HOW TO DO BUSINESS WITH Lockheed Martin
Vision

Lockheed Martin is the Leading Aerospace and Global Security Company, Solving our Customers’ Most Difficult Problems Through Our Employees’ Innovation, Performance and Unmatched Integrity.
People

- 97,000 Employees
- 60,000 Scientists, Engineers, and IT Professionals
- 590+ Facilities Across the US
- And Operating in 70 nations and territories
Customers

- Departments of
  - Defense
  - Homeland Security
  - Commerce
  - Energy
  - Health & Human Services
  - Housing & Urban Development
  - Justice
  - State
  - Transportation
- NASA
- Social Security Administration
- Environmental Protection Agency
- U.S. Postal Service
- Intelligence Communities
- 70 other Governments Worldwide

*We Never Forget Who We’re Working For®*
Supply Chain Management
“Who We Are”

WHO WE ARE

Leadership
In the Community
Corporate Governance
Sustainability
Diversity and Equal Opportunity
Energy, Environment, Safety and Health
Ethics
Lockheed Martin International
Our History
Social Media
Our Businesses

Who We Are

Headquartered in Bethesda, Md., Lockheed Martin is a global security and aerospace company that employs about 112,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services.

Lockheed Martin is led by Marillyn A. Hewson, Chairman, President and Chief Executive Officer.
LM Supplier Diversity Program

Vision:
To be the world’s top corporation in subcontracting with small business concerns in the markets that we compete

Mission:
To ensure that small business concerns of all types are afforded a fair and equitable opportunity to participate in Lockheed Martin’s subcontracting process, leveraging that success for competitive advantage

Governed by Corporate Policy Signed by the President
Lockheed Martin’s Procurement Outlook

- **Opportunities exist, but will be very competitive**

- **Customers expect competition to ensure best value**

- **Concern when engaging new suppliers: RISK**
  - Financial stability
  - Past, relevant performance
  - Ability to be viable in the long term
  - Security & Integrity

- **Suppliers need to think globally**
What we Buy

• Metallic Parts / Build to Print
• Furniture / Office Equipment
• Cable Assemblies
• Electro-Mechanical Assemblies
• Green Products
• Connectors
• Promotional Items
• Computer Hardware
• COTS Software
• Engineering Services
• Composites

This List is not All-Inclusive. www.lockheedmartin.com
Qualities We Look for in a New Supplier...

- Socio-economic status
- Past performance with federal customer
- Experience with Lockheed Martin or Prime Contractor
- Experience in one of our industries
- Quality certifications
- Security clearances
- Location
- Technology unique to their company, patented
- Differentiating factors
- Supplier of needed services
Supplier Differentiators

• With thousands of suppliers to consider, what factors are important to Lockheed Martin in selecting one supplier over another?
  − Quality program
  − IT Security
  − Ethics program
  − Green or Sustainability program
Certifications

Multiple types of quality certifications

- Aerospace Standard (AS91XX)
  - AS 9100 – Manufacturers
  - AS 9120 – Distributors

- International Organization for Standardization (ISO)
  - ISO 9001:2000

  - ISO/IEC 12207

- Information Technology Infrastructure Library (ITIL)
  - Global standard in the area of service management

- Capability Maturity Model Integration (CMMI)
  - Mature practices, essential elements for effective process integration and continuous improvement

Holding actual certification more important than saying “Don’t have, but we are compliant to….,”
Business Card Recommendations

• FRONT OF CARD
  • Supplier Name
  • Address
  • Email
  • Web Address
  • Phone number
  • Socio-economic status
  • Key descriptive words

• BACK OF CARD
  • NAICS/descriptions
  • DUNS & CAGE Code
Creating an Effective Capability Statement

• Critical Tool to your success
• Should be brief (only 1 or 2 pages)
• Concise
• Include information important to customer
  • Core Competencies
  • Differentiators
  • Size Classification
  • Certifications
  • Past Performance
  • Current Customers
  • DUNS
  • Contact Information
• Include Brand and Logo
• Distribute as a PDF
Summary

• Get it right the first time and every time
• Pursue relevant quality certifications
• Document successes
• Embrace changing A&D environment
• Innovate to address affordability & production challenges
• Look for strategic partnership opportunities
• Master your approach
• What is your “X” factor
• Perform