

THE VALUE OF PERFORMANCE.
NORTHROP GRUMMAN

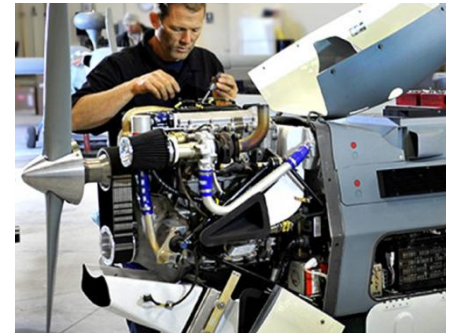
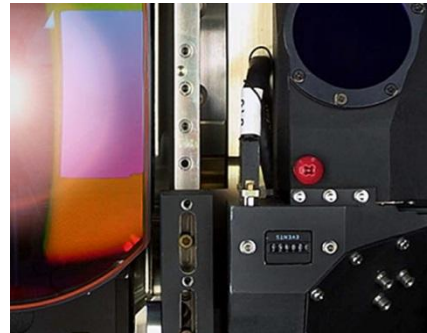
Doing Business with Northrop Grumman

National Small Business Conference

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Sector Small Business Liaison Officer (SBLO)

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- 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
- 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

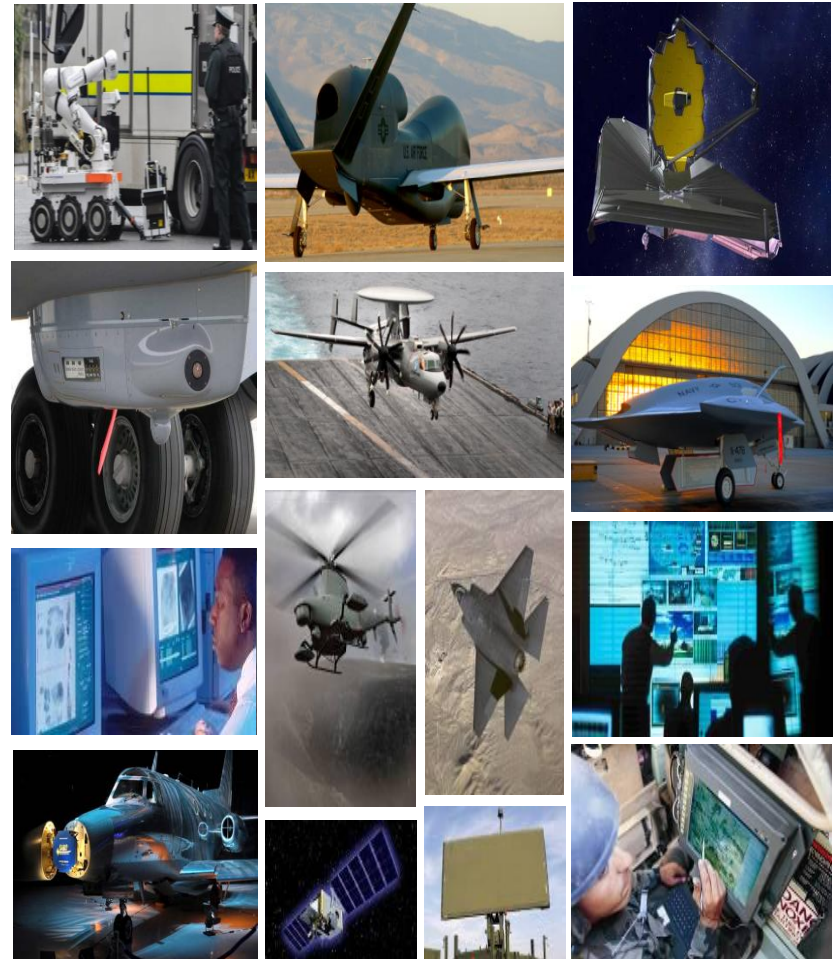
- Understand sector differences and where you fit in
 - Assign an account manager if possible to develop the account—it takes time!
- Submit a profile at: <https://oasis.northgrum.com>
 - You do not need to be on an approved supplier list to be considered for opportunities
- Be opportunity specific!
 - 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
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