

THE VALUE OF PERFORMANCE.
NORTHROP GRUMMAN

Northrop Grumman Today

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Vicky Harper-Hall
Sector Manager, Global Supplier Diversity
Programs and Government Relations

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- Leading global security company
- \$24.7 billion sales in 2013
- \$37 billion total backlog
- Leading capabilities in:
 - Unmanned Systems
 - Cyber
 - C4ISR
 - Logistics



Focus on Performance

Four Operating Sectors at a Glance

Aerospace Systems



Strategic Space Systems

Military and Civil
Space Systems

Unmanned Systems

Manned Aircraft Design,
Integration and
Manufacturing

Global Strike

Airborne Ground
Surveillance Battle
Management

Electronic Attack

Electronic Systems



International Air Defense and Boarder Security

C4ISR

Radar Systems and Sensors

Electronic Warfare

Navigation and Positioning
Systems

Propulsion and Power
Generation

Space Systems and Sensors

Information Systems



Global Command & Control Systems

Military Communications
and Networks

Full-spectrum Cyber

Intelligence, Surveillance &
Reconnaissance Systems

Multi-Source Intelligence
Integration

Health IT

Air and Missile Defense

Civil Security and Public
Safety Systems

Identity Management and
Biometrics

Technical Services



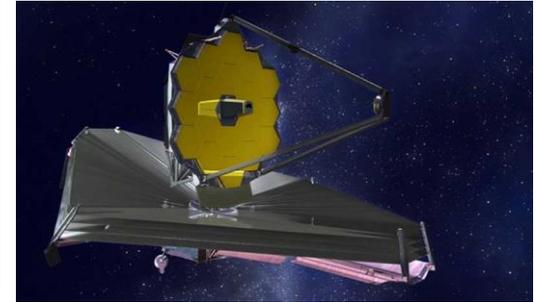
High-Tech Services and Training Systems

Logistics and Modernization
of Military Equipment

Sustaining Engineering and
Support

New Innovative Logistics
Products

Northrop Grumman Products



Objectives



Identify and integrate capable small and minority suppliers into Northrop Grumman's procurement processes



Develop and maintain mutually beneficial long term relationships with our suppliers



Maintain an outstanding supply base consisting of suppliers that provide optimal value to the enterprise



Provide Small Business advocacy, training and support

Trends, Demand Drivers, Challenges

Emerging Trends

- Utilizing enterprise wide agreements to leverage spend
- Purchasing at the systems level
- Maintaining a smaller supplier base that possesses a wider range of capabilities

Demand Drivers

- Customer Satisfaction
- Innovation
- Developing products and services that exceed customer requirements

Challenges

- Locating small and minority businesses with the capacity to support larger and more complex requirements

Areas of Focus / Ongoing Initiatives

- Mentor-Protégé Program
- HBCU/MI Program
- Women's Business Program
- Small Disadvantaged Business Program
- Small Business Innovative Research and Small Business Technology Transfer (SBIR/STTR)
- Historically Underutilized Business Zones (HUBZone) Program

- Service-Disabled Veterans Program
- AbilityOne (formerly Javits-Wagner O'Day) program
- Outreach to American Indian Owned Companies
- Outreach to Lesbian, Gay, Bisexual and Transgender Owned Companies
- Annual Recognition Program
- SEBP Strategy Council

Northrop Grumman Tracks Performance and Performs Targeted Outreach In Support of These Initiatives

How Do We Locate Suppliers?



Outreach Events

- Commodity-Specific
- Program-specific
- Small Business Category-Specific, i.e., SDB, Vets

Prospective Supplier Database

- <https://oasis.northgrum.com>

Recommendations from

- Customers
- Other Aerospace Counterparts
- Technical and Program Management
- From Various Ethnic Trade Associations

Company Protégés

- 14 Protégés in GFY 2013

Existing Suppliers

- Leveraged Across the Enterprise

Capabilities, Timing, Past Performance, Relationship Building Are Key Considerations

How to Become a Northrop Grumman Supplier

**Potential
Supplier**

Become Familiar With
Northrop Grumman
Products & Reqts.

Input Company Information into
Northrop Grumman Potential
Supplier Database

Submit Letter of Introduction
and Company Literature to
Socio-Economic Business Office

**Northrop
Grumman
Socio-
Economic
Business
Office**

Advise Supplier on
Potential Subcontract
Opportunities

Forward Materials
to Purchasing/
Engineering/Other
Using Organizations

Evaluation

Direct Any Questions to and Keep In Contact With:
Northrop Grumman Socio-Economic Business Office or Specific
Procurement or Technical Department

How to Register to Become a Supplier

Registering on this website does not guarantee that you will become a Northrop Grumman supplier. Registration allows Northrop Grumman to match supplier capability with our current and future business needs.

