

Northrop Grumman – Cost Estimation and Risk Analysis



► The Client Requirements

As a leader in the Aerospace and Defense Industry, one of Northrop Grumman's key strategic initiatives was to develop a standard cost-estimation system to improve the accuracy and turn-around time of estimates on project proposals. Additionally, they believed a standard system would reduce risk issues associated with price proposals. Northrop Grumman required a system that could aggregate disparate data elements and provide uniform data capture and reporting. They required a system that would be rapidly adopted by users and provide proactive management functionality and detailed reporting capabilities. They also believed that this system would allow them to compete more aggressively on estimations with reduced risk exposure.

► The UI Solution

Unlimited Innovations, Inc. implemented a web-enabled Price Estimation and Risk Analysis dashboard solution in less than six months. The system provided defined users with an interactive interface for estimation data entry, review and reporting. Because the interface is supported by Internet Explorer, it offered an easy to use system with rich functionality including access to data through "drill" down URL's. Users could also configure views based on roles, responsibilities and preferences. As a result the dashboards were adopted and used quickly within Northrop Grumman. With the system Northrop Grumman could access disparate estimation metrics and look at the data in an easy to view report. This process allows easier access to historical price quotes which are needed for future proposals. Users could also conduct meaningful analysis to validate proposed estimations against "like" historical proposal estimates.

► The Client

Northrop Grumman is a company defined by one word – technology. From under the sea to outer space and into cyberspace, Northrop Grumman technologies and products play a key role in the evolving defense environment of the 21st century. Northrop Grumman is now a top-tier defense company, a full partner with its military customers and an inherent part of the country's national security.

As the second-largest provider of information technology for the federal government, Northrop Grumman is crucial to cyber warfare efforts, helping to protect the U.S. government's computers from Internet attack. This company is also the world's largest naval shipbuilder, with expertise in every class of nuclear and non-nuclear vessel, providing global force projection. As the commercial electronics capabilities remain world-class, their systems integration expertise allowed unparalleled surveillance and precision strike.

From its headquarters in Los Angeles, California, Northrop Grumman operates in 44 states and 25 countries. In 2002, the company's workforce stood at 100,000 strong, bringing in revenues of approximately \$18 billion.

Industries: Military defense, electronics systems, manufacturing

