

# **Northrop Grumman Corporation Mentor-Protégé Program**

February 8, 2011

Tizoc S. Loza  
Corporate Program Manager  
Mentor-Protege/SBIR Programs



# Northrop Grumman Today

- **First Tier Defense Contractor**

- \$33B+ Sales
- Over 120,000 Employees
- Operations in 50 States and 25 Countries
- Largest Military Shipbuilder
- Major Federal Information Technology Provider
- Premier Aircraft, Space and Missile Defense Contractor
- Premier Airborne Radar & Electronic Warfare Systems Provider

# Five Operating Sectors

## Aerospace Systems



**Large Scale Systems  
Integration**

**C<sup>4</sup>ISR**

**Unmanned Systems**

**Airborne Ground  
Surveillance / C2**

**Naval BMC2**

**Global / Theater Strike  
Systems**

**Electronic Combat  
Operations**

**ISR Satellite Systems**

**Missile Defense Satellite  
Systems**

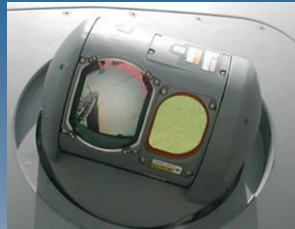
**MILSATCOM Systems**

**Environmental & Space  
Science Satellite Systems**

**Directed Energy Systems**

**Strategic Space Systems**

## Electronic Systems



**Radar Systems**

**C<sup>4</sup>ISR**

**Electronic Warfare**

**Naval & Marine Systems**

**Navigation & Guidance**

**Military Space**

**Government Systems**

## Information Systems



**Command & Control  
Systems**

**Network Communications**

**Intelligence, Surveillance &  
Reconnaissance Systems**

**Enterprise Systems  
and Security**

**IT/Network Outsourcing**

**Intelligence**

**Federal, State/Local  
& Commercial**

**Homeland Security  
& Health**

## Shipbuilding



**Naval Systems Integrator**

**Surface Combatants**

**Expeditionary  
Warfare Ships**

**Auxiliary Ships**

**Marine Composite  
Technology**

**Coast Guard Cutters**

**Commercial Ships**

**Nuclear Aircraft Carriers**

**Nuclear Submarines**

**Fleet Maintenance**

**Aircraft Carrier  
Overhaul & Refueling**

## Technical Services



**Systems Support**

**Base and Infrastructure  
Support**

**Range Operations**

**Maintenance Support**

**Training and Simulations**

**Technical and  
Operational Support**

**Live, Virtual and  
Constructive Domains**

**Life Cycle Optimization**

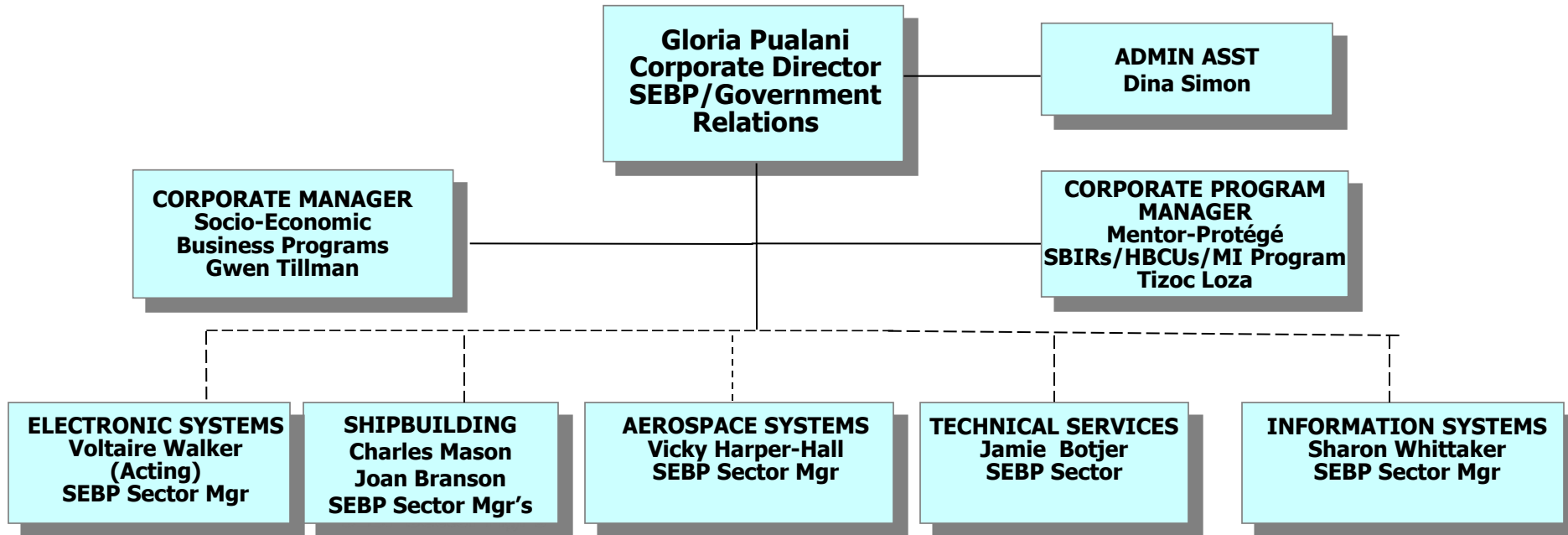
**Performance Based  
Logistics**

**Modifications, Repair  
and Overhaul (MRO)**

**Supply Chain Management**

**Lead Support  
Integrator (LSI)**

# Socio-Economic Business Programs Organization



***34 Small Business Liaison Officers Are Located At Major Northrop Grumman Purchasing Locations Across The Enterprise***

# Northrop Grumman's Mentor-Protégé Program

- Since 1992 NGC has mentored over 100 small businesses in engineering, information technology, and manufacturing
- NGC currently mentor's 18 active Mentor-Protégé agreements with 7 different government agencies (DoD, DHS, VA, Treasury, State Department, NSA, and State of Texas)
