



## DOING BUSINESS WITH AEROJET ROCKETDYNE

### MARSHALL SMALL BUSINESS ALLIANCE MEETING

*This document does not contain any ITAR or EAR Technical Controlled Information*



# Aerojet Rocketdyne Holdings, Inc. 100 Year Video

---

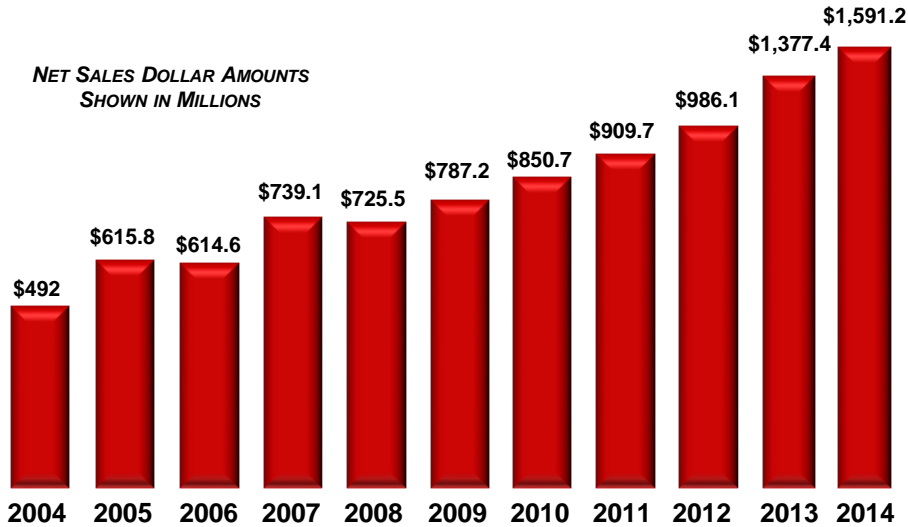


# Aerojet Rocketdyne, Inc.

---

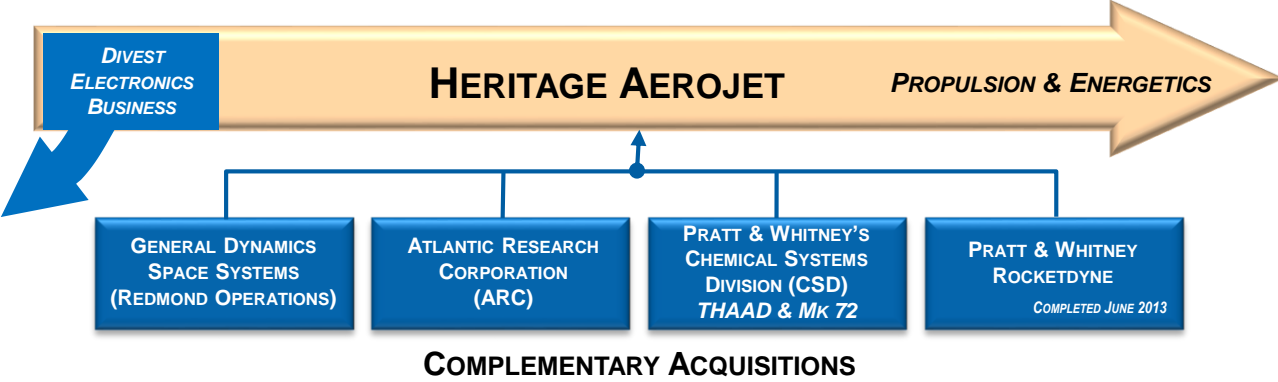
- **Aerospace and Defense Company founded in 1942**
  - **Develops and produces solid and liquid propulsion solutions for defense and space applications**
- **Parent company is Aerojet Rocketdyne Holdings, Inc.**
  - **In 2013, acquired Pratt & Whitney's Rocketdyne unit from United Technologies Corporation (UTC)**
  - **Approximately \$1.6 billion in sales in 2014**
- **State-of-the art production and testing facilities**
- **Hundreds of active contracts, serving every branch of the military, MDA, NASA and commercial space companies**
- **Approximately 5,000 employees nationwide**
  - **Approximately 2,700 in CA**
  - **CEO Eileen Drake**

# Corporate Growth



## CURRENT BUSINESS UNITS

-  **ADVANCED SPACE & LAUNCH**
-  **DEFENSE ADVANCED PROGRAMS**
-  **MISSILE DEFENSE AND STRATEGIC SYSTEMS**
-  **SPACE LAUNCH SYSTEMS**
-  **SPACE SYSTEMS**
-  **TACTICAL SYSTEMS**
-  **SPECIALTY METALS**

