

**NORTHROP GRUMMAN**  
DEFINING THE FUTURE

## Taking Advantage of Subcontracting Opportunities at Northrop Grumman

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Socio-Economic Business Programs  
Northrop Grumman Space Technology

DEFINING THE FUTURE **NORTHROP GRUMMAN**

# Who is Northrop Grumman?

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**Ron Sugar**  
CHAIRMAN, CEO  
AND PRESIDENT

<p><b>Electronic Systems</b></p> <p>Bob Iorizzo PRESIDENT</p>	<p><b>Information Technology</b></p> <p>Jim O'Neill PRESIDENT</p>	<p><b>Mission Systems</b></p> <p>Don Winter PRESIDENT</p>	<p><b>Integrated Systems</b></p> <p>Scott Seymour PRESIDENT</p>	<p><b>Newport News</b></p> <p>Mike Petters PRESIDENT</p>	<p><b>Ship Systems</b></p> <p>Phil Dur PRESIDENT</p>	<p><b>Space Technology</b></p> <p>Alexis Livanos PRESIDENT</p>
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## Northrop Grumman Today

- \$30 billion sales in 2004
- \$60 billion total backlog
- 125,000 people, 50 states, 25 countries
- Third largest U.S. defense contractor
- Leading capabilities in:
  - Systems integration
  - C4ISR and battle management
  - Information technology and networks
  - Defense electronics
  - Naval shipbuilding
  - Space and missile defense



**Focus on Performance**

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5

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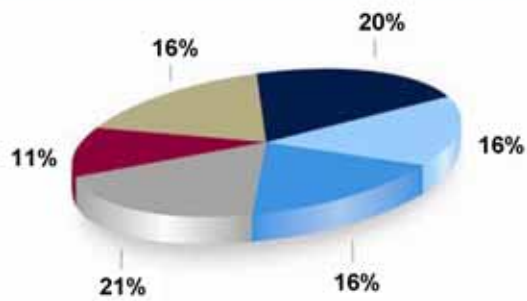
3

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## Leadership In Key Business Areas

Electronic Systems	Information Technology	Integrated Systems	Ship Systems/ Newport News	Mission Systems	Space Technology
<ul style="list-style-type: none"> <li>▶ Airborne Radars</li> <li>▶ C4ISR</li> <li>▶ Electronic Warfare</li> <li>▶ Navigation &amp; Guidance</li> <li>▶ Military Space</li> <li>▶ Homeland Security</li> </ul>	<ul style="list-style-type: none"> <li>▶ C4ISR</li> <li>▶ Government IT Infrastructure</li> <li>▶ Science &amp; Technology</li> <li>▶ Information Security/Assurance</li> <li>▶ Enterprise Solutions</li> <li>▶ Homeland Security</li> </ul>	<ul style="list-style-type: none"> <li>▶ Tactical Aircraft</li> <li>▶ Long Range</li> <li>▶ Unmanned</li> <li>▶ Airborne Early Warning &amp; Surveillance</li> <li>▶ Air-to-Ground Surveillance</li> <li>▶ Airborne Jamming</li> </ul>	<ul style="list-style-type: none"> <li>▶ Naval Systems Integrator</li> <li>▶ Aircraft Carriers</li> <li>▶ Attack Submarines</li> <li>▶ Surface Combatants</li> <li>▶ Amphibious Assault Ships</li> <li>▶ Auxiliary Ships</li> </ul>	<ul style="list-style-type: none"> <li>▶ Command, Control and Intelligence</li> <li>▶ Digitized Battlefield</li> <li>▶ ICBM Sys. Mgmt.</li> <li>▶ Missile Defense BMC<sup>3</sup></li> <li>▶ Defense/Civil Software Application Dev.</li> <li>▶ Information Warfare</li> <li>▶ Homeland Security</li> </ul>	<ul style="list-style-type: none"> <li>▶ Intelligence, Surveillance, Reconnaissance</li> <li>▶ Laser Weapons</li> <li>▶ Military SATCOM</li> <li>▶ Scientific Satellites</li> <li>▶ Military Avionics</li> <li>▶ Advanced Technologies</li> </ul>

