

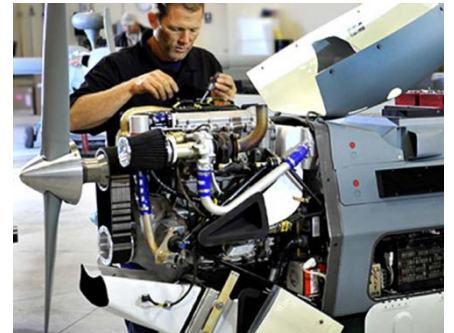
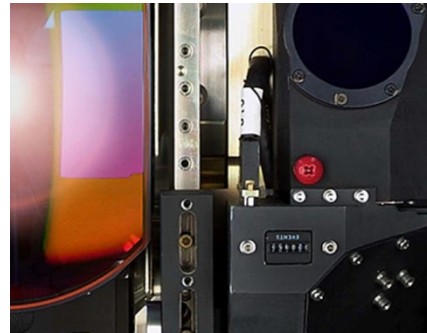
*THE VALUE OF PERFORMANCE.*  
***NORTHROP GRUMMAN***

# Northrop Grumman Today

April 2016

Gloria Pualani  
Corporate Director, GSDP/Government Relations

- Leading global security company
- \$23.5 billion sales in 2015
- \$35.9 billion total backlog  
*(as of Dec. 31, 2015)*
- Leading capabilities in:
  - Autonomous Systems
  - Cyber
  - C4ISR
  - Logistics
  - 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**

# 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

# Tips For Success

- ✓ Team with other small businesses in order to offer expanded capabilities
- ✓ Provide added value by offering additional complementary products and services
- ✓ Develop / nurture customer relationships
  - ✓ Allows the supplier to better understand its customer requirements
- ✓ Develop strategic alliances
  - ✓ Join industry organizations in order to stay current on new technology and trends
- ✓ Position Yourself in your target industry
  - ✓ Understand the Marketplace
  - ✓ Create your Niche - Identify what makes you unique in the Marketplace
- ✓ Maintain a strong financial history
  - ✓ Length of time in business
  - ✓ Strong financial statements
  - ✓ Maintain funding resources
    - ✓ Financial resources to sustain the company during aggressive growth as well as a market downturn

# 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**

- For Background Information About Northrop Grumman Corporation:

[www.northropgrumman.com](http://www.northropgrumman.com)

- Follow us on: 

Social Media	Website
Twitter	<a href="http://www.twitter.com/northropgrumman">www.twitter.com/northropgrumman</a>
Facebook	<a href="http://www.facebook.com/northropgrumman">www.facebook.com/northropgrumman</a>
Tumblr	<a href="http://www.northropgrumman.tumblr.com">www.northropgrumman.tumblr.com</a>

- Small Business Program Contacts

<http://www.northropgrumman.com/suppliers>

# Contact Information

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**GSDP / Government Relations**

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**Review the Northrop Grumman Website**

**<http://www.northropgrumman.com/suppliers/Pages/WhatWeBuy.aspx>**

**for Commodities Available For Subcontracting**



**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***

