



THE VALUE OF PERFORMANCE.
NORTHROP GRUMMAN

Success Story Spotlight

Winter TRIAD

Mandaree Enterprise Corporation (MEC)

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Mandaree Enterprise Corporation (MEC) Profile



- MEC was founded in 1990
- 100% Tribally-owned/chartered business
 - Three Affiliated Tribes (TAT) Mandan, Hidatsa and Arickara Nations
 - Federally Recognized
- Headquarters located in New Town, ND
 - Fort Berthold Indian Reservation
- Capabilities
 - Electronic Manufacturing
 - Cable & Wire Harnesses
 - Panel Assemblies
 - Power Supplies
- MEC began with 5 Full Time Employees (FTE)
 - FTE high of 250, currently at 428
 - With additional FTE's working through joint ventures

Beginning State

- MEC was established in 1990, to create employment for Fort Berthold Indian Reservation members
- Northrop Grumman was seeking to establish a relationship with a Native American Tribal Organization near our New Town facility
- Mandaree Enterprises was a job shop manufacture firm to neighboring towns
 - Mandaree had little experience in the Federal market place
 - Mandaree had a mechanism where it could more effectively build and grow its own infrastructure
 - In the beginning Mandaree had challenges establishing a solid management core team interested in building a high-tech business in the rural state of North Dakota and on an Indian Reservation
- In 1989-90 with Northrop Grumman's assistance, MEC entered into it's first DoD Mentor-Protégé Credit Agreement

Current State

- From a single stand alone company, MEC was able to create a foundation and stepping stone for present day Mandaree Enterprises, a tribally owned organization. MEC's current growth:
- Northrop Grumman awarded a subcontract for C-17 Electrical Standards Kitting
 - This enabled Northrop Grumman to transfer a significant manufacturing and procurement capability to MEC
 - Because of the manufacturing and inventory requirements of this new capability Mandaree upgraded their MRP system
- MEC became a preferred manufacture for cables and harnesses on NG's Global Hawk and un-manned platforms
- B2 Bomber, Jstars, FA/18, Mass-Mounted Site, C-17, AWAC
 - Power supplies, panel assemblies, antenna assemblies, printed circuit boards, connector/relay switches, cables and wire harnesses

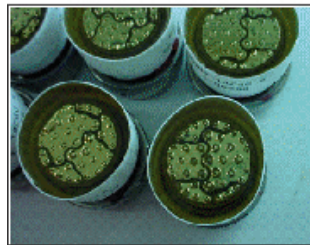
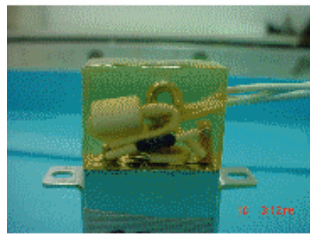
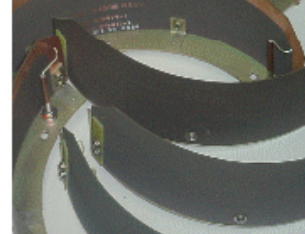
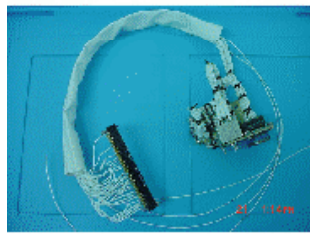
Current State

- Annual revenue in excess of \$30m, has been as high as \$40m
 - Grew 7 of 10 new 100% tribally-owned companies
 - Enterprise wide employment exceeds 150
 - Maintains offices in 7 states, and performs in several commercial markets
 - Currently holds contracts with 12 separate federal departments/agencies
 - Features a diversified offering of services (Staffing, Wire and Harnesses...)
 - Continuing efforts to strengthen it's infrastructure and technology base
 - Investing in innovative products/services for future growth
- Nunn-Perry award Recipient
 - DoD Credit Mentor-Protégé Agreement 1999
 - DoD Air Force Reimbursement Mentor-Protégé Agreement 2000

Future State

- Northrop Grumman continues to maintaining it's partnership with MEC as a preferred supplier.
- MEC continues to leverage it's Mentor-Protégé Technology Transfer into other programs within NG and Government Agencies
- Northrop Grumman continues to advice MEC in new opportunities and provides meeting and introductions into new programs
- Benefits
 - As a Federally Recognized Tribal Organization prime are able to submit claims under the Indian Incentive Program of 5%
 - MEC is a Small Disadvantage Business and HubZone Small Business
 - MEC is able to perform both as a Prime or Subcontractor

Projects Support



Mandaree Enterprise Corporation (MEC)

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