

Northrop Grumman Corporation Mentor-Protégé Program

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Mentor-Protege/SBIR and HBCU/MI Programs



Northrop Grumman Today

- **First Tier Defense Contractor**

- \$33B+ Sales
- Over 120,000 Employees
- Operations in 50 States and 25 Countries
- Largest Military Shipbuilder
- Major Federal Information Technology Provider
- Premier Aircraft, Space and Missile Defense Contractor
- Premier Airborne Radar & Electronic Warfare Systems Provider

Five Operating Sectors

Aerospace Systems



**Large Scale Systems
Integration**

C⁴ISR

Unmanned Systems

**Airborne Ground
Surveillance / C2**

Naval BMC2

**Global / Theater Strike
Systems**

**Electronic Combat
Operations**

ISR Satellite Systems

**Missile Defense Satellite
Systems**

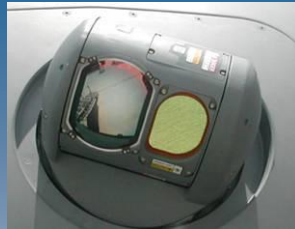
MILSATCOM Systems

**Environmental & Space
Science Satellite Systems**

Directed Energy Systems

Strategic Space Systems

Electronic Systems



Radar Systems

C⁴ISR

Electronic Warfare

Naval & Marine Systems

Navigation & Guidance

Military Space

Government Systems

Information Systems



**Command & Control
Systems**

Network Communications

**Intelligence, Surveillance &
Reconnaissance Systems**

**Enterprise Systems
and Security**

IT/Network Outsourcing

Intelligence

**Federal, State/Local
& Commercial**

**Homeland Security
& Health**

Shipbuilding



Naval Systems Integrator

Surface Combatants

**Expeditionary
Warfare Ships**

Auxiliary Ships

**Marine Composite
Technology**

Coast Guard Cutters

Commercial Ships

Nuclear Aircraft Carriers

Nuclear Submarines

Fleet Maintenance

**Aircraft Carrier
Overhaul & Refueling**

Technical Services



Systems Support

**Base and Infrastructure
Support**

Range Operations

Maintenance Support

Training and Simulations

**Technical and
Operational Support**

**Live, Virtual and
Constructive Domains**

Life Cycle Optimization

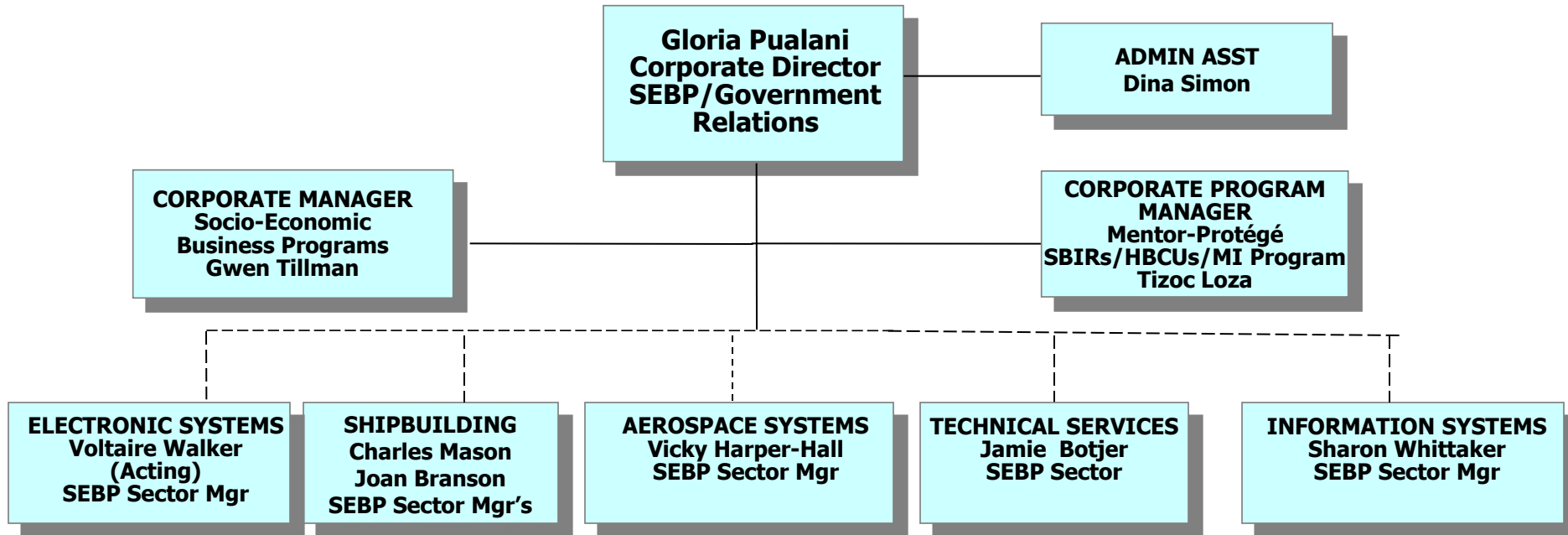
**Performance Based
Logistics**

**Modifications, Repair
and Overhaul (MRO)**

Supply Chain Management

**Lead Support
Integrator (LSI)**

Socio-Economic Business Programs Organization



34 Small Business Liaison Officers Are Located At Major Northrop Grumman Purchasing Locations Across The Enterprise

Northrop Grumman's Mentor-Protégé Program

- Since 1992 NGC has mentored over 100 small businesses in engineering, information technology, and manufacturing
- NGC currently mentor's 18 active Mentor-Protégé agreements with 7 different government agencies (DoD, DHS, VA, Treasury, State Department, NSA, and State of Texas)