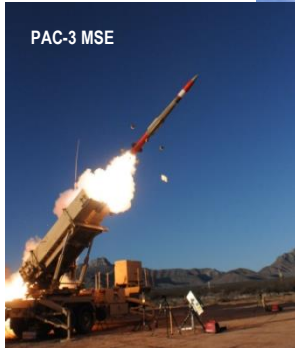


**A GROWING COMPANY FOCUSED ON AEROSPACE AND DEFENSE**

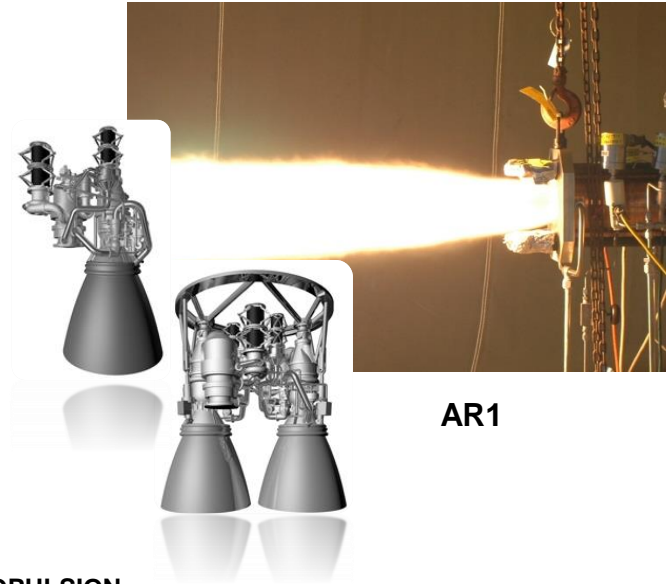
*This document does not contain any ITAR or EAR Technical Controlled Information*

