

NORTHROP GRUMMAN

DEFINING THE FUTURE

Northrop Grumman Today

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FROM UNDERSEA TO OUTER SPACE TO CYBERSPACE



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Northrop Grumman Today

- **First Tier Defense Contractor**
 - **\$26B+ Sales**
 - **125,000 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***

- **Defense Electronics and Systems, Airspace Management Systems, Precision Weapons, Marine Systems, Space Systems, and Automation and Information Systems**

- ***Information Technology***

- **Advanced Information Technologies, Systems and Services, Strategic Security, Training and Simulation**

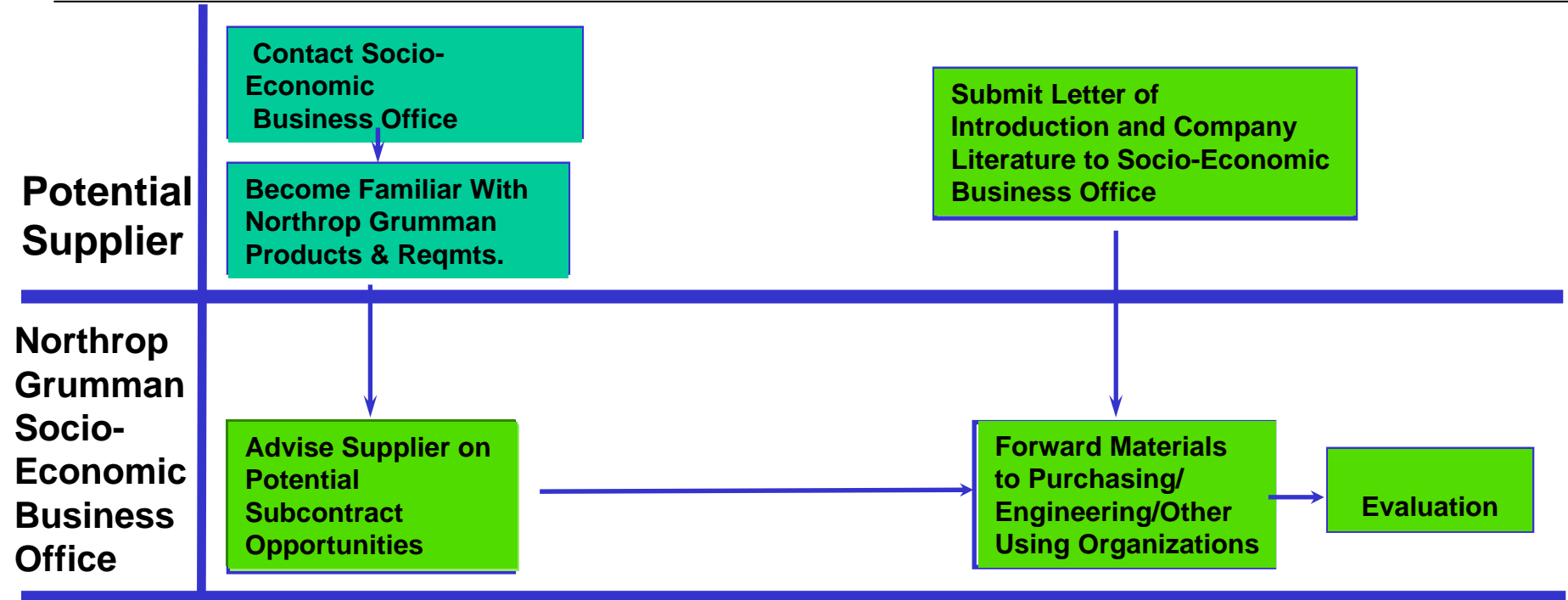
- ***Integrated Systems***

- **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***
 - **Military and Civil Space Systems, Satellite Communication Systems, Spacecraft, Missile Propulsion and Lasers**

How to Become a Northrop Grumman Supplier



**Direct Any Questions to and Keep In Contact With:
Northrop Grumman Socio-Economic Business Office or
Specific Procurement or Technical Department**

Doing the Homework

- **To Be Effective, Potential Suppliers Must Do the Following:**
- **Basic Marketing Research**
 - **How is the Company Structured?**
 - **What are the Principal Products?**
 - **Does This Company Buy What I Sell?**
 - **How Does the Purchasing Process Work?**

Doing the Homework (Continued)

- **Logistics / Timing**
 - **Proximity of Supplier to Company?**
 - **Where is My Competition?**
 - **Has the Company Received New Business Contracts?**
 - **When Will Materials / Services be Needed?**

Supplier Information Required

- **Type of Business**
- **Number of Employees**
- **Financial Profile**
- **Principal Product or Service**
- **Areas of Product Interest**
- **Description of Facilities/Equipment/Technical Capabilities**
- **Quality Assurance Standards (ISO Certification, Lean Principles, Six Sigma)**
- **Certifications (Small Disadvantaged Business, HUBZone, Service-Disabled Veteran)**
- **NAICS Codes**

Selection Criteria

- **Engineering or Technical Capability**
- **Supplier Capacity**
- **Supplier Manufacturing Diversity**
- **Previous Experience - Like Companies or Other Northrop Grumman Sites**
- **Past Performance – Quality, Delivery and Cost**
- **Supplier Location**
 - **Proximity to One or More Northrop Grumman Sites**

Selection Criteria (Continued)

- **Small Business Relationship**
 - **Small**
 - **Disadvantaged**
 - **Women-Owned**
 - **Service-Disabled Veteran-Owned**
 - **Veteran-Owned Small**
 - **Javits-Wagner-O'Day Program (National Industries for the Blind / Creating Employment Opportunities for People With Severe Disabilities (NIB/NISH))**
 - **Location in Historically Underutilized Business Area (HUBZone)**

Selection Criteria (Continued)

- **Electronic Capability**
 - **E-Commerce**
 - **Internet Capability**
 - **Access drawings**
 - **Purchasing Information**
- **Automated Production Control**
- **Quality Process**
- **Stable Financial Status**
- **Ability to respond to Critical Requirements**

What Works

- **Credibility**
- **Quality Products / On-time Delivery / Cost Affordability**
- **Proven Performance**
- **Conferences/Trade Fairs**
- **Perseverance**
- **Knowing the System**

What Doesn't

- **Contacting High Level Execs**
- **Demanding Business**
- **Being Unprepared**
- **Not Doing Your Homework**

Where to Get Help

- **Socio-Economic Business Program Offices**
 - **Can Provide Information and Materials to Potential Suppliers**

<https://oasis.northgrum.com>

- **Small Business Administration (SBA)**

www.sba.gov

- **Minority Business Development Agency (MBDA)**

www.mbda.gov

Where to Get Help (Continued)

- **Regional Minority Supplier Development (MSDC) Purchasing Councils**
- **Industry Associations i.e., Aerospace Industries Association (AIA)**

www.aia-aerospace.org

- **Business Associations i.e., National Minority Supplier Development Council (NMSDC)**

www.nmsdcus.org

Contact Information

- **For Background Information About Northrop Grumman Corporation:**
www.northropgrumman.com
- **Small Business Program Contacts**
<https://oasis.northgrum.com>

Summary

- **Northrop Grumman's Procurement Strategy Is Designed to Insure That Capable Small Businesses Receive The Maximum Practicable Subcontracting Opportunities On Our Programs**

Northrop Grumman's Objective:

"Develop a World Class Socio-Economic Business Program That Is Part of the Northrop Grumman Culture"