- NGC has been the recipient of 20 DoD Nunn-Perry awards
- Northrop Grumman Corporation follows the Mentor-Protégé programs objective
 - Seek and develop, increase and foster long-term business relations SDB/WOSB/SDVOSB/HUBZone small businesses

Northrop Grumman Expands On Current Lesson Learned

- Corporate Program Manager
 - Set Corporate Strategy
 - Oversight Responsibility
 - Customer Relationships
- Integrate Mentor-Protégé programs into Supply Chain and Commodities teams
- Strategic placement of Protégé firms with customer programs
- Cross market Protégé firms within all five sectors of NGC and other prime contractors
- Integrate HBCU/MI participation in NGC's Mentor-Protégé programs

Once A Protégé, Always A Protégé Of Northrop Grumman

- Selection criteria is based on the following;
 - Must be eligible to participate in the Mentor-Protégé program
 - Currently a supplier to NGC (guideline)
 - Past performance
 - Supplier rating (red, yellow or green)
 - Technical expertise/niche
 - Supplier technical advancement
 - SBIR/STTR experience
 - Program specific
 - Possible out-sourcing opportunities

Historically Black Colleges Universities And Minority Universities (HBCU/MIs)

- Participations of HBCU/MIs in every Mentor-Protégé program
- Provide HBCU/MIs direct program participations (students and professors)
 - Students gain real industry experience and potential employment with NGC
- Specific program objectives must be established for the HBCU/MI
- Align with specific HBCU/MIs located within Northrop Grumman locations

Benefits Under The Mentor-Protégé Program

- **Mentor**
 - Provide Sole Source Procurements
 - Supplier With Compatible Technology
 - Strategic Long-term Supplier
 - Increase Award Fee & Additional Proposal Evaluation Points, Past Performance
 - Enhanced Competitiveness/New Markets (Set-a-side & SBIR Programs)

- **Protégé**
 - Preferred Supplier
 - New Technology
 - Leverage NGC
 - Increase Revenue
 - Increase Employee Base
 - Diversified Customer Base
 - Enhanced Competitiveness

- Utilize A structured approach to Protégé selection
 - Insure potential for long-term relationship
 - Strategic sourcing teams and procurement forecasts are critical to the process
- Locating potential protégé's:
 - Current supplier base – best practice
 - Supplier performance and reliability
- Target Protégé relationships based on specific contract vehicles
- Supplier propose Mentor-Protégé teaming based on potential opportunities with new customers and value added proposition

Point Of Contact

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