# Broad Spectrum of New Opportunities

## TACTICAL PROPULSION FOR TODAY'S WARFIGHTER



## SPACE LAUNCH SYSTEMS

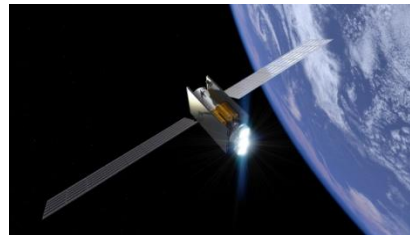


AR1

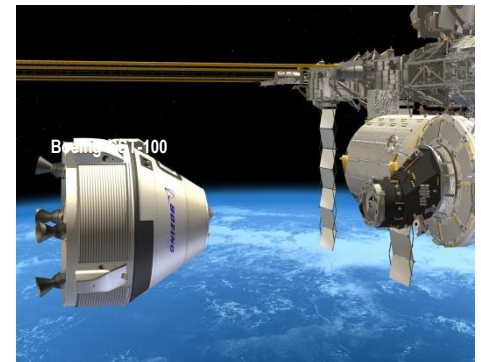
## FOREIGN MILITARY SALES



## SOLAR ELECTRIC PROPULSION



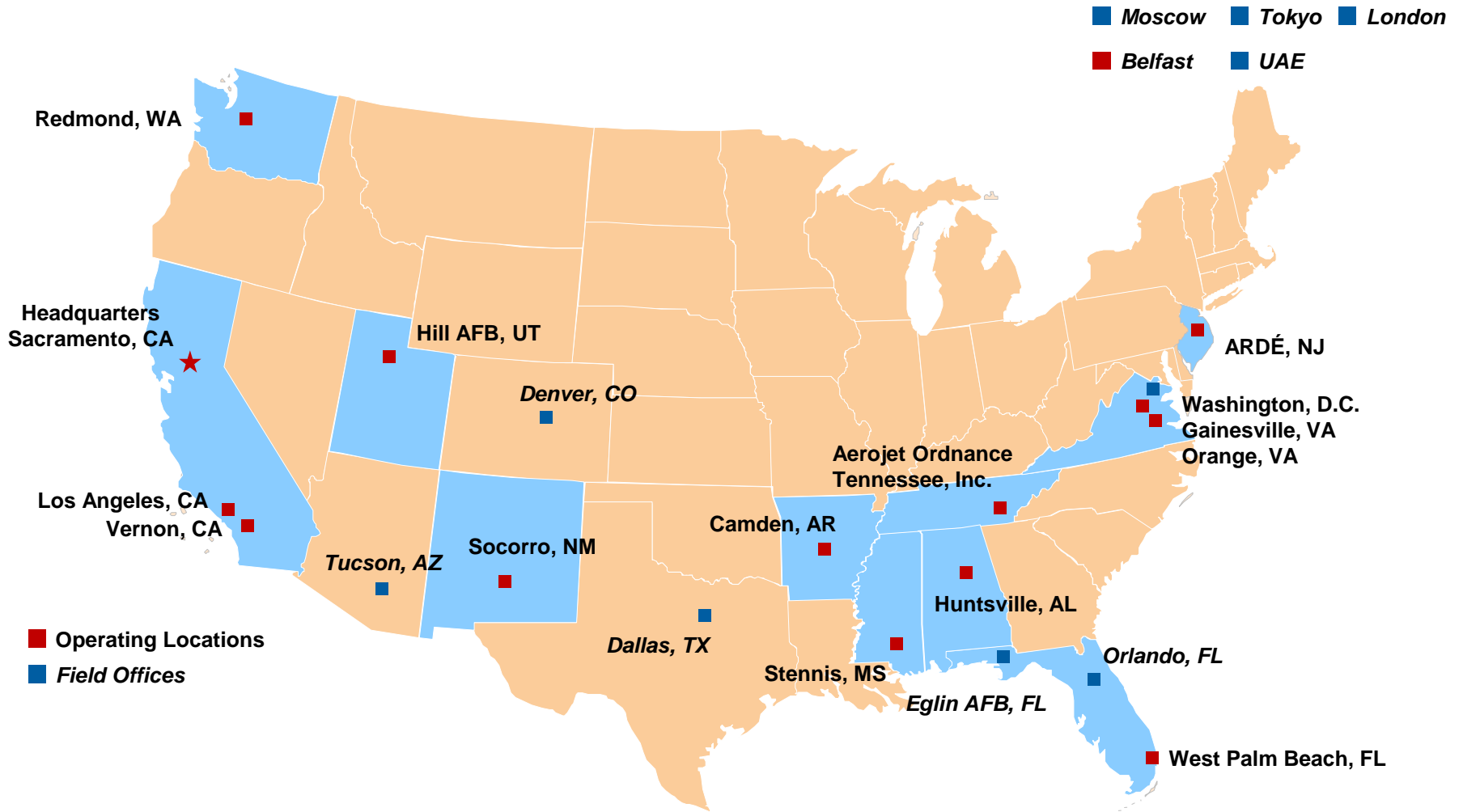
## COMMERCIAL SPACE



Standard Missile



# Operating Locations & Field Offices



**PRODUCT-FOCUSED MANUFACTURING CENTERS AND CUSTOMER-FOCUSED SUPPORT**

*This document does not contain any ITAR or EAR Technical Controlled Information*



# Operating Locations Focus

- **Aerojet Rocketdyne is comprised of many different site locations within the United States. At a high-level, the list below indicates each site and its main focus areas.**

Location:	Focus:
ARDE, NJ	<ul style="list-style-type: none"><li>• Lightweight pressurant and propulsion tank manufacturing</li></ul>
Camden, AR	<ul style="list-style-type: none"><li>• Manufacturing facility for development and production of Tactical solid rocket motors</li><li>• Explosive warhead manufacturing</li></ul>
Canoga Park, CA	<ul style="list-style-type: none"><li>• Propulsion system component manufacturing site</li><li>• Energy systems development</li></ul>
Gainesville, VA	<ul style="list-style-type: none"><li>• Engineering center for design and analysis of Tactical rocket, Strategic solid post boost, and ramjet propulsion</li><li>• Innovation site for advanced product technologies</li></ul>
Huntsville, AL	<ul style="list-style-type: none"><li>• Engineering expertise in solid and liquid propulsion</li><li>• Local customer interface for DoD, NASA and prime customers</li><li>• Support of broad Huntsville area community goals</li></ul>
Jonesborough, TN	<ul style="list-style-type: none"><li>• Specialty metals plant</li><li>• Manufacturing site for kinetic energy and fragmentation devices</li><li>• Aerospace components</li><li>• Commercial metal components</li></ul>
Orange, VA	<ul style="list-style-type: none"><li>• Manufacturing center for Strategic solid post boost propulsion</li><li>• Technology development center and laboratories for solid propulsion</li><li>• Test facilities for rocket motors and airbreathing propulsion</li></ul>



