

THE VALUE OF PERFORMANCE.
NORTHROP GRUMMAN

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

Three Operating Sectors at a Glance

Aerospace Systems



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**

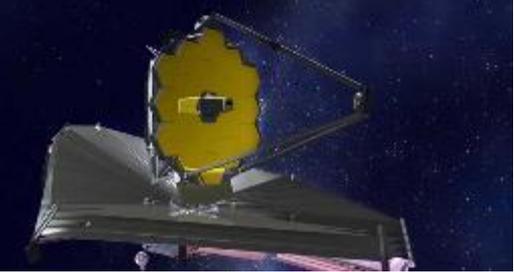
**Global Sustainment
Engineering and Support**

**New Innovative
Logistics Products**

Health IT

**Civil Security and
Public Safety Systems**

Northrop Grumman Products



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

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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