Northrop Grumman Corporation

Partnering with Primes

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Northrop Grumman Today

- Leading global security company
- $24.5 billion sales in 2016
- $45.3 billion total backlog (as of Dec. 31, 2016)
- Leading capabilities in:
  - Cyber
  - Logistics
  - Autonomous Systems
  - Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR)
  - Strike

Focus on Performance
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- Autonomous Systems:
  - Strike Operations
  - Military and Civil Space Systems
  - Aircraft and Spacecraft Design, Integration and Manufacturing
  - Intelligence, Surveillance, and Reconnaissance
  - Protected Communications
  - Battle Management
  - Missile Defense
  - Space Exploration
  - Advanced Technologies

- Mission Systems:
  - Airborne C4ISR Systems
  - Cyber and Intelligence Mission Solutions
  - Land & Avionics C4ISR Mission Solutions
  - Missile Defense and Protective Systems
  - Navigation and Maritime Systems
  - Space ISR Systems
  - Advanced Concepts and Technologies

- Technology Services:
  - Technology-Differentiated, Mission Services & Training Systems
  - Logistics and Modernization of Military Equipment
  - Global Sustainment Engineering and Support
  - New Innovative Logistics Products
  - Health IT
  - Civil Security and Public Safety Systems
Objectives

- Identify and integrate capable small, minority and women suppliers into Northrop Grumman’s procurement processes
- Develop and maintain mutually beneficial long term relationships with our suppliers
- Maintain an outstanding supply base consisting of suppliers that provide optimal value to the enterprise
- Provide Small Business advocacy, training and support
Selection Criteria

- Engineering Or Technical Capability
- Supplier Capacity
- Diversity of Manufacturing, Product or Services
- 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
- Small Business Relationship
Contact Information

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THE VALUE OF PERFORMANCE.

NORTHROP GRUMMAN