



NORTHROP GRUMMAN

DEFINING THE FUTURE

Mentor-Protégé Program Winning Strategies

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FROM UNDERSEA TO OUTER SPACE TO CYBERSPACE



Agenda

- **Northrop Grumman At A Glance**
- **Background**
- **Corporate Strategy**
- **Winning Strategies**
- **Best Practices**
- **How To Become a Protégé**
- **Summary and Contact Information**

Northrop Grumman Today

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

Company Overview

- **Seven Business Sectors**
 - *Electronic Systems*
 - **Defense Electronics and Systems, Airspace Management Systems, Precision Weapons, Marine Systems, Space Systems, and Automation and Information Systems**
 - *Information Technology*
 - **Advanced Information Technologies, Systems and Services, Strategic Security, Training and Simulation**
 - *Integrated Systems*
 - **Network Enabled Integrated Systems and Subsystems, Battle Management Command and Control, Integrated Strike Warfare**

Company Overview (Continued)

- ***Mission Systems***
 - Command, Control and Intelligence Systems, Missile Systems, Technical and Management Services
- ***Newport News***
 - Nuclear-Powered Aircraft Carriers and Submarines
- ***Ship Systems***
 - Amphibious Assault Ships, Destroyers, Sealift Transport Ships, Tankers
- ***Space Technology***
 - Military and Civil Space Systems, Satellite Communication Systems, Spacecraft, Missile Propulsion and Lasers

Background

- **Northrop Grumman Has Participated in Various Mentor-Protégé Programs Since 1992**
- **Has Mentored Over 30 Small Companies**
 - 14 Total Protégés
- **Credit Only and Reimbursement Agreements**
- **Sponsors**
 - DISA
 - DoD
 - FAA
 - NASA
- **Engineering, Information Technology, Manufacturing**

Corporate Strategy

- **Appointed Project Manager, Mentor-Protégé and HBCU/MI Programs**
 - **Corporate Oversight Responsibility For Mentor-Protégé and HBCU/MI Programs**
 - **Assists in the Development of New Mentor-Protégé Relationships**
- **Advantages**
 - **Centralized Point of Contact**
 - **Access to All Programs**
 - **Advocate for Potential Protégés**

Winning Strategies

- **Utilize a Structured Approach to Protégé Selection**
 - **Insures Potential for a Long-term Relationship**
 - **Strategic Sourcing Teams and Procurement Forecasts Are Critical to the Process**
- **Locating Protégés**
 - **Current Suppliers – Best Practice**
 - **Mentor Has Knowledge of Supplier Performance And Reliability**
 - **Protégé is Familiar With Mentor's Business Practices**
 - **Targeting Protégé Relationships Based on Specific Contract Vehicles**
 - **Suppliers Propose Mentor-Protégé Teaming Based on Potential Opportunities With New Customers and Value Added Proposition**

Winning Strategies (Continued)

- **Demands a Committed Relationship to the Protégé**
 - **Encourage the Utilization of the Protégé Within the Company**
- **Flexibility is Important**
 - **Adaptable to Changes in Mentor's and Protégé's Circumstances**
- **Mentor Must Be Willing to Utilize the Protégé on a Sole Source Basis**

Best Practices

- **Mentor-Protégé Program is Closely Monitored Within the Corporation**
- **Dedicated Mentor-Protégé Team for Each Agreement Ensures Program Success**
- **Protégés Have Sponsors / Champions Within the Corporation**

How to Become a Protégé

- **Do Your Homework**
 - Learn About the Potential Mentor's Product Lines
 - Know Where Your Product Will Fit Within the Corporation
- **Pursue a Subcontracting Relationship First**
 - Understand the Mentor's Needs
 - Develop a Strong Performance-Based Relationship
- **Target a Need That Is Not Being Met**
- **Develop a Business Case for Becoming a Protégé**
- **Protégé's Products and Services Must Compliment the Mentor's Product Lines**
- **Protégé Must Be Technically and Administratively Capable**
 - Must Be Willing to Accept Mentoring
 - Must Understand and Accept Program Limitations

Summary

- **Mentor-Protégé Program is a “Team Program”**
- **Communication and Commitment to the Team’s Success Are Key Ingredients in Making the Program Work**

Contact Information

- **For Background Information About Northrop Grumman Corporation:**

www.northropgrumman.com

- **Northrop Grumman's Mentor-Protégé Program:**

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