

Northrop Grumman Corporation

Nunn Perry Award Panel

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THE VALUE OF PERFORMANCE.
NORTHROP GRUMMAN

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Programs/Government Relations

- Since 1992 NGC has mentored over 120 small businesses
- Protégés
 - SDB, WOSB, SDVOSB and HUBZone
 - Native American, Hawaiian, and Alaskan SB's
 - AbilityOne Organization
 - Various Disciplines
- NGC has been the recipient of 22 DoD Nunn-Perry Awards
 - This award honours Mentor-Protégé teams that have excelled in quality, technical assistance, return on investment and protégé development. The Nunn-Perry award is the highest honor that a company can receive

Developing and enhancing technical capabilities

- The Mentor-Protégé Program has executive oversight and is reviewed at the highest levels
- We have sector leadership buy-in from the various sectors and business units
- Awareness and training is provided to all sectors and business units
- The Mentor-Protégé Program is contract supported

Developing and enhancing technical capabilities

- MVLE is a 501 (3) (c) AbilityOne Non-Profit Organization, located in Springfield, VA
- MVLE has grown its Federal government contract capabilities and revenue, thereby expanding employment options for individuals with disabilities and military veterans
- MVLE supports over 630 individuals with disabilities and military veterans, with a commitment to creating futures one person at a time through employment and day support services
- The MPA provided extensive management training for MVLE, including ISO 9001, Six Sigma and attended TUCK Minority Leadership program
- The MPA enhanced MVLE's program operations to achieve its mission of creating futures one person at a time

2013 Nunn-Perry Recipients NG-MVLE



- Managed at the Corporate level and supported by the various sectors of Northrop Grumman
- MVLE became the first AbilityOne service provider to participate in the Department of Defense Mentor-Protégé program with a prime defense contractor
- The goal of this program is to insure that capable small businesses receive the maximum practicable subcontracting opportunities on all major programs
- MVLE has become a strategic partner to NG and has received over an estimated \$1M in subcontract opportunities
- Established new product lines and enhanced old ones
- MVLE continues to receive support and mentoring from Northrop Grumman and its sectors.

Selection Criteria



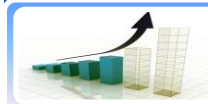
Must be a SDB/WOSB/SDVOSB/HUBZone



Currently a Supplier to NGC

Strategic Business Priority	Target	Status
Business Growth	Improve 2012-2013 performance	Green
Financials	Improve 2012-2013 performance	Green
Customer	Improve 2012-2013 performance	Yellow
Technology	Improve 2012-2013 performance	Green
Compliance	Improve 2012-2013 performance	Red

Supplier Scorecard



Supplier Past Performance



Supplier Expertise/Niche



Supplier Technical Advancement



Possible Out-Sourcing Opportunities



SBIR Programs

Selecting a win-win partnership

- The Mentor-Protégé Agreement is supported by a contract, product line or providing infrastructure assistance
- Meetings are as needed or directed in the agreement
- Mentoring is provided by a Program Manager and supported by subject matter experts (SMEs) as required
 - Oversight by Corporate Mentor-Protégé Manager
- George Mason Enterprise/Professional Technical Assistance Center

All parties play an important role in the agreement

- Mentor-Protégé has our Corporate Leadership support and is reviewed semi-annually
- Buy-in by sector management and business units
- Utilize a structured approach to small business selection
 - Vertical Integration into commodities
 - Insure potential for long-term relationship
 - Strategic sourcing teams and procurement forecasts are critical to the process
- Communicate
 - Communicate
 - Communicate

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Small Business Program Contacts

<https://www.oasis.northgrum.com>

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