

# Launch Your Business with NASA, Charleston County

Northrop Grumman Innovation Systems

Jenifer Scoffield



# Company Overview

- Flight Systems –

- Propulsion Systems
  - Space Launch Vehicles
  - Aerospace Structures

- Defense Systems –

- Defense Electronic Systems
  - Armament Systems
  - Missile Products

- Space Systems –

- Satellite Systems
  - Space Components
  - Technical Services
  - Advanced Programs







# What We Buy

- SLS Booster – NNM07AA75C



# How to do Business with Northrop Grumman Innovation Systems

- **Website: [www.northropgrumman.com](http://www.northropgrumman.com)**
  - Understand where your business compliments our products and programs
- **Company Introduction Email**
  - Contact SBLO
  - Send one page capabilities statement
  - Identify department/Sector 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.



# Contacts

***NORTHROP GRUMMAN***

---

Jenifer Scoffield

Small Business Manager

Jenifer.Scoffield@ngc.com

(435) 863-2017