Review the Northrop Grumman website, www.northropgrumman.com, to become familiar with Northrop Grumman's product lines and to determine which business units or programs to market

From the OASIS website, you can follow a few quick steps to register your company and provide information needed by our business units to determine if they have an interest in doing business with your company:

1 • Go to the [OASIS website](#)

2 • Click on "Small Business" on left side of page

3 • Click on "Small Business Supplier Information Form"

4 • Fill out Supplier Information Form and click on "Submit Form"

5 • Send a capabilities briefing to SEBP.AS@NGC.com

Do Your Homework Before You Make Contact

Basic Marketing Research

- How is the Company Structured?
- What are the Principal Products?
- Does This Company Buy What I Sell?
- How Does the Purchasing Process Work?
- Could my company's capabilities fit a special niche within this company?

Logistics / Timing

- Proximity of Supplier to Company?
 - Who is My Competition?
- Has the Company Received New Business Contracts?
- When Will Materials / Services be Needed?

Supplier Information Required

<i>Type of Business</i>	<i>Number of Employees</i>	<i>Financial Profile</i>	<i>Past Performance</i>
<i>Principal Product or Service</i>	<i>Areas of Product Interest</i>	<i>Description of Facilities/Equipment /Technical Capabilities</i>	<i>Quality Assurance Standards (ISO Certification, Lean Principles, Six Sigma)</i>
<i>NAICS Codes</i>	<i>Certifications (HUBZone, Service-Disabled Veteran)</i>	<i>Engineering or Technical Capability</i>	<i>Supplier Capacity</i>
<i>Diversity of Manufacturing, Product or Services</i>	<i>Previous Experience - Like Companies or Other Northrop Grumman Sites</i>	<i>Past Performance – Quality, Delivery And Cost</i>	<i>Supplier Location – Proximity to One or More Northrop Grumman Sites</i>
<i>Small Business Relationship</i>			

Developing the Prime/ Subcontractor Relationship

What Works

- Credibility
- Quality Products / On-time Delivery / Cost Affordability
- Proven Performance
- Conferences / Trade Fairs
- Perseverance
- Knowing the System

What Doesn't

- Contacting High Level Execs
- Demanding Business
- Being Unprepared
- Not Doing Your Homework

**Building a Positive Relationship with Potential Customers
is Key to a Successful Outcome**

- ✓ Team with other small businesses in order to offer expanded capabilities
- ✓ Provide added value by offering additional complementary products and services
- ✓ Develop / nurture customer relationships
 - ✓ Allows the supplier to better understand its customer requirements
- ✓ Develop strategic alliances
 - ✓ Join industry organizations in order to stay current on new technology and trends
- ✓ Position Yourself in your target industry
 - ✓ Understand the Marketplace
 - ✓ Create your Niche - Identify what makes you unique in the Marketplace
- ✓ Maintain a strong financial history
 - ✓ Length of time in business
 - ✓ Strong financial statements
 - ✓ Maintain funding resources
 - ✓ Financial resources to sustain the company during aggressive growth as well as a market downturn

Where to Get Help

Resource	Website
Socio-Economic Business Program Offices - Can Provide Information and Materials to Potential Suppliers	https://oasis.northgrum.com
Department of Veterans Affairs Center for Veterans Enterprise	http://www.vetbiz.gov/
Small Business Administration (SBA)	www.sba.gov
Procurement Technical Assistance Centers (PTACs)	www.aptac-us.org
Minority Business Development Agency (MBDA)	www.mbda.gov
National Contract Management Association	www.ncmahq.org
Industry Associations i.e., Aerospace Industries Association (AIA)	www.aia-aerospace.org
Business Associations i.e., National Minority Supplier Development Council (NMSDC)	www.nmsdcus.org

- For Background Information About Northrop Grumman Corporation:

www.northropgrumman.com

- Follow us on: 

Social Media	Website
Twitter	www.twitter.com/northropgrumman
Facebook	www.facebook.com/northropgrumman
Tumblr	www.northropgrumman.tumblr.com

- Small Business Program Contacts
<https://oasis.northgrum.com>

Contact Information

Vicky Harper-Hall

Sector Manager,
Global Supplier Diversity Programs / Government Relations

Ph: 310.331.3824

E-mail: vicky.harper-hall@ngc.com

**Review the Northrop Grumman Website
https://oasis.northgrum.com/corp/business_area.htm
for Commodities Available For Subcontracting**

**Northrop Grumman's Procurement
Strategy Is Designed to Insure That
Capable Small Businesses Receive The
Maximum Practicable Subcontracting
Opportunities On Our Programs**

Questions??



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