

NORTHROP GRUMMAN

**Northrop Grumman Corporation
Information Systems**

7575 Colshire Drive
McLean, VA 22102

“To Whom It May Concern:

July 20, 2015

By writing this letter, we acknowledge that

- a) Northrop Grumman Corporation has worked with the Institute of Professional Innovators (IPI) investigating the General Theory of Innovation (GTI) and its set of business methodologies since November of 2013.
- b) Thus far, all of the conducted pilot projects in the area of business development have met or exceeded our success requirements.

We look forward to further cooperation with the Institute of Professional Innovators on the outlined matter.



Rufus Shockley
Northrop Grumman
Dir. CMP Program Office & Intl Strategic Sourcing

THE VALUE OF PERFORMANCE.

NORTHROP GRUMMAN