Mentor-Protégé Program Winning Strategies

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Agenda

• Northrop Grumman At A Glance
• Background
• Corporate Strategy
• Winning Strategies
• Best Practices
• How To Become a Protégé
• Summary and Contact Information
Northrop Grumman Today

• First Tier Defense Contractor
  • $25B+ Sales
  • 120,000 Employees
  • Operations in All 50 States and 25 Countries
  • Largest Military Shipbuilder
  • Largest Federal Information Technology Provider
• Premier Aircraft, Space and Missile Defense Contractor
• Premier Airborne Radar & Electronic Warfare Systems Provider
Company Overview

• **Seven Business Sectors**
  
  • **Electronic Systems**
  
  • **Information Technology**
    • Advanced Information Technologies, Systems and Services, Strategic Security, Training and Simulation
  
  • **Integrated Systems**
    • Network Enabled Integrated Systems and Subsystems, Battle Management Command and Control, Integrated Strike Warfare
Company Overview (Continued)

- **Mission Systems**
  - Command, Control and Intelligence Systems, Missile Systems, Technical and Management Services

- **Newport News**
  - Nuclear-Powered Aircraft Carriers and Submarines

- **Ship Systems**
  - Amphibious Assault Ships, Destroyers, Sealift Transport Ships, Tankers

- **Space Technology**
Background

- Northrop Grumman Has Participated in Various Mentor-Protégé Programs Since 1992
- Has Mentored Over 30 Small Companies  
  - 14 Total Protégés
- Credit Only and Reimbursement Agreements
- Sponsors  
  - DISA  
  - DoD  
  - FAA  
  - NASA
- Engineering, Information Technology, Manufacturing
Corporate Strategy

- Appointed Project Manager, Mentor-Protégé and HBCU/MI Programs
  - Corporate Oversight Responsibility For Mentor-Protégé and HBCU/MI Programs
  - Assists in the Development of New Mentor-Protégé Relationships

- Advantages
  - Centralized Point of Contact
  - Access to All Programs
  - Advocate for Potential Protégés
Winning Strategies

- Utilize a Structured Approach to Protégé Selection
  - Insures Potential for a Long-term Relationship
  - Strategic Sourcing Teams and Procurement Forecasts Are Critical to the Process
- Locating Protégés
  - Current Suppliers – Best Practice
    - Mentor Has Knowledge of Supplier Performance And Reliability
    - Protégé is Familiar With Mentor’s Business Practices
  - Targeting Protégé Relationships Based on Specific Contract Vehicles
  - Suppliers Propose Mentor-Protégé Teaming Based on Potential Opportunities With New Customers and Value Added Proposition
Winning Strategies (Continued)

• Demands a Committed Relationship to the Protégé
  – Encourage the Utilization of the Protégé Within the Company

• Flexibility is Important
  – Adaptable to Changes in Mentor’s and Protégé’s Circumstances

• Mentor Must Be Willing to Utilize the Protégé on a Sole Source Basis
Best Practices

• Mentor-Protégé Program is Closely Monitored Within the Corporation

• Dedicated Mentor-Protégé Team for Each Agreement Ensures Program Success

• Protégés Have Sponsors / Champions Within the Corporation
How to Become a Protégé

• Do Your Homework
  – Learn About the Potential Mentor’s Product Lines
  – Know Where Your Product Will Fit Within the Corporation

• Pursue a Subcontracting Relationship First
  – Understand the Mentor’s Needs
  – Develop a Strong Performance-Based Relationship

• Target a Need That Is Not Being Met

• Develop a Business Case for Becoming a Protégé

• Protégé’s Products and Services Must Compliment the Mentor’s Product Lines

• Protégé Must Be Technically and Administratively Capable
  – Must Be Willing to Accept Mentoring
  – Must Understand and Accept Program Limitations
Summary

• Mentor-Protégé Program is a “Team Program”
• Communication and Commitment to the Team’s Success Are Key Ingredients in Making the Program Work
Contact Information

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

• Northrop Grumman’s Mentor-Protégé Program:
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