

*THE VALUE OF PERFORMANCE.*  
***NORTHROP GRUMMAN***

# Northrop Grumman Today

May 2012

Lee R. Barnes, Jr.  
Corporate Lead Executive, Orlando

- Leading global security company
- \$26.4 billion sales in 2011
- \$39.5 billion total backlog
- Leading capabilities in:
  - Unmanned Systems
  - Cybersecurity
  - C4ISR
  - Logistics



Focus on Performance

# Four Operating Sectors at a Glance

## Aerospace Systems



**Airborne Ground  
Surveillance / C2**

**C4ISR**

**Directed Energy Systems**

**Electronic Combat  
Operations**

**Environmental & Space  
Science Satellite Systems**

**Global / Theater Strike  
Systems**

**ISR Satellite Systems**

**Large Scale Systems  
Integration**

**MILSATCOM Systems**

**Missile Defense Satellite  
Systems**

**Naval BMC2**

**Strategic Space Systems**

**Unmanned Systems**

## Electronic Systems



**Air Defense Systems**

**C4ISR Networked Systems**

**EO/IR Targeting &  
Surveillance**

**Marine & Undersea Systems**

**Navigation & Positioning  
Systems**

**Propulsion & Power  
Generation**

**Radar Sensors & Systems**

**RF/IR Countermeasures**

**Space Sensors**

## Information Systems



**Command & Control  
Systems**

**Communications**

**Cybersecurity**

**Enterprise Systems  
and Security**

**Federal, State/Local  
& Commercial**

**Health IT**

**Homeland Security**

**Intelligence**

**Intelligence, Surveillance &  
Reconnaissance Systems**

**IT/Network Outsourcing**

## Technical Services



**Aircraft  
Subsystem/Component  
Sustainment & Modernization**

**Aircraft System/Platform  
Sustainment & Modernization**

**Defense and Government  
Services**

**Ground Vehicle  
Reconstitution**

**Integrated Logistics and  
Modernization**

**Irregular Warfare/Quick  
Reaction Capability**

**Live, Virtual and Constructive  
Domains**

**Nuclear Security Services**

**Technical and  
Operational Training Support**

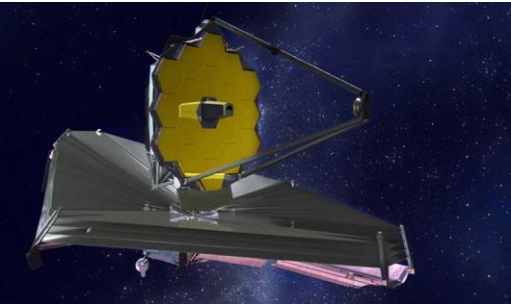
**Training Solutions**



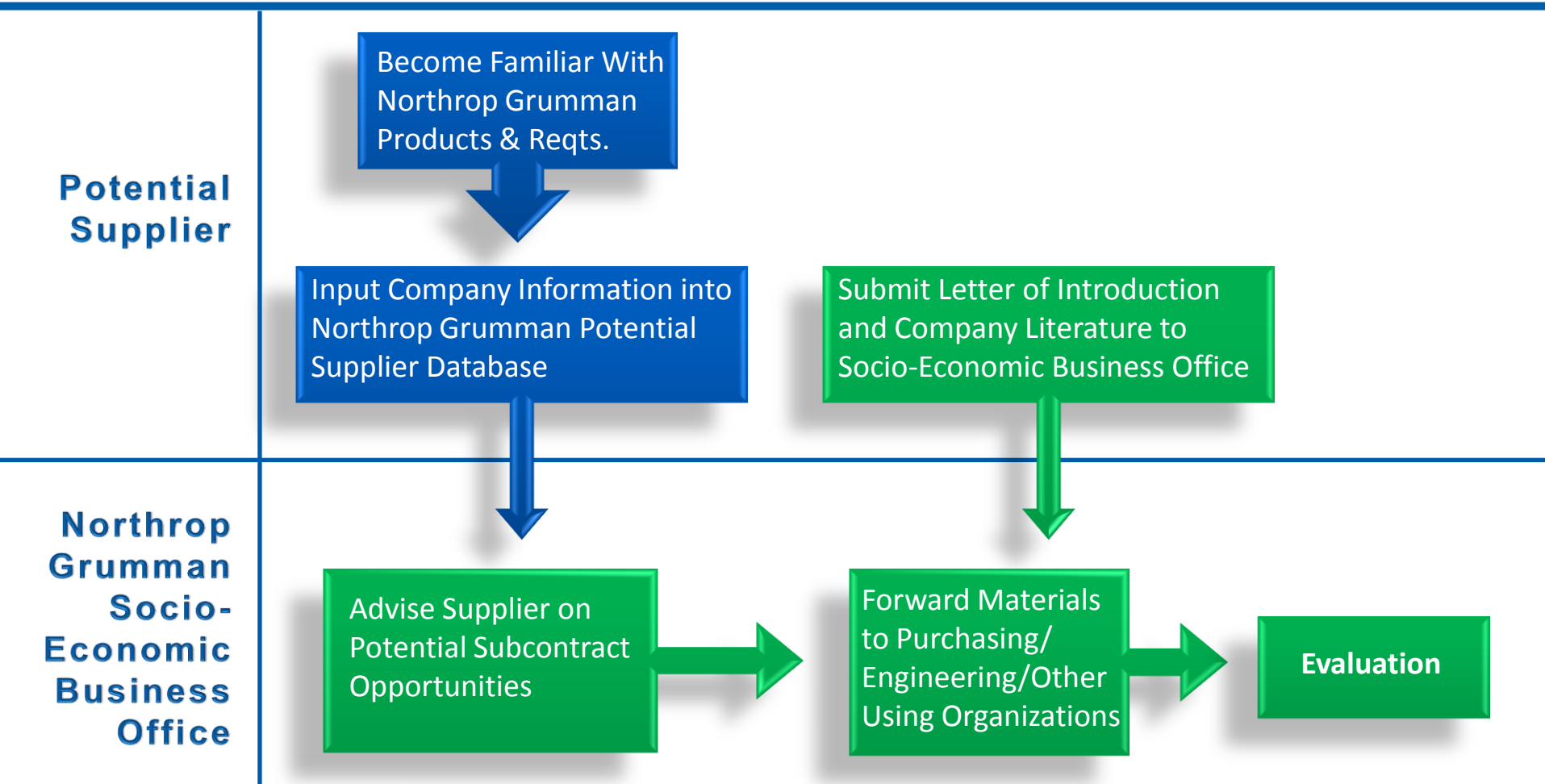
