

# Northrop Grumman Corporation

*THE VALUE OF PERFORMANCE.*  
***NORTHROP GRUMMAN***

**Department of Defense  
Mentor-Protégé Partnership  
with MVLE and AbilityOne**

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## § 2410d. — Subcontracting plans: credit for certain purchases.

TITLE 10--ARMED FORCES, Subtitle A--General Military Law, PART IV--SERVICE, SUPPLY, AND PROCUREMENT

CHAPTER 141--MISCELLANEOUS PROCUREMENT PROVISIONS

### Sec.2410d. Subcontracting plans: credit for certain purchases

- (a) Purchases Benefiting Severely Handicapped Persons.--In the case of a business concern that has negotiated a small business subcontracting plan with a military department or a Defense Agency, purchases made by that business concern from qualified nonprofit agencies for the blind or other severely handicapped shall count toward meeting the subcontracting goal provided in that plan.
- (b) Definitions--In this section: (1) The term "small business subcontracting plan" means a plan negotiated pursuant to section 8(d) of the Small Business Act (15 U.S.C. 637(d)) that establishes a goal for the participation of small business concerns as subcontractors under a contract.
- (2) The term "qualified nonprofit agency for the blind or other severely handicapped" means:
- (a) a qualified nonprofit agency for the blind, as defined in section 5(3) of the Javits-Wagner-O'Day Act (41 U.S.C. 48b(3));
- (b) a qualified nonprofit agency for other severely handicapped, as defined in section 5(4) of such Act (41 U.S.C. 48b(4))and
- (c) a central nonprofit agency designated by the Committee for Purchase from People Who Are Blind or Severely Disabled under section 2(c) of such Act (41 U.S.C. 47(c)).

- **In 2010 NGC was the first prime contractor to develop and enter into a DoD Mentor-Protégé agreement with an AbilityOne organization, MVLE**
- **NGC's Mentor Protégé Agreement with MVLE is on a Corporate-wide agreement**
  - NG Corporate Office provides the oversight, management, training for infrastructure or technology transfer
  - Aerospace Systems: ISO certification transfer
  - Electronic Systems: Six Sigma
  - Information Systems: Marketing/Business Development training
    - Digital Scanning Contract – team member under MDA JRDC
  - Technical Services: Contract/Subcontracts training
    - Proposals: JNMF, MRAP, Army Eagle – Wounded Warrior partnerships
  - George Mason/PTAC: Earn Value & CAS training

Providing Awareness and Transferring Knowledge

- **In 2011 Northrop Grumman signed a Memorandum of Agreement (MOA) with the US AbilityOne Commission;**
  - *With the goal to “continue support of the DoD mission and other government agencies while increasing opportunities for AbilityOne authorized nonprofit organizations to support their workforce of people who are blind or have significant disabilities. These opportunities would come in the form of employment, education, training, and knowledge transfer that can be utilized in the performance of mutually beneficial businesses endeavors”*
  - NGC is providing training and education in support of the more than 600 non-profit agencies that qualify under the AbilityOne Program by hosting a series of Lunch & Learn seminars providing insight on “How to do Business with Prime Contractors”
    - First Lunch & Learn seminar was hosted at Norfolk State University with 26 NPA’s and support from four (4) prime contractors (Boeing, BAE, Raytheon, Newport News Shipbuilding) and DCMA
    - Second Lunch & Learn seminar was held in Chicago, IL with participation from DCMA, Prime contractors, US AbilityOne, NIB & Source America
    - Third Lunch & Learn seminar was held in Redondo Beach CA. at Northrop Grumman Aerospace Sector facilities with 50 NPA’s and Prime contractors (Boeing, GD/Gulfstream, Raytheon)

- **Credit Agreements:** (Managed by DCMA)

- Provide protégé firms with infrastructure assistance
- Credit Agreements are those in which the Mentor receives multiple credits toward their SB subcontracting goal based on the cost of developmental assistance provided to the Protégé
- Can be a five (5) year program

## *Mentor*

- 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
- Increased Revenue and Employee Base (set expectations upfront)
- Diversified Customer Base
- Enhanced Competitiveness

- **Northrop Grumman Corporation received the 2013 Source America Commercial Business Partnership Award**

Creating Long-term Relationships

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