Northrop Grumman Today

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Northrop Grumman Today

• 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
Contact Information

• For Background Information About Northrop Grumman Corporation:
  www.northropgrumman.com

• Follow us on:
  
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• Small Business Program Contacts
  http://www.northropgrumman.com/suppliers
Contact Information

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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