## Balanced, Diversified Portfolio by Sector



- Electronic Systems
- Information Technology
- Integrated Systems
- Ships
- Space Technology
- Mission Systems

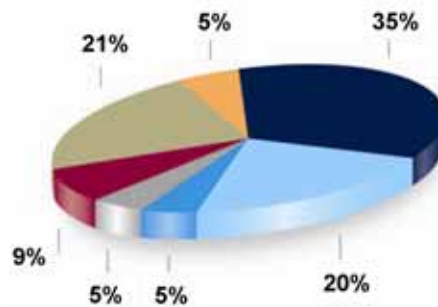
2004 Revenues \$29.9B

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7

## Balanced, Diversified Portfolio by Customer



- Navy
- Air Force
- Army
- International
- Other Department of Defense
- Other Government
- U.S. Commercial

2004 Revenues \$29.9B

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8

## Key Recent Corporate-Wide Wins

- J-UCAS
- BMC2
- NATO AGS
- NETCENTS
- Prometheus / JIMO
- Restricted programs
- Command Post Platform



10

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7

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## Taking Advantage of Subcontracting Opportunities at Northrop Grumman

1. How do you, as a Small Business, take advantage of subcontracting opportunities at Northrop Grumman?
2. How do you get to the right person to sell your idea or product?
3. What kind of presentation should you make?
4. How do you prepare for your initial presentation?
5. How should you follow-up after the presentation?
6. What can you do to position your company to receive new subcontracting opportunities.

## Taking Advantage of Subcontracting Opportunities at Northrop Grumman

1. How do you, as a Small Business, take advantage of subcontracting opportunities at Northrop Grumman?
  - You must first do your homework—visit the company’s website for current and future programs
  - Determine how your company can add value to the Prime
  - Have proven evidence of what your company can bring to the table
  - Establish a case of why your company should be used vs. other companies

## Taking Advantage of Subcontracting Opportunities at Northrop Grumman

2. How do you get to the right person to sell your idea or product?
  - Request a meeting with the company’s SBLO to introduce your company
  - Request capability briefing with Business/Technology Development, Marketing, and Subcontracts personnel
  - Do your homework prior to making the briefing

## Taking Advantage of Subcontracting Opportunities at Northrop Grumman

- 3. What kind of presentation should you make?**
- Presentation should not be general; it should specifically apply to the company you are soliciting subcontracts
  - Be specific as to what you can do.
  - Emphasize how your company brings added value to the Prime
  - Outline areas in which your company may act as discriminator from other companies
  - Be cognizant of time and schedule; do not prolong briefing past the time set, unless requested to do so by the Prime corporation

## Taking Advantage of Subcontracting Opportunities at Northrop Grumman

- 4. How do you prepare for your initial presentation?**
- Research information about the company and find out as much as possible about the company:
    - Number of Active Programs
    - Teaming Arrangements
    - Partnerships
    - Mentor/Protégé Participation
    - Customers
    - Main Product Line

## Taking Advantage of Subcontracting Opportunities at Northrop Grumman

- 5. How should you follow-up after the presentation?**
- **Provide the company a market assessment matrix:**
    - **Show how to best work together (new business plan)**
    - **How you can assist in penetrating new markets (SBIR participation and others)**
    - **How your company can create a competitive difference**
    - **How you can assist in capturing new markets (maybe participate in Small Business Set-Aside Contracts, SBIR, etc.)**

## Taking Advantage of Subcontracting Opportunities at Northrop Grumman

- 6. What can you do to position your company to receive new subcontracting opportunities?**
- **Develop strategic alliances with other small businesses**
    - **Teaming arrangements**
    - **Partnerships**
  - **Participate in small business conferences, workshops, seminars, etc**
  - **Obtain necessary certifications, i.e., SDB, HUBZone, etc.**
  - **Register in CCR (Pro-Net) @ [www.ccr.gov](http://www.ccr.gov)**
  - **Participate in Mentor-Protégé Program**

## In Summary

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**Once the door is open, don't let it close before you have explored all practical subcontracting opportunities.**