Northrop Grumman Today

- Leading global security company
- $26.4 billion sales in 2011
- $39.5 billion total backlog
- 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
How to Become a Northrop Grumman Supplier

Potential Supplier

2. Input Company Information into Northrop Grumman Potential Supplier Database

Northrop Grumman Socio-Economic Business Office

4. Advise Supplier on Potential Subcontract Opportunities
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
Do Your Homework

**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

<table>
<thead>
<tr>
<th>Category</th>
</tr>
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<tbody>
<tr>
<td>Type of Business</td>
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<tr>
<td>Number of Employees</td>
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<tr>
<td>Financial Profile</td>
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<tr>
<td>Past Performance</td>
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<tr>
<td>Principal Product or Service</td>
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<tr>
<td>Areas of Product Interest</td>
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<tr>
<td>Description of Facilities/Equipment/Technical Capabilities</td>
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<tr>
<td>Quality Assurance Standards (ISO Certification, Lean Principles, Six Sigma)</td>
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<tr>
<td>Certifications (HUBZone, Service-Disabled Veteran)</td>
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<tr>
<td>NAICS Codes</td>
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</tbody>
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How Do We Locate Suppliers?

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

Prospective Supplier Database
- https://www.northgrum.com

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

Company Protégés
- 19 Current Protégés

Existing Suppliers
- Leveraged Across the Enterprise

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

Building a positive relationship with potential customers is key to a successful outcome

**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
About Northrop Grumman

Northrop Grumman is a leading global security company providing innovative systems, products and solutions in aerospace, electronics, information systems, and technical services to government and commercial customers worldwide.

Follow Northrop Grumman on:

Facebook  YouTube  LinkedIn  Twitter  Blog  RSS
Northrop Grumman

Contract Vehicles/GSA Schedules

Our far-reaching contract line-up makes Northrop Grumman your gateway to a broad range of systems, services, and solutions. These contract vehicles enable government clients to tailor services to meet specific needs while utilizing Northrop Grumman’s world class capabilities. Our long history of successful contract management and sales support has made us a leading supplier to the federal government. Some information below is in PDF format (Adobe Acrobat Reader required)

- GSA Schedules
- GWAC and IDIQ Vehicles

GSA Schedules

- AIMS
- IT Schedule 70
- LOGWORLD
- MOBIS
- PES
- Schedule 84

GWAC and IDIQ Vehicles

- Advanced Technology Support Program (ATSP)
- Alliant (GS00Q008GD0056)
- ANSWER - Northrop Grumman IT (GSA) (GS09K99BD0009)
- Army Private Cloud (APC 2)
Business to Business

Click one of the links below for specific Business to Business information:

- Intellectual Property Management
- OASIS Supplier Portal
- Socio-Economic Business Programs
- Surplus Property Available for Sale
Where to Get Help

• 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
Where to Get Help (Continued)

• 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
Contact Information

• For Background Information About Northrop Grumman Corporation:
  www.northropgrumman.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
Questions?
THE VALUE OF PERFORMANCE.

NORTHROP GRUMMAN