



# Doing Business with Orbital ATK

## Marshall Small Business Alliance Meeting

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## February 2015 Merger

- 12,000 employees work in 20 states and several international locations
- Combined \$12B total contract backlog
- Over 16,000 solid rocket motors built for strategic, tactical and space applications
- 8 billion rounds of ammunition manufactured in the last 5 years
- More than 300 vehicle interceptors and target systems built on contract
- Over 225 space systems and over 800 space components delivered or production

## Orbital ATK Overview – Flight Systems



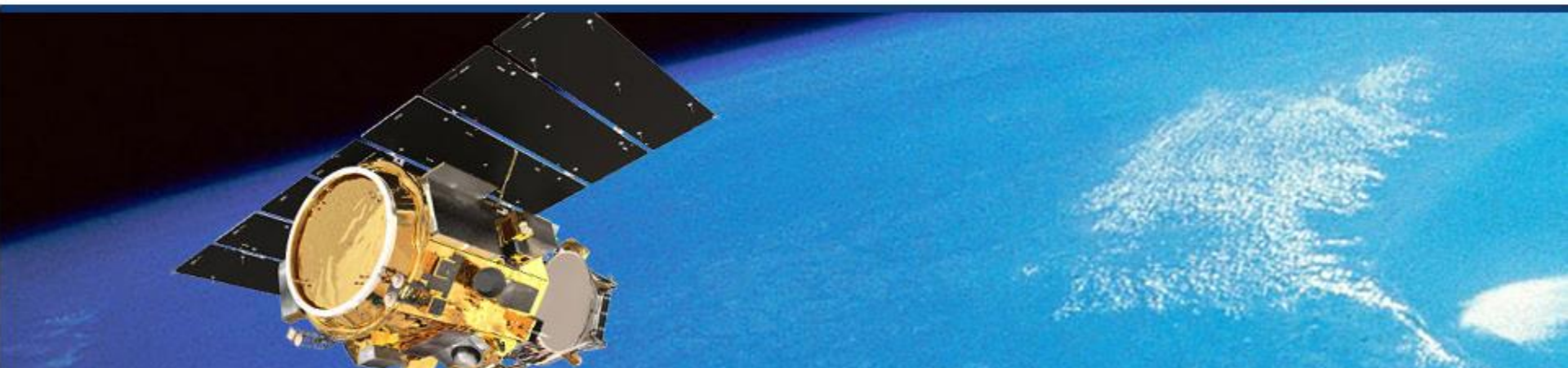
- Premier producer of **solid rocket propulsion systems**.
- Leading provider of small- and medium-class space **launch vehicles** for civil, military and commercial missions.
- Major supplier of **interceptor boosters and target vehicles** for missile defense applications.
- World class manufacturer of **composite structures** for commercial and military aircraft and launch vehicles



# Orbital ATK Overview – Space Systems



- An industry-leading provider of **commercial satellites** used for global communications and high-resolution Earth imaging.
- A leading provider of **small and medium spacecraft** that perform scientific research and national security missions for government customers.
- Provider of **commercial cargo delivery services** to the International Space Station and developer of advanced commercial space-launch systems.
- Premier provider of **spacecraft components and subsystems** and specialized engineering services.



## Orbital ATK Overview – Defense Systems



- An industry leader in **propulsion and controls** for air-, sea- and land-based tactical missiles and missile defense **interceptors and warheads** for tactical missiles and munitions.
- Supplier of **advanced defense electronics** for next-generation strike weapon systems, missile-warning and aircraft survivability, and special-mission aircraft.
- Leading producer of **small, medium- and large-caliber ammunition, medium-caliber gun systems and precision munitions guidance kits.**





# Supplier Diversity

- Orbital ATK embraces supplier diversity and maintains programs to seek diverse suppliers, as well as, nurture our relationships with those suppliers, while actively responding to the socioeconomic needs of our communities and customers. Orbital ATK actively pursues opportunities to assist diversity companies in becoming qualified so they have the ability to win business, and the potential of becoming a long-term supplier.

- **Website:** [www.Orbitalatk.com](http://www.Orbitalatk.com)
  - Understand where your business compliments our products and programs
- **Company Introduction Email**
  - Contact SBLO
  - Send one page capabilities statement
  - Identify department you want to connect with
  - Past performance or niche that sets you apart
- **Schedule Follow-up Meeting(s)**
  - Requestors, Program Management, Contracts, Supply Chain Personnel
- **Understand our Culture**
  - QPSL limitations, Process funding, in-house capabilities, strategic pursuits, supply chain restrictions and timely relationships.
  - Building relationships as a new company. Combining suppliers with different capabilities and different level of expectations.



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