250	0	23,840
	SOM	280	120	230	350	230	310	2,540	490	9,750	0	14,300
A-CSG, AEW&C, HEL, HPMoption	TAM	210	90	180	270	180	240	0	0	0	0	1,170
	SAM	140	60	120	180	120	160	0	0	0	0	780
	SOM	80	40	70	110	70	100	0	0	0	0	470
Drone Interceptor	TAM	10,000	4,000	9,000	13,000	9,000	12,000	0	0	0	0	57,000
	SAM	6,500	2,600	5,850	8,450	5,850	7,800	0	0	0	0	37,050
	SOM	3,900	1,560	3,510	5,070	3,510	4,680	0	0	0	0	22,230
ARHUDFM Headsets	TAM	133,000	70,000	129,000	188,000	129,000	1,270,000	1,209,000	0	0	1,158,000	4,286,000
	SAM	86,450	45,500	83,850	122,200	83,850	825,500	785,850	0	0	752,700	2,785,900
	SOM	51,870	27,300	50,310	73,320	50,310	495,300	471,510	0	0	451,620	1,671,540

OEM - TAM												\$233B
Airship Drone	\$2,800M	\$1,200M	\$2,400M	\$3,600M	\$2,400M	\$3,200M	\$26,000M	\$5,000M	\$100,000M	\$0M	\$146,600M	
A-CSG	\$840M	\$360M	\$720M	\$1,080M	\$720M	\$960M	\$0M	\$0M	\$0M	\$0M	\$4,680M	
AEW&C	\$1,890M	\$810M	\$1,620M	\$2,430M	\$1,620M	\$2,160M	\$0M	\$0M	\$0M	\$0M	\$10,530M	
HEL	\$2,520M	\$1,080M	\$2,160M	\$3,240M	\$2,160M	\$2,880M	\$0M	\$0M	\$0M	\$0M	\$14,040M	
HPM	\$3,780M	\$1,620M	\$3,240M	\$4,860M	\$3,240M	\$4,320M	\$0M	\$0M	\$0M	\$0M	\$21,060M	
Drone Interceptor	\$2,400M	\$960M	\$2,160M	\$3,120M	\$2,160M	\$2,880M	\$0M	\$0M	\$0M	\$0M	\$13,680M	
ARHUDFM Headsets	\$934M	\$491M	\$906M	\$1,320M	\$906M	\$8,915M	\$4,352M	\$0M	\$0M	\$4,169M	\$21,993M	
SaaS - TAM												\$73B
Airship Drone	\$810M	\$350M	\$690M	\$1,040M	\$690M	\$920M	\$7,490M	\$1,440M	\$28,800M	\$0M	\$42,230M	
A-CSG	\$240M	\$100M	\$210M	\$310M	\$210M	\$280M	\$0M	\$0M	\$0M	\$0M	\$1,350M	
AEW&C	\$240M	\$100M	\$210M	\$310M	\$210M	\$280M	\$0M	\$0M	\$0M	\$0M	\$1,350M	
HEL	\$240M	\$100M	\$210M	\$310M	\$210M	\$280M	\$0M	\$0M	\$0M	\$0M	\$1,350M	
HPM	\$240M	\$100M	\$210M	\$310M	\$210M	\$280M	\$0M	\$0M	\$0M	\$0M	\$1,350M	
Drone Interceptor	\$120M	\$50M	\$100M	\$150M	\$100M	\$140M	\$0M	\$0M	\$0M	\$0M	\$660M	
ARHUDFM Headsets	\$770M	\$400M	\$740M	\$1,080M	\$740M	\$7,320M	\$6,960M	\$0M	\$0M	\$6,670M	\$24,680M	

	20%	11%	20%	29%	20%	1,660,000						
Personnel U.S.	340,000	180,000	330,000	480,000	330,000	2,050,000	1,120,000	0	0	1,490,000	6,320,000	
Personnel Other	326,000	172,000	316,000	460,000	316,000	4,300,000	4,925,000	0	0	4,300,000	15,115,000	