- NGC has been the recipient of 20 DoD Nunn-Perry awards
- Northrop Grumman Corporation follows the Mentor-Protégé programs objective
  - Seek and develop, increase and foster long-term business relations SDB/WOSB/SDVOSB/HUBZone small businesses

**Northrop Grumman Expands On Current Lesson Learned**

- Corporate Program Manager
  - Set Corporate Strategy
  - Oversight Responsibility
  - Customer Relationships
- Integrate Mentor-Protégé programs into Supply Chain and Commodities teams
- Strategic placement of Protégé firms with customer programs
- Cross market Protégé firms within all five sectors of NGC and other prime contractors
- Integrate HBCU/MI participation in NGC's Mentor-Protégé programs

**Once A Protégé, Always A Protégé Of Northrop Grumman**

- Selection criteria is based on the following;
  - Must be eligible to participate in the Mentor-Protégé program
  - Currently a supplier to NGC (guideline)
  - Past performance
  - Supplier rating (red, yellow or green)
  - Technical expertise/niche
  - Supplier technical advancement
    - SBIR/STTR experience
  - Program specific
  - Possible out-sourcing opportunities

# Historically Black Colleges Universities And Minority Universities (HBCU/MIs)

- Participations of HBCU/MIs in every Mentor-Protégé program
- Provide HBCU/MIs direct program participations (students and professors)
  - Students gain real industry experience and potential employment with NGC
- Specific program objectives must be established for the HBCU/MI
- Align with specific HBCU/MIs located within Northrop Grumman locations

# Benefits Under The Mentor-Protégé Program

- **Mentor**
  - Provide Sole Source Procurements
  - Supplier With Compatible Technology
  - Strategic Long-term Supplier
  - Increase Award Fee & Additional Proposal Evaluation Points, Past Performance
  - Enhanced Competitiveness/New Markets (Set-a-side & SBIR Programs)
  
- **Protégé**
  - Preferred Supplier
  - New Technology
  - Leverage NGC
  - Increase Revenue
  - Increase Employee Base
  - Diversified Customer Base
  - Enhanced Competitiveness

- Utilize A structured approach to Protégé selection
  - Insure potential for long-term relationship
  - Strategic sourcing teams and procurement forecasts are critical to the process
- Locating potential protégé's:
  - Current supplier base – best practice
  - Supplier performance and reliability
- Target Protégé relationships based on specific contract vehicles
- Supplier propose Mentor-Protégé teaming based on potential opportunities with new customers and value added proposition

# Point Of Contact

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Tizoc S. Loza

Corporate Mentor-Protégé, SBIR & HBCU/MIs

Program Manager

Ph: 703.875-8327

E-mail: [tizoc.loza@ngc.com](mailto:tizoc.loza@ngc.com)

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