

THE VALUE OF PERFORMANCE.
NORTHROP GRUMMAN

Northrop Grumman Today

August 5, 2013

- Leading global security company
- \$25.2 billion sales in 2012
- \$40.8 billion total backlog at the end of 2012
- Leading capabilities in:
 - Unmanned Systems
 - Cybersecurity
 - C4ISR
 - Logistics



Focus on Performance

Four Operating Sectors at a Glance

Aerospace Systems



**Airborne Ground
Surveillance / C2**

C4ISR

Directed Energy Systems

**Electronic Combat
Operations**

**Environmental & Space
Science Satellite Systems**

**Global / Theater Strike
Systems**

ISR Satellite Systems

**Large Scale Systems
Integration**

MILSATCOM Systems

**Missile Defense Satellite
Systems**

Naval BMC2

Strategic Space Systems

Unmanned Systems

Electronic Systems



Air Defense Systems

C4ISR Networked Systems

**EO/IR Targeting &
Surveillance**

Marine & Undersea Systems

**Navigation & Positioning
Systems**

**Propulsion & Power
Generation**

Radar Sensors & Systems

RF/IR Countermeasures

Space Sensors

Information Systems



**Command & Control
Systems**

Communications

Cybersecurity

**Enterprise Systems
and Security**

**Federal, State/Local
& Commercial**

Health IT

Homeland Security

Intelligence

**Intelligence, Surveillance &
Reconnaissance Systems**

IT/Network Outsourcing

Technical Services



**Aircraft
Subsystem/Component
Sustainment & Modernization**

**Aircraft System/Platform
Sustainment & Modernization**

**Defense and Government
Services**

**Ground Vehicle
Reconstitution**

**Integrated Logistics and
Modernization**

**Irregular Warfare/Quick
Reaction Capability**

**Live, Virtual and Constructive
Domains**

Nuclear Security Services

**Technical and
Operational Training Support**

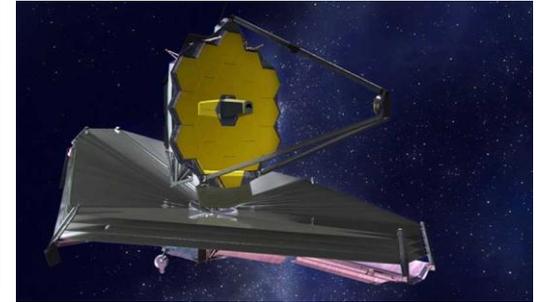
Training Solutions



Be the most trusted provider
of systems and technologies
that ensure the
security
of our nation and its allies



Northrop Grumman Products



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

Type of Business

Number of Employees

Financial Profile

Past Performance

Principal Product or Service

Areas of Product Interest

Description of Facilities/Equipment/Technical Capabilities

Quality Assurance Standards (ISO Certification, Lean Principles, Six Sigma)

Certifications (HUBZone, Service-Disabled Veteran)

NAICS Codes

How Do We Locate Suppliers?



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

Selection Criteria

Engineering Or Technical Capability

Supplier Capacity

Diversity of Manufacturing, Product or Services

Previous Experience - Like Companies or Other Northrop Grumman Sites

Past Performance – Quality, Delivery And Cost

Supplier Location – Proximity to One or More Northrop Grumman Sites

Small Business Relationship

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
 - Maintain funding resources

Where to Get Help

Resource	Website
Socio-Economic Business Program Offices - Can Provide Information and Materials to Potential Suppliers	https://oasis.northgrum.com
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

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

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

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

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