

NORTHROP GRUMMAN

DEFINING THE FUTURE

Northrop Grumman Corporation – Working With Hispanic Serving Institutions

2007 White House Initiative On Education
Excellence For Hispanic Americans
April 22-25, 2007

Provider:

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Programs

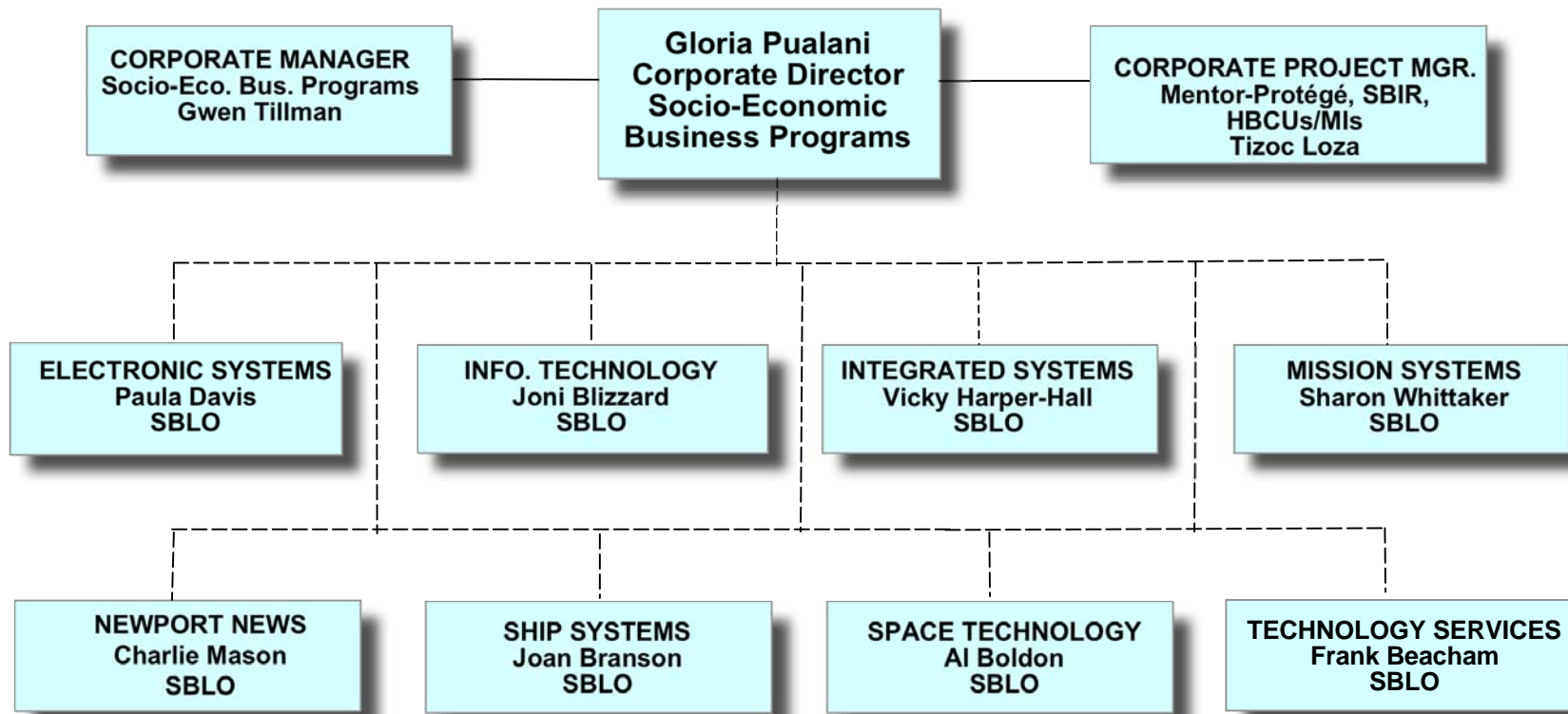
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Northrop Grumman Today

- **First Tier Defense Contractor**
 - \$30.7B Sales (FY 06)
 - 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

Socio-Economic Business Programs Organization



Northrop Grumman

Eight Operating Sectors Strategically Aligned to Serve Our Nation

Electronic Systems



Information Technology



Mission Systems



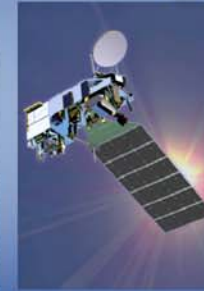
Integrated Systems



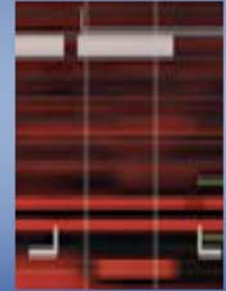
Newport News/ Ship Systems



Space Technology



Technical Services



- Airborne Radars
- C⁴ISR
- Electronic Warfare
- Navigation & Guidance
- Military Space
- Homeland Security

- C⁴ISR
- Government IT Infrastructure
- Science & Technology
- Information Security/Assurance
- Enterprise Solutions
- Homeland Security

- Command, Control and Intelligence
- Digitized Battlefield
- ICBM Sys. Mgmt.
- Missile Defense
- Defense/Civil Software Application Development
- Information Warfare
- Homeland Security

- Tactical Aircraft
- Long Range
- Unmanned
- Airborne Early Warning & Surveillance
- Air-to-Ground Surveillance
- Airborne Jamming

- Naval Systems Integrator
- Aircraft Carriers
- Attack Submarines
- Surface Combatants
- Amphibious Assault Ships
- Auxiliary Ships

