Northrop Grumman Today

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Northrop Grumman Today

• 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

2. Input Company Information into Northrop Grumman Potential Supplier Database
3. Advise Supplier on Potential Subcontract Opportunities

Northrop Grumman Socio-Economic Business Office

5. 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
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)
- NAICS Codes
- Certifications (HUBZone, Service-Disabled Veteran)
- 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
Building a Positive Relationship with Potential Customers is Key to a Successful Outcome
### Tips For Success

- 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

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

• For Background Information About Northrop Grumman Corporation:
  www.northropgrumman.com

• Follow us on:

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• Small Business Program Contacts
  https://oasis.northgrum.com
Contact Information

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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??
THE VALUE OF PERFORMANCE.

NORTHROP GRUMMAN