OEM - SAM												\$152B
Airship Drone	\$1,840M	\$800M	\$1,560M	\$2,360M	\$1,560M	\$2,080M	\$16,920M	\$3,240M	\$65,000M	\$0M	\$95,360M	
A-CSG	\$560M	\$240M	\$480M	\$720M	\$480M	\$640M	\$0M	\$0M	\$0M	\$0M	\$3,120M	
AEW&C	\$1,260M	\$540M	\$1,080M	\$1,620M	\$1,080M	\$1,440M	\$0M	\$0M	\$0M	\$0M	\$7,020M	
HEL	\$1,680M	\$720M	\$1,440M	\$2,160M	\$1,440M	\$1,920M	\$0M	\$0M	\$0M	\$0M	\$9,360M	
HPM	\$2,520M	\$1,080M	\$2,160M	\$3,240M	\$2,160M	\$2,880M	\$0M	\$0M	\$0M	\$0M	\$14,040M	
Drone Interceptor	\$1,560M	\$624M	\$1,404M	\$2,028M	\$1,404M	\$1,872M	\$0M	\$0M	\$0M	\$0M	\$8,892M	
ARHUDFM Headsets	\$607M	\$319M	\$589M	\$858M	\$589M	\$5,795M	\$2,829M	\$0M	\$0M	\$2,710M	\$14,295M	
SaaS - SAM												\$48B
Airship Drone	\$530M	\$230M	\$450M	\$680M	\$450M	\$600M	\$4,870M	\$930M	\$18,720M	\$0M	\$27,460M	
A-CSG	\$160M	\$70M	\$140M	\$210M	\$140M	\$180M	\$0M	\$0M	\$0M	\$0M	\$900M	
AEW&C	\$160M	\$70M	\$140M	\$210M	\$140M	\$180M	\$0M	\$0M	\$0M	\$0M	\$900M	
HEL	\$160M	\$70M	\$140M	\$210M	\$140M	\$180M	\$0M	\$0M	\$0M	\$0M	\$900M	
HPM	\$160M	\$70M	\$140M	\$210M	\$140M	\$180M	\$0M	\$0M	\$0M	\$0M	\$900M	
Drone Interceptor	\$70M	\$30M	\$70M	\$100M	\$70M	\$90M	\$0M	\$0M	\$0M	\$0M	\$430M	
ARHUDFM Headsets	\$500M	\$260M	\$480M	\$700M	\$480M	\$4,750M	\$4,530M	\$0M	\$0M	\$4,340M	\$16,040M	

OEM - SOM												\$90B
Airship Drone	\$1,120M	\$480M	\$920M	\$1,400M	\$920M	\$1,240M	\$10,160M	\$1,960M	\$39,000M	\$0M	\$57,200M	
A-CSG	\$320M	\$160M	\$280M	\$440M	\$280M	\$400M	\$0M	\$0M	\$0M	\$0M	\$1,880M	
AEW&C	\$720M	\$360M	\$630M	\$990M	\$630M	\$900M	\$0M	\$0M	\$0M	\$0M	\$4,230M	
HEL	\$960M	\$480M	\$840M	\$1,320M	\$840M	\$1,200M	\$0M	\$0M	\$0M	\$0M	\$5,640M	
HPM	\$1,440M	\$720M	\$1,260M	\$1,980M	\$1,260M	\$1,800M	\$0M	\$0M	\$0M	\$0M	\$8,460M	
Drone Interceptor	\$940M	\$370M	\$840M	\$1,220M	\$840M	\$1,120M	\$0M	\$0M	\$0M	\$0M	\$5,330M	
ARHUDFM Headsets	\$300M	\$160M	\$290M	\$420M	\$290M	\$2,850M	\$1,700M	\$0M	\$0M	\$1,630M	\$7,640M	
SaaS - SOM												\$29B
Airship Drone	\$320M	\$140M	\$260M	\$400M	\$260M	\$360M	\$2,930M	\$560M	\$11,230M	\$0M	\$16,460M	
A-CSG	\$90M	\$50M	\$80M	\$130M	\$80M	\$120M	\$0M	\$0M	\$0M	\$0M	\$550M	
AEW&C	\$90M	\$50M	\$80M	\$130M	\$80M	\$120M	\$0M	\$0M	\$0M	\$0M	\$550M	
HEL	\$90M	\$50M	\$80M	\$130M	\$80M	\$120M	\$0M	\$0M	\$0M	\$0M	\$550M	
HPM	\$90M	\$50M	\$80M	\$130M	\$80M	\$120M	\$0M	\$0M	\$0M	\$0M	\$550M	
Drone Interceptor	\$40M	\$20M	\$40M	\$60M	\$40M	\$50M	\$0M	\$0M	\$0M	\$0M	\$250M	
ARHUDFM Headsets	\$300M	\$160M	\$290M	\$420M	\$290M	\$2,850M	\$2,720M	\$0M	\$0M	\$2,600M	\$9,630M	