

11.3 Details on Northrop Grumman Team Proposed Solution

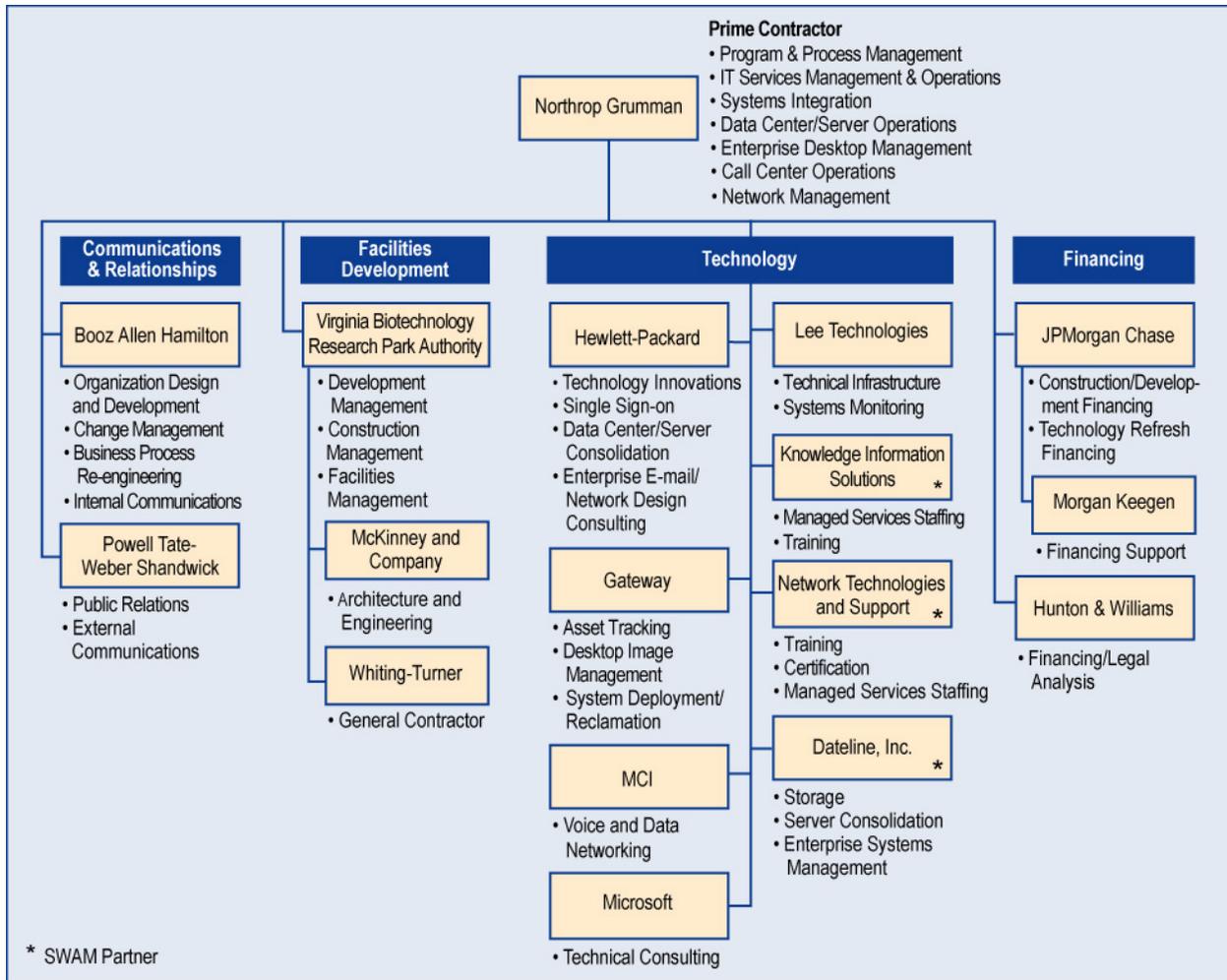
Throughout Section 11, we have presented the details of our proposed solution, which encompasses all our relationship management, managed services, human resources management, chargeback, and data center facilities solutions. In this section, we discuss our enterprise architecture continuing with an overview of **Section 11.3.1** through **Section 11.3.13**. We have included an additional **Section 11.3.14**, which describes our disaster recovery solution.

The Northrop Grumman Team

Northrop Grumman is an industry leader in enterprise architecture, systems integration, and service management and delivery. Our in-depth understanding of enterprise architecture (EA) and its components for business, information, technology, and solution integration has been recognized by a consistent and growing stream of managed services contract awards. As the prime contractor for VITA's managed services, Northrop Grumman has assembled a custom technical team of partner members with superior industry knowledge and proven capabilities to ensure the Commonwealth and VITA success beyond the contract period. We are proposing to continue the integrated team that has supported VITA on this procurement for more than two years. Our Team has an extensive and detailed understanding of VITA's needs, "pain points," and the requisite solution for a successful transformation into an agile, contemporary model for IT governance and operational excellence.

Northrop Grumman was recognized by the Association for Enterprise Integration (AFEI) and National Defense Industrial Association (NDIA) with the Excellence in Enterprise Integration Award, "for outstanding achievement in the application of enterprise integration resulting in innovation, greater customer value, visionary strategy, and cultural change."

As a whole, the Team has robust capabilities in all areas essential to achieving VITA's vision for providing outstanding service and technology solutions to support its customers and address their business needs with an effective and innovative system. All Team members are financially sound, growing, and like Northrop Grumman, increasing their state and local business portfolios. All Team members have committed to make extensive use of SWAMs. **Exhibit 11.3-1** shows key Northrop Grumman Team partners and their roles.



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Exhibit 11.3-1 Northrop Grumman Team Partners

We have assembled an outstanding team with robust experience, capabilities and resources.

As an industry leader in EA and IT delivery, the Northrop Grumman Team understands the relationship between the EA components and the solutions required to deliver managed services. We have developed comprehensive implementation processes, based on our own internal consolidations of IT functions and our state and local government delivery experience, to ensure that all the Commonwealth’s processes are established successfully. We recognize that any interruption or degradation of service during the establishment of the partnership could severely impact the Commonwealth’s ability to carry out its mission. Sustaining current operations while assimilating high performing, existing IT staff and support processes into the program is our highest priority.

Summary of Proposed Solution Approach

Redacted from Public Document – Proprietary and Confidential

Technology Summary of Proposed Solutions Across Functional Areas

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