Doing Business with Northrop Grumman

National Small Business Conference

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Sector Small Business Liaison Officer (SBLO)

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Northrop Grumman Today

• 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

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<td>Identity Management and Biometrics</td>
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• 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

• 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
Teaming Rules of Engagement

• 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:
  www.northropgrumman.com

- Global Supplier Diversity Program
  Contacts: https://oasis.northgrum.com

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