Be the most trusted provider  
of systems and technologies  
that ensure the  
**security**  
of our nation and its allies



# Northrop Grumman Products



# 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

## 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?
- Could my company's capabilities fit a special niche within this company?

## Logistics / Timing

- Proximity of Supplier to Company?
- Who 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***

***Past Performance***

***Principal Product or Service***

***Areas of Product Interest***

***Description of Facilities/Equipment/Technical Capabilities***

***Quality Assurance Standards (ISO Certification, Lean Principles, Six Sigma)***

***Certifications (HUBZone, Service-Disabled Veteran)***

***NAICS Codes***



# How Do We Locate Suppliers?



Capabilities, Timing, Past Performance, Relationship Building Are Key Considerations

# 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***

# Developing the Prime/ Subcontractor Relationship

## 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

Building a positive relationship with potential customers  
is key to a successful outcome



Search:  Go

HOME ABOUT US CAPABILITIES CAREERS MEDIA CONTACT US

# THE VALUE OF PERFORMANCE.

Unmanned Systems • Cybersecurity • C4ISR • Logistics

A-Z INDEX CONTRACTS CORPORATE RESPONSIBILITY INVESTOR RELATIONS

## In the News



Northrop Grumman 2011 Annual Report, 2012 Proxy Statement, and 2011 Corporate Responsibility Report

**Live Webcast:** Annual Shareholders Meeting May 16 • 8:00 AM EDT

**May 7**—US Seismic Systems Inc. and Northrop Grumman Announce Fiber-Optic Technology Licensing Agreement

**May 7**—Northrop Grumman Awarded Naval Education Training Command Contract

[Archived News Releases](#)

**Advertising: Map Your Career With Us**

Use our interactive map to explore the locations of our current job openings — across the company and across the globe.

