SolaS®—Secure Cloud Computing for Every Need, Every Budget

Since our first cloud implementation in 2009, Lockheed Martin has been on the front lines of the cloud computing evolution.

Through our proven Solutions as a Service or SolaS® strategy, Lockheed Martin offers customers a flexible, mission-focused approach to secure cloud computing that combines best-in-industry partnerships, unprecedented domain expertise and progressive technology to deliver these offerings:

- Private cloud
- Community cloud
- Hybrid cloud

Lockheed Martin’s powerful cyber security capabilities are integrated throughout our SolaS cloud computing infrastructure. And, as the No. 1 provider of IT services to the federal government, we understand how to maximize the latest technology—and its application to individual customer missions. We take a whole systems approach to cloud computing, knowing you have unique needs and taking on your goals as though they are our own. That’s why our SolaS offerings stress the importance of delivering different clouds for different mission, security and budget requirements.

The Benefits of SolaS Secure Cloud Computing

Lockheed Martin’s versatile cloud ecosystem increases delivery speed, lowers start-up and “operations and maintenance” costs, while being easily managed. Customers also realize many additional benefits:

- Accelerated Efficiency
- Agility
- Better Collaboration
- Green IT
- Improved Compliance
- IT Operating Cost Reduction
- Lower Infrastructure Costs
- Optimized Operating Expenditures
- Reduced Hardware Costs
- Scalability

SolaS Secure Cloud Brokering—Customer-Focused Cloud Relationship Management

More than just hardware and software services deployment, cloud computing also allows customers to simplify the operation and management of their missions. Since there’s not a single cloud that can fit all our customers’ requirements, Lockheed Martin’s SolaS Secure Cloud Brokerage model takes our cloud offerings one step further to reduce overall customer risk in the cloud by assuming a majority of responsibilities—the entire ecosystem. We manage service provider relationships and operate multiple deployed solutions in the cloud. These contractual agreements span across financial, legal and technical cloud operations, including Service Level Agreements. The result: reduced complexity for both industry and the government and affordable access to the best solutions.

In an effort to leverage innovation in IT, industry partnerships and in-depth knowledge of systems integration, Lockheed Martin now offers a Full Life-Cycle Cloud Broker™ product. We differ from a traditional Technical Cloud Broker (TCB), because we offer full business integration tailored to the customer’s needs. Here’s a look at the different cloud agent models to show how we can best manage cloud relationships for you:

Full Life-Cycle Cloud Broker™ services deliver:

- End-to-end security with built-in business intelligence
- One organization, one contract; many clouds

Technical Cloud Brokers provide:

- Unified marketplace in core technology offering
- Linkage between TCB security and TCB security
- Operations and management specializing in core solution area

Cloud Service Providers offer:

- Core functional solution
- Specialization of operations and management to solution offered

SolaS Cloud Service Management

Lockheed Martin’s Integrated IT Governance supports ITIL, ISO and COBIT management solutions to ensure that the broker solution’s business, service and quality requirements are met. Our end-user interface removes the complexity of managing services with different target providers, while our administrator interface provides full transparency into the provider’s services. We are able to manage customer requirements depending on financial accountability, user roles or policy, and even handle multiple accounts with the same target provider.

Industry Partnerships

As a Cyber Security Alliance member, Lockheed Martin works with our alliance partners, cloud technology providers such as Amazon and Microsoft, and innovative small business partners to establish a cloud broker ecosystem that delivers vendor-neutral, cost-competitive solutions to our customers. Take the complication out of the cloud. Let Lockheed Martin manage your experience, so you can maximize the benefits.

SolaS—Innovative and Secure Cloud Computing

When taking our customers into the cloud, Lockheed Martin uses a seven-stage transformation strategy to mitigate risk and to provide a customer, optimized result for mission and business operations. Our Cloud Readiness Assessment (CRA) helps customers evaluate their current solution portfolio, business needs, cost-savings goals and security/regulatory compliance requirements. Based on this assessment, a cloud roadmap is developed along with potential cloud solutions to address the customer’s key focus areas.

We also combine the strength and expertise of industry-leading companies, domain knowledge and “systems-of-systems” integration into a unique collaborative environment called the NexGen Cyber Innovation Technology Centers. These world-class cyber security centers located around the world are designed for customer and partner collaboration and innovation. To maximize protection, we integrate the best commercial security offerings to address the cyber security needs of our customers through the Lockheed Martin Cyber Security Alliance™. The Alliance consists of: APC by Schneider Electric, Arisight, CA, Cisco, Citrix, Dell, EMC Corporation and its RSA security division, HP, Intel, Juniper Networks, McAfee, Microsoft, NetApp, Symantec, Trustwave, Verizon and VMware.

For more information about SolaS Secure Private Cloud Computing:

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