

Domestic CIP Market Segmentation

CIP Capability	18 DHS Critical Infrastructure Industry Sectors																	FEDERAL	
	AGR / FARM	BANK / FINC	CHEM	COMPL FACIL.	COMMS	DAMS	DIB	EMER SVCS	ENERGY	GOV/T FACIL	IT	NAT'L MON	NUC POWER	POSTAL	PUBLIC HEALTH	TRANS-PORT	WATER		CRIT. MFR/G
Access Control	[Green shaded cells]																		
Armor / Armored Transport	[Red shaded cells]																		
CBRNE Detection / Screening	[Light Blue shaded cells]																		
Consulting Svcs. / Sys Integration	[Medium Blue shaded cells]																		
Cyber & IT Security	[Light Orange shaded cells]																		
Guard Services	[Orange shaded cells]																		
Perimeter Protect & Surv.	[Yellow-Gold shaded cells]																		
Other																			

CIP Segment - Summary

Chemical Facilities Protection

- A broad based initiative to better secure chemical plants from terrorism given the risk of catastrophic environmental and public safety consequences from either having the chemicals stolen or from the release of chemical agents at these facilities after attack.

Energy Industry

- Industry remains ambivalent toward CIP. Improve reliability to catastrophic weather is priority. Improved reliability also partially solves CIP issues

Transportation

- Secure and resilient transportation network, enabling legitimate travelers and goods to move without undue fear of harm or significant disruption of commerce and civil liberties.

Emergency Services Protection

- Advanced protective clothing and associated gear is an industry that plays a critical role in the protection of firemen, police officers, military personnel, and industrial workers.

Federal

- Force Protection. US Military branches are upgrading their bases to better protect against terrorist acts. This is a growing market in which Northrop is actively working.

CIP Segment - Definitions

Chemical

- Petrochemicals, Basic inorganic chemicals Plastics, Man-made fibers, Industrial gases, Fertilizers and agricultural chemicals, Pharmaceuticals

Transportation

- Transportation includes private and public aircraft, air traffic control systems, airfields, coastline, ports, waterways, the Exclusive Economic Zone, buses, vanpools, cable cars, roads, railroads, freight cars, locomotives, pipelines, train stations, bridges, tunnels

Emergency Services

- Ancillary Protective Gear: Respirators & Gloves, Fire Protection Clothing: Outer Shell, Moisture Barriers, Membranes, Thermal Barriers, Body and Vehicle Armor: Body Armor, Military Protective Body and Vehicle Armor & Vehicle Armor, Chemical/Biological Protective Clothing: Clothing

Energy

- Energy sector will always require a robust CIP capability; Greatest near-term impact: Coal & Hydroelectric generation infrastructure and distributed energy transmission/transformer nodes; Major industry players: Coal, Gas and Hydroelectric generation capacity and Modern Power Grid

Federal

- Military Base force protection; US Government Departments (Department of Home Land Security, Department of Defense, Department of Energy and the Department of Health)