



## CASE STUDY

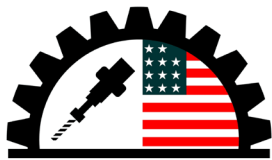
# LIBERTY HILL COMPANY

### SUBMITTED BY

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### PROJECT CONSULTANTS

Marshall Advanced Manufacturing Center



**Tad Robinette**  
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*libhill.com*

Tad Robinette, owner, "I feel honored that Northrop Grumman took a chance on a small West Virginia company like mine and appreciate all the assistance from Marshall to facilitate my training, development, and especially the AS9100 certification...I could not have done it without them!"

## EXECUTIVE SUMMARY

Northrop Grumman and Liberty Hill Company have expanded their partnership as Liberty Hill worked to complete its AS9100 certification. For increased contracting opportunities, Northrop Grumman has required subcontractors to acquire AS9100 certification for quality controls. MAMC guided Liberty Hill through this process helping them earn this certification.

- Competed and won several small contracts for NG and others
- Now able to bid on larger contracts
- Secured financing, space, and equipment to scale growth

## CHALLENGES

Becoming a defense contractor for Liberty Hill has been a challenge as a start-up company without name recognition. One way to develop a reputation is to fulfill contracts with prime defense companies and work directly with the Department of Defense as a prime contractor. Entry into these areas, however, is quite difficult. Gaining certifications, like AS9100, Hub Zone, and Service-Disabled Veteran with the federal government is critical to entering the world of defense-related contracting.

The quality certification process can be arduous, and MAMC has a Quality Department that assists in getting these small companies get specific instructions on how to proceed with taking the daunting task of gaining ISO certifications, a requirement in nearly all contracting opportunities. Once Northrop Grumman connected with Liberty Hill through our AIM HIGHER supplier expo, the need was identified to gain the AS9100 certification.

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## **HOW AIM HIGHER CONSORTIUM ASSISTED**

MAMC was able to aid in quality certifications that Northrop Grumman required to expand business with Liberty Hill. This guidance gave exacts on how policies and procedures would be implemented in various areas, regardless of the specific part being made. This guidebook will be able to be the foundation of all operations for the company and may even expand beyond Northrop Grumman specifically as other needs have been brought by different primes and the Department of Defense respectfully. MAMC has aided in identifying new opportunities for contracting opportunities as a direct result of this AS9100 certification and this can allow Liberty Hill to expand into new areas.

## **RESULTS, RETURN ON INVESTMENT AND FUTURE PLANS**

The AS9100 is an international aerospace standard that specifies requirements for a quality management system where an organization wishes to demonstrate its ability to consistently provide a product that meets customer and applicable statutory and regulatory requirements. Many of the aerospace industry's manufacturers and suppliers around the world require AS9100 Certification as a condition of doing business with them. This certification gives Liberty Hill the ability to procure more business at a much higher quantity and quality with primes such as Northrop Grumman.

Northrop Grumman has followed up with Liberty Hill as a direct result of the completion of the company's AS9100 certification on expanded contracting opportunities beyond the current work the company is completing for the prime. An opportunity for expansion into its own space has also presented itself as a result of the contracting talk with Northrop Grumman via a private funding source to allow Liberty Hill's operations to grow exponentially. These efforts have been planned strategically in collaboration with local businesses as well to aid in creating a local ecosystem of suppliers all related to Defense contracting needs.