# Operating Locations Focus Cont...

Location:	Focus:
Redmond, WA	<ul style="list-style-type: none"><li>• Small liquid engine manufacturing</li><li>• Liquid propulsion system development</li><li>• Electric propulsion expertise</li><li>• Launch vehicle and satellite control expertise</li></ul>
Sacramento, CA ( <u>Headquarters</u> )	<ul style="list-style-type: none"><li>• Corporate and administrative offices</li><li>• Engineering center for Space and Defense Propulsion Systems, including systems engineering, design and analysis, fluid management, materials, software and electronics</li><li>• Innovation site for advanced propulsion, including hypersonic, and development of new product technologies</li><li>• Manufacturing site for solid rocket motors and liquid engines, advanced propulsion systems, metallic and composite structures, and advanced specialty components</li><li>• Extensive propulsion test facilities</li></ul>
Socorro, NM	<ul style="list-style-type: none"><li>• Pressed shape charges for warhead assemblies and energetic systems</li></ul>
Stennis Space Center, MS	<ul style="list-style-type: none"><li>• Test facility for large liquid rocket engines</li><li>• Large liquid rocket engine assembly</li></ul>
Vernon, CA	<ul style="list-style-type: none"><li>• Specialized manufacturing site for metallic pressure vessels for other Aerojet Rocketdyne sites</li></ul>
Washington, D.C.	<ul style="list-style-type: none"><li>• Aerojet Rocketdyne liaison with Capitol Hill and US Government customer base</li><li>• Interface with prime customer Washington operations</li><li>• Advanced Programs Business Development</li></ul>
West Palm Beach, FL	<ul style="list-style-type: none"><li>• Test facility for rocket propulsion</li><li>• Propulsion system component manufacturing site</li></ul>



# Our Customers

---

- **As a supplier to the Aerospace and Defense industry, we align ourselves with single prime contractors on a project-by-project basis. We believe that our position as a supplier has helped us become a trusted partner to our customers, enabling us to maintain strong, long-term relationships with a variety of prime contractors. Under each of our contracts, we act either as a prime contractor, where we sell directly to the end user, or as a subcontractor, where we sell our products to other prime contractors. The principal end user customers of our products and technology are agencies of the U.S. government.**
- **Major Customers are –**
  - Raytheon
  - Lockheed Martin
  - U.S. Army
  - Missile Defense Agency
  - NASA
  - U.S. Navy
  - U.S. Air Force
- **Additionally –**
  - Orbital ATK.
  - Boeing
  - United Launch Alliance
  - BAE
  - Northrop Grumman
  - Defense Advanced Research Projects Agency
  - Sierra Nevada Corporation
  - Blue Origin

# Supplier Diversity Commitment

---

- At Aerojet Rocketdyne, we believe big things come from small businesses. That's why we've established our Supplier Diversity Program to ensure that small businesses have opportunities to do business with us.
- Aerojet Rocketdyne requires a supply base that offers consistent, exceptional performance to allow us to remain competitive in the market. Suppliers must deliver on their commitments while continuously driving improvements to products and processes.



# Getting Started with Aerojet Rocketdyne

---

- Visit [www.rocket.com](http://www.rocket.com)
  - Get to know Aerojet Rocketdyne and our products.
  - Visit the “Business with Aerojet Rocketdyne” website page [www.rocket.com/business-aerojet-rocketdyne](http://www.rocket.com/business-aerojet-rocketdyne)
    - Policies
    - QA Terms and Conditions
    - Purchase Terms and Conditions
    - Supplier Diversity
    - Supplier Quality
    - Performance Expectations
    - Forms (to be filled out when directed)
    - Personal Surety Background Check (to be filled out when directed)
- Email Introduction to site SBLO
  - Provide a one page capabilities statement
    - Be sure to include: DUNS number, NAICS codes, certifications, previous or current customers, and what separates you from other competition.
    - SBLO, Category Managers, and Supply Chain personnel will review documents.
- An Aerojet Rocketdyne representative will follow-up if there’s a business opportunity.

# Supplier Development

---

- **Aerojet Rocketdyne has committed to a long-term corporate objective to significantly improve the operational and financial performance of its programs, to enhance Mission Success, and respond effectively to marketplace changes that are continuously demanding a decrease in cost of products sold while increasing quality, service and flexibility.**
- **In support of Aerojet Rocketdyne's initiative a Supplier Development organization was created to engage with Aerojet Rocketdyne's critical suppliers to create partnerships in process improvement staffed with Affordability Analysts. Aerojet Rocketdyne Supplier Development provides Lean and Six Sigma experts at no cost to suppliers.**
- **Additional services that Supplier Development provides include:**
  - **Supplier Performance Improvement through Supplier Management Teams**
  - **Supplier Quality Improvement through Process Variability Management (PVM)**
  - **Supplier Affordability Enhancement through "Business Diagnostics" Process**

# Contact

---



**Andrew Volpendesta**  
**Small Business Liaison Officer**  
**(916) 355-6543**  
**[andrew.volpendesta@rocket.com](mailto:andrew.volpendesta@rocket.com)**