## About Northrop Grumman

Northrop Grumman is a leading global security company providing innovative systems, products and solutions in aerospace, electronics, information systems, and technical services to government and commercial customers worldwide.

Follow Northrop Grumman on:



SHARE

NOC Stock Price:  
NOC Stock Price Applet

[Unmanned Systems](#)

[Cybersecurity](#)

[C4ISR](#)

[Logistics](#)

### In Focus:

[ECO Classroom](#)

[Protect E-8C Joint STARS](#)

[Health IT](#)

[Common Infrared Countermeasures](#)

### Our Business Sectors:

- Aerospace Systems
- Electronic Systems
- Information Systems
- Technical Services



Search:  Go

HOME ABOUT US CAPABILITIES CAREERS MEDIA CONTACT US

**THE VALUE OF PERFORMANCE.**  
Unmanned Systems • Cybersecurity • C4ISR • Logistics

A-Z INDEX CONTRACTS CORPORATE RESPONSIBILITY INVESTOR RELATIONS

- About Us:**
- [Business Sectors](#)
  - [Company Leadership](#)
  - [Corporate Lead Executives](#)
  - [Our Vision, Values and Behaviors](#)
  - [Our Heritage](#)
  - [Company Locations](#)
  - [Annual Reports](#)
  - [Analysis Center](#)
  - [Operation IMPACT](#)
  - [Northrop Grumman in the UK](#)
  - [Our Global Presence](#)
  - [Business-to-Business](#)
  - [FAQs](#)

**Northrop Grumman**

## Contract Vehicles/GSA Schedules

Our far-reaching contract line-up makes Northrop Grumman your gateway to a broad range of systems, services, and solutions. These contract vehicles enable government clients to tailor services to meet specific needs while utilizing Northrop Grumman's world class capabilities. Our long history of successful contract management and sales support has made us a leading supplier to the federal government. Some information below is in PDF format (Adobe Acrobat Reader required)

- [GSA Schedules](#)
- [GWAC and IDIQ Vehicles](#)

### GSA Schedules

- [AIMS](#)
- [IT Schedule 70](#)
- [LOGWORLD](#)
- [MOBIS](#)
- [PES](#)
- [Schedule 84](#)

### GWAC and IDIQ Vehicles

- [Advanced Technology Support Program \(ATSP\)](#)
- [Alliant \(GS00Q09BGD0056\)](#)
- [ANSWER - Northrop Grumman IT \(GSA\) \(GS09K99BHD0009\)](#)
- [Army Private Cloud \(APC 2\)](#)

Follow us:



SHARE ...



Search:  Go

HOME ABOUT US CAPABILITIES CAREERS MEDIA CONTACT US

**THE VALUE OF PERFORMANCE.**  
Unmanned Systems • Cybersecurity • C4ISR • Logistics

A-Z INDEX CONTRACTS CORPORATE RESPONSIBILITY INVESTOR RELATIONS

**About Us:**

- [Business Sectors](#)
- [Company Leadership](#)
- [Corporate Lead Executives](#)
- [Our Vision, Values and Behaviors](#)
- [Our Heritage](#)
- [Company Locations](#)
- [Annual Reports](#)
- [Analysis Center](#)
- [Operation IMPACT](#)
- [Northrop Grumman in the UK](#)
- [Our Global Presence](#)
- [Business-to-Business](#)
- [FAQs](#)

**Follow us:**



SHARE ...