- Intelligence, Surveillance, Reconnaissance
- Laser Weapons
- Military SatCom
- Scientific Satellites
- Military Avionics
- Advanced Technologies

- Defense Enterprise Solution
- Defense Mission Systems
- Enterprise Management Service and Vinnell Arabia Joint Venture
- Federal Enterprise Solutions
- Field Support Services

NG HBCU/MI Objectives

- **Increase Participation With Minority Institutions – Hispanic Serving Institutions (MI-HSI) By Identifying And Maximizing Subcontracting Opportunities On Major Programs**
- **Obtain Commitment Of Capture And Program Managers To Facilitate The Use Of MI-HSI On Major Programs**
- **Afford Learning Experiences And Research Opportunities To Faculty And Students Under The Mentor-Protégé Program**
- **Supplement Internal Research And Development (IRAD) Funds By Small Business Technology Transfer Research (STTR) Program**

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NG HBCU/MI Program Strategy

- **Appointed Corporate Project Manager, Socio-Economic Business Programs**
 - Responsible For HBCU/MI-HSI Program For The Corporation
 - Find Subcontracting Opportunities For MI-HSI
 - Research and Development
 - Internships
 - Training
 - Non-Traditional Opportunities
 - Mentor-Protégé Programs

NG HBCU/MI Program Strategy (Con't)

- **Advantages**
 - Centralized Point of Contact
 - Access to All Programs
 - Advocate for MI-HSI's
 - Industrial Affiliates Program - Access To Seed Money To Universities
 - Minority Engineering Programs - Supports Minority Organizations
 - IR&D Spend With MI-HSI's - Funding For Research

Methods of Utilizing MI-HSI's

- **Establish Relationships With MI-HSI's**
- **Target MI-HSI's Schools As Center Of Excellence For More Than One Sector**
- **Transfer Technology To MI-HSI School to Enhance Specific Technologies**
- **Work with School Staff in Providing Technology Opportunities**
- **Provide Awareness To Proposal Teams During The Strategy Phase Of The Proposal And Before Proposal Kick-off**

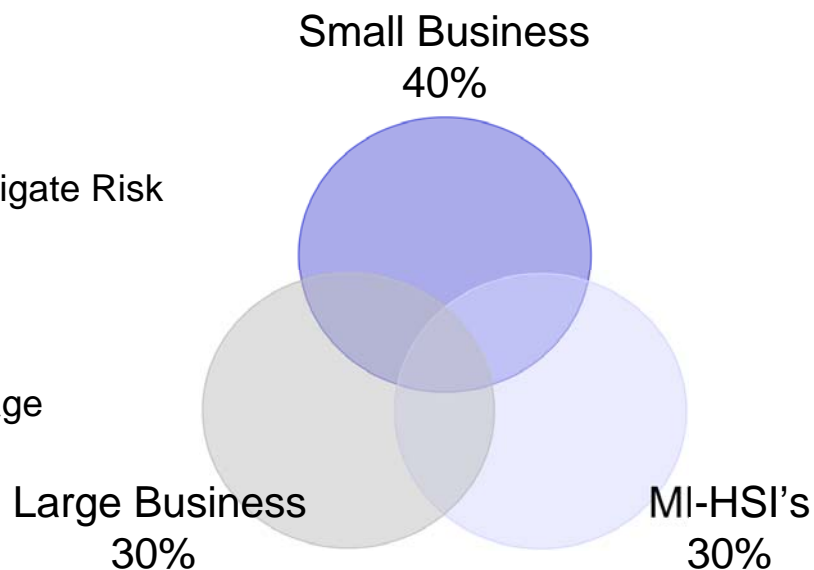
NG Benefits

- **Build Long-Term Relationships With MI-HSI's**
 - Access To Advance Technology And Intellectual Capital
 - Source Of Future Recruitment
 - Allows NG To Be Compliant With The Spirit Of Public Law
 - Leverage MI-HSI's Capabilities
 - Source Of New Research
 - Access To Various Disciplines At MI-HSI

NG Benefits – (Con't)

Build Bridges With MI-HSI's Under The Small Business Technology Transfer Research (STTR) Programs

- Phase I 100K - Explores The Scientific, Technical, And Commercial Feasibility Of An Idea Or Technology
- Phase II 500K - Expands The Phase I Results And The R&D Work Is Performed And The Developer Begins To Consider Commercial Potential
- Phase III Capital Investment - Innovation Moves From The Laboratory Into The Marketplace
- Benefits
 - Reduce Internal IR&D
 - Using Government Funds to Mitigate Risk
 - NG Directed Research
 - Burnable Labor
 - Need On Future Programs
 - Maintain Technological Advantage



STTR - \$135 MILLION, 2007 Funding

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Winning Strategies

- **Develop Relationships With MI-HSI's Schools That Are Near Major Northrop Grumman Locations Or Have Synergy**
- **Use Employees Education Relationships**
- **Use Current MI-HSI's Under Mentor-Protégé Program**
- **Leverage MI-HSI's Capabilities**
- **Access To Various Disciplines At MI-HSI's**

Summary

- **Corporations Need To Increase Federal Contracting Opportunities To MI-HSI's**
- **Corporations Need To Assist HBCU/MIs In Participating Federal Contracts (ex: Contract, FAR And Pricing)**
- **Implement Of Government Programs (ex: STTR) To Initiate New Research**
- **By The Mentor-Protégé Program Students and Staff Are Resolving Real Industry Problems They Gain First Hands-on Experience**
- **MI-HSI's Have Great Wealth of Knowledge and Smarts**
- **Your Tomorrow's Engineers And Entrepreneurs!**

Point of Contact

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