

*THE VALUE OF PERFORMANCE.*  
***NORTHROP GRUMMAN***

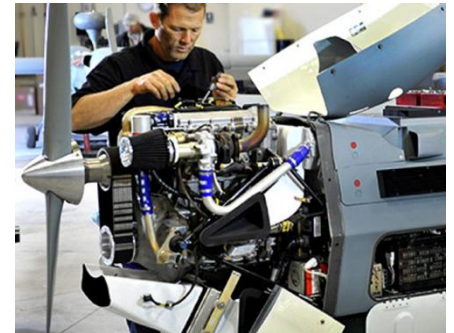
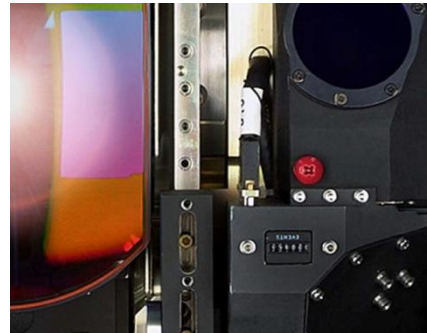
# Doing Business with Northrop Grumman

## National Small Business Conference

Carla Undurraga  
Sector Small Business Liaison Officer (SBLO)

September 24, 2015

- Leading global security company
- \$24 billion sales in 2014
- Located in all 50 states and 25 countries
- Leading capabilities in:
  - Unmanned Systems
  - Cyber
  - Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (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 Border 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**

- A large percentage of all Northrop Grumman subcontract dollars are awarded to small businesses supporting our customer's missions
- We value diversity in our employees and our global supply chain
- We value innovation and differentiation—'Calls for Innovation' at [www.northropgrumman.com](http://www.northropgrumman.com)
- We have a robust Global Supplier Diversity Program with over 30 dedicated SBLOs who support every business unit within every division and every sector of the company
- We have an award-winning mentor-protégé program and are focused on several key initiatives to advocate for SBs of all types

# Capabilities Needed

- Bonded metal assembly & composite part production
- Steel and aluminum part production with complex geometry
- Production tooling design and fabrication
- Repair kit integration
- Stretch, roll and press forming of aluminum and steel to produce legacy parts
- Specification Development/Proofing/Fielding Support
- Aircraft Repair Design and Implementation
- Reverse Engineering/Rapid Prototyping
- 3D CAD Modeling (Subsystem Routing)
- Aircraft Electrical/Hydraulic/Pneudraulic Expertise
- Product Lifecycle Management Expertise
- Database Creation/Management
- Technical Data Package Creation/Modification
- Specification Development/Proofing/Fielding Support
- Aircraft Repair Design and Implementation
- Reverse Engineering/Rapid Prototyping
- Aircraft Tool Design
- Reliability Centered Maintenance
- Laser/CMM Metrology
- Obsolescence Resolution
- Aftermarket
- Radio Frequency (RF) Capabilities

**Air Force experience is highly desirable**


- Understand sector differences and where you fit in
  - Assign an account manager if possible to develop the account—it takes time!
- Submit a profile at: <https://oasis.northgrum.com>
  - You do not need to be on an approved supplier list to be considered for opportunities
- Be opportunity specific!
  - Utilize the ‘SBLO Contact List’ when you have a target in mind
  - Reciprocal teaming is a win-win
- Engage early rather than after contract is awarded
  - An innovative application gets defined in our baseline solution (>24 months pre RFP)
  - Help us shape opportunities
- Articulate a discriminating value proposition

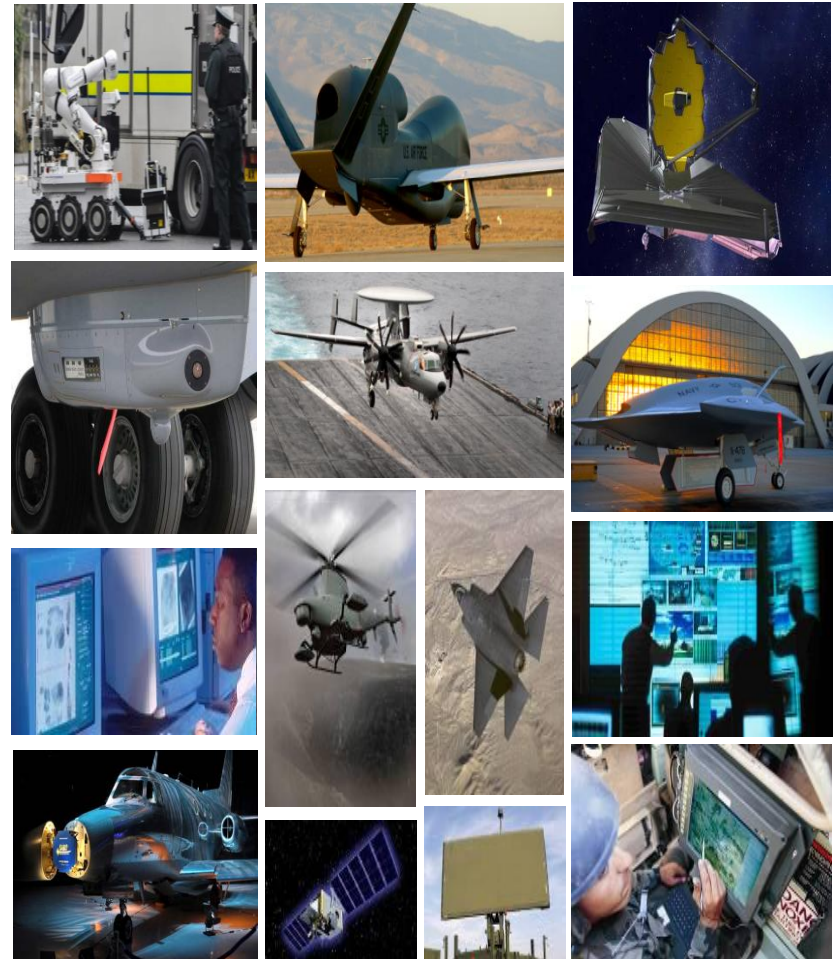
# Tips for Building a Strong Teaming Relationships with Northrop Grumman



- Develop and nurture customer relationships
  - You understand (and have positioned) what the customer wants to buy and can prove it
- Be brutally honest with yourself...and us. We don't deal well with surprises
  - What do you have the bandwidth to do?
  - Any past performance issues?
- Stay current with special certifications and clearances
- Demonstrate compliance with Government regulations (e.g. counterfeit parts)
- Maintain strong financial health
- Focus on cost competitiveness and on-time delivery!

# Contact Information

- Background information:  
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- Global Supplier Diversity Program  
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