May 1, 2014

To: Lockheed Martin Suppliers

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Subject: Lockheed Martin Counterfeit Parts Training Webinar Available for View

Our military and government customers count on our products to meet requirements and support the warfighters each and every time. Whether it is a satellite, airplane, weapon system, security system or any other Lockheed Martin product, our customers trust that our products will work and achieve their intended mission.

Preventing counterfeit parts from entering our products is a critical element of mission success for Lockheed Martin and our customers. At Lockheed Martin, we have the highest level of commitment to provide products that are free from Counterfeit Parts and we need your commitment from the executive level and throughout your organization and supply chain to meet that challenge. This commitment includes establishing counterfeit parts mitigation steps in your company and within your supply chain.

It is important to understand the many avenues that counterfeiters use to create and introduce counterfeit parts. We need our suppliers to be equipped with the tools and processes to detect and prevent counterfeit parts from entering the product stream.

In an effort to assist our suppliers in gaining a greater awareness and understanding of some techniques to prevent counterfeits parts, Lockheed Martin has made our Counterfeit Parts Prevention Webinar available as a training aide to our suppliers. This webinar was created by our Lockheed Martin Missiles and Fire Control business to highlight the risks of counterfeit parts and material in the supply chain and also provide useful information on counterfeit part avoidance, mitigation, disposition, communication, and reporting. Lockheed Martin encourages you to use this webinar to train members of your team and your sub-tier suppliers.

The webinar is available at:
https://embastion.external.lmco.com/qis/Supplier/Resources/CounterfeitWebinar.htm

Note: this link may take a few minutes to load.

In addition, attached is a PowerPoint presentation which provides detailed counterfeit prevention strategies which you may use as a training and communication tool with your employees and suppliers.

A fundamental part of the Lockheed Martin Counterfeit Prevention Program is to avoid sources of supply that are not Original Equipment Manufacturers (OEM), Original Component Manufacturers (OCM), or Authorized Distributors. Lockheed Martin requires that our suppliers utilize trusted, manufacturer authorized, supply chains. We also require that our suppliers manage their supply chains in a similar manner. It is your responsibility to procure from only OEM/OCM suppliers or their Authorized Distributors (and ensure your sub-tier’s do the same). In the rare event that you or one of your suppliers must procure from an unauthorized source, it is your responsibility to notify Lockheed Martin as required by your purchase order and also to assure that the pedigree of the parts are validated as new (non-returned) OEM/OCM parts.
In an effort to ensure our suppliers are operating in compliance with these important requirements, Lockheed Martin will be implementing new surveys in the next few months requesting suppliers to show their processes by which they comply with these requirements through their supply chain.

Should you have any questions regarding the content of the webinar or regarding your specific purchase order requirements, please refer them to your Lockheed Martin Procurement Representative.

Thank you for your efforts in keeping the supply chain free of counterfeit components.

Regards,

Phil Goslin    Mark Pasquale    Tom Simmons

Lee Sorenson    Patrick Sunderland