

## Senior Service College Fellowship (SSCF) Visits Northrop Grumman

The SSCF from Aberdeen Proving Ground, Md., spent March 16, visiting the headquarters of Northrop Grumman's Electronic Systems (NGES) sector located at Linthicum, Md.

Scott Porter, sector vice president of government relations, welcomed SSCF with an overview of Northrop Grumman. Although initially focused on aerospace services, Northrop Grumman's business sectors now include electronic systems, information systems, shipbuilding, and technical services. A diagram explained the growth of the company through the acquisition of other defense-related organizations, including that of Westinghouse Electric Corporation whose headquarters were once housed at the Linthicum location. Porter explained the NGES sector "provides a variety of defense electronics and systems, airspace management systems, navigation systems, precision weapons, communications systems, marine systems, space systems, government systems, and logistics services." He also pointed out that with 120,000 employees, Northrop Grumman is the largest private employer in the states of Maryland, Virginia, and Mississippi.

This presentation was followed by Russ Calo, director of public-private partnerships. Calo explained the collaborative edge of Northrop Grumman's approach to partnering with Centers of Industrial and Technological Excellence such as Letterkenny Army Depot and

Tobyhanna Army Depot. These partnerships permit shared knowledge, cost, risk, reward, and return which results in providing the warfighter with the best weapons systems when most needed.

Transitioning to an open candid discussion of the acquisition process, the group was joined by Teri Marconi, vice president, market development; John Jadik, vice president, communications, intelligence, and networking solutions; and Curtis Pearson, sector director, portfolio and business strategy. Topics discussed included producing rapidly changing technology to the warfighter, transparency, the relationship between government and Northrop Grumman, policy changes, and Northrop Grumman's leadership development techniques.

The afternoon tours of the manufacturing and testing sites began with a stop at the Material Distribution Center. Paul Belt, director of manufacturing explained how using Lean Six Sigma initiatives reduced the cycle time for the center to only four days. Other exhibits included the Surface Mount Technology, the Advanced Microelectronics Cell, and the Auto Circulator and Radiator Line. Northrop Grumman has demonstrated leadership in airborne radars by evolving from mechanically operated radar systems to the electronically operated radars such as the AESA Radar System, whose cells are replaceable in one hour as opposed to the old system's delay of three weeks.

Next, John Fendley, director of flight test engineering, gave the

fellowship a tour of the BAC 1-11 multi-use integrated avionics test bed, Boeing 737-200 test bed for DoD sensors, and the Sabreliner APG 68 radar test bed. These airplanes are loaded with a team of engineers and variety of radar systems. While in flight, the NGES team is able to simultaneously test different radar modes, allow the customer to accompany the team for review of the radars, and expedite the review process.

To conclude the visit, John Milewski, director, Army/Special Operations Command field marketing, elucidated NGES sector's Army-specific programs. Milewski discussed NGES' adaption to the impact from the base realignment and closure mandate as well as NGES' future in partnering with Communications-Electronics Command and Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance.

Integral to the onsite industry tours component of the SSCF curriculum, this visit granted the fellows the opportunity to discuss pertinent acquisition topics with their counterparts at Northrop Grumman. In addition, it aided their development as Army acquisition senior leaders by providing exposure to Northrop Grumman's operations, current programs and plans for partnership with organizations located on Aberdeen Proving Ground.

