NORTHROP GRUMMAN

October 19, 2020

Dear Northrop Grumman Supplier:

Northrop Grumman is in the process of moving our suppliers to the Ariba Network as our new supplier registration and supplier information management platform.

We will be transitioning our suppliers to the Ariba Network as your current registration paperwork reaches the 3-year expiration, and based on the business needs to renew your information. Once we are ready for your transition, you will receive an invitation email to register at no cost, and complete our Supplier Registration Questionnaire on the Ariba Network.

Please note: some of our business units may not have Ariba enabled and you may need to follow a different process for supplier registration at the direction of your Buyers/SCA.
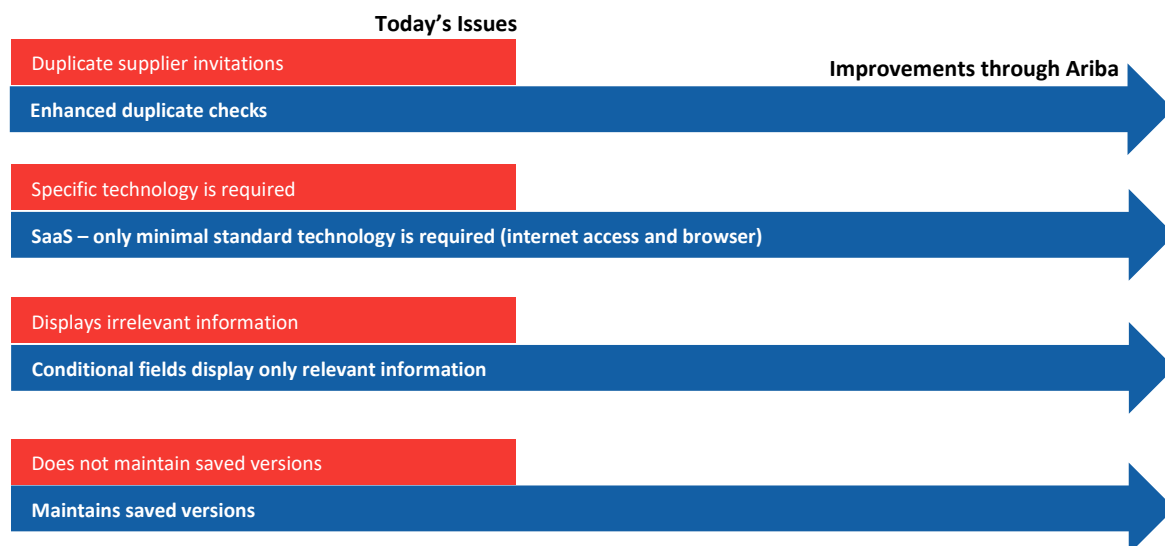
What is the Change?

Instead of providing information via forms sent through email, suppliers will now maintain their information on the Ariba Network that is integrated with Northrop Grumman's internal review process, allowing for faster onboarding and updates to supplier information.

Who is Ariba?

Ariba is an SAP company that provides integrated cloud solutions to manage source to pay processes with greater efficiencies, quality, insights, and user experience. The Ariba Network is Ariba's digital platform where more than 4.6 million companies currently connect with one another for key business collaboration needs. Northrop Grumman is joining the Ariba Network, beginning with the implementation of supplier registration and information management piece of its integrated solutions (also known as Ariba's Supplier Management / Supplier Lifecycle & Performance solution)

What are the benefits of registering through Ariba?

Below is a summary of the improvements our company and suppliers can expect in our supplier registration process, enabled by the Ariba Network.

Today's Issues

Duplicate supplier invitations

Improvements through Ariba

Enhanced duplicate checks

Specific technology is required

SaaS – only minimal standard technology is required (internet access and browser)

Displays irrelevant information

Conditional fields display only relevant information

Does not maintain saved versions

Maintains saved versions

Manual hand-offs within supplier's departments
Easier collaboration within the platform through supplier's ability to provision users

Inconsistent data validation
Enhanced quality of data through proven data validation

Supplier has to complete entire forms from scratch
Suppliers may update specific fields

Reactive supplier updates
Proactive supplier updates through self-service model and notifications – supplier owns their data

What are your next steps?

When you receive your Ariba invitation, we will need your support and prompt attention in signing up with the Ariba Network and completing the Northrop Grumman Supplier Registration Questionnaire in order to keep your information current in our system and allow a smooth, continued business.

- If your company already has an existing account on the Ariba Network, your Ariba account administrator should log in using that account
- If your company is new to the Ariba Network, please sign up following the instructions in the invitation email.

We encourage you to review the Northrop Grumman Supplier Registration Guide on our supplier website - http://www2.northropgrumman.com/suppliers/Pages/DoingBusiness.aspx - for additional information about the new process and system.

Thank you for taking part in this effort to increase operational efficiency throughout our Supply Chain.

Sincerely,

Corporate Global Supply Chain

Northrop Grumman