**Northrop Grumman**

**Business to Business**

Click one of the links below for specific Business to Business information:

- [Intellectual Property Management](#)
- [OASIS Supplier Portal](#)
- [Socio-Economic Business Programs](#)
- [Surplus Property Available for Sale](#)

**Related Links**

- [Intellectual Property Management](#)
- [OASIS Supplier Portal](#)
- [Socio-Economic Business Programs](#)
- [Surplus Property Available for Sale](#)

**NORTHROP GRUMMAN**

**OASIS**

Online Automated Supplier Information System

Home Aerospace Systems Corporate Electronic Systems Information Systems Enterprise Shared Services Technical Services

- Aerospace Systems
- Corporate
- Electronic Systems
- Information Systems
- Enterprise Shared Services
- Technical Services

[Supply Chain Security and Identity Management Video](#)

---

[Letter Regarding New Supplier Authentication Program](#)

---

[Purchase your Exostar Certificate for continued access to password-protected areas of OASIS](#)

---

[Digital Certificate FAQ](#)

---

[Forgotten Token Password Policy](#)

Tuesday - May 8, 2012

**Aerospace Systems**

▶ [Click Here](#) for a Supplier Communications letter regarding a SQAR Release.

▶ [Click Here](#) for letter regarding the 10b ERP shutdown.

▶ [Click Here](#) for letter regarding changes to eSIR (Supplier Information Requests).

▶ [Click Here](#) for letter regarding Year-End Receiving Dock Hours.

▶ [Click Here](#) for letter regarding web-enabled Subcontractor Annual Compliance Certification.

▶ [Click Here](#) for letter to Suppliers regarding new SAP Purchase Order/Change Order format.

▶ [Click Here](#) to view latest **SupplierNewswire** newsletter. [ [Previous Issues](#) ]

▶ [More...](#)

**Corporate**

▶ [Click Here](#) for Northrop Grumman Corporation - C-TPAT International Supplier Security Questionnaire.

**Electronic Systems**

▶ [Click Here](#) for information regarding Japanese Goods and Services.

▶ [Click Here](#) for information on Invoice Submittal to Northrop Grumman.

▶ [More...](#)

**Information Systems**

▶ [Click Here](#) for Supplier Reminder Regarding DFARS 252.225-7014.

▶ [Click Here](#) for Supplier Notification Regarding Lead Free (Pb-free) Electronic Components.

▶ [More...](#)

**Procurement Shared Services**

▶ [Click Here](#) to view an expanded effort for Procurement Shared Services.

▶ [More...](#)

**Ethics Information for Northrop Grumman Associates**

**Important Announcement from the AIA**

Becoming a Northrop Grumman Supplier Small Business Shipping Information MyOASIS Other Northrop Grumman Links

Best viewed with Internet Explorer 5.0+ or Netscape Navigator 7.0+

Contact [Webmaster](#) with questions or comments about this web site.

Copyright © 2007 Northrop Grumman Corporation

All Right Reserved

Last modified: May 04, 2012

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

<https://oasis.northgrum.com>
- Small Business Administration (SBA)  
[www.sba.gov](http://www.sba.gov)
- Procurement Technical Assistance Centers (PTACs)  
[www.aptac-us.org](http://www.aptac-us.org)
- Minority Business Development Agency (MBDA)  
[www.mbda.gov](http://www.mbda.gov)



- National Contract Management Association  
[www.ncmahq.org](http://www.ncmahq.org)
- Industry Associations i.e., Aerospace Industries Association (AIA)  
[www.aia-aerospace.org](http://www.aia-aerospace.org)
- Business Associations i.e., National Minority Supplier Development Council (NMSDC)  
[www.nmsdcus.org](http://www.nmsdcus.org)

- For Background Information About Northrop Grumman Corporation:  
[www.northropgrumman.com](http://www.northropgrumman.com)
- Small Business Program Contacts  
<https://oasis.northgrum.com>

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

Questions?



***THE VALUE OF PERFORMANCE.***

***NORTHROP GRUMMAN***

