

Supplier Quality Management: Process, Procedures, and Support

Amar Patel, Central Supplier Quality



Lockheed Martin Missiles & Fire Control

PIRA DAL2025050399

Table of Contents

- ☐ MFC Quality Requirements
- ☐ Flow Down Requirements
- ☐ Supplier Quality Surveys
- ☐ MFC ASL – Approved Supplier List
- ☐ SQA Gates
- ☐ Exostar / P2P (Procure to Pay) Portal Navigation
- ☐ Resources



MFC Quality Requirements

MFC has structured quality requirements based on the complexity and criticality of the materials.

This is to ensure that all products meet specific standards for safety, reliability, and performance.

Material levels are determined by the type of material.



MFC Quality Requirements

Each part/material procured on production PO (Purchase Order) will have set of quality requirements.

Quality Note ID	Quality Note Description
MFC-AS-001	Product Safety Awareness - Autoflow
MFC-AS-002	Product or Service Conformity Awareness - Autoflow
MFC-CC-001	Supplier Process Change Control - Autoflow
MFC-CC-003	Requirements Flowdown - Autoflow
MFC-DC-001	Supplier Retention of Quality and Inspection Records - Autoflow
MFC-DC-002	Electronic Submission of Data - Autoflow
MFC-DC-024	Language - Autoflow
MFC-PK-001	Commercial Packaging - Autoflow
MFC-PR-001	Revision Level Control - Autoflow
MFC-PR-002	Material Review Authority - Autoflow
MFC-PR-003	Counterfeit Part Prevention - Autoflow
MFC-PR-004	Supplier Corrective Action Request - Autoflow
MFC-DC-003	Certificate of Conformance
MFC-QMS	Missiles & Fire Control – QMS Requirement (ISO 9001, AS9100, AS9003, etc.)

RAW / BULK

- *Materials that Could be Obtained in Bulk, Raw Form*
- *Could be Perishable, Non-Perishable, Cable & Wire*

COMPONENTS

- *Hardware / Fasteners (COTS)*
- *EEE Components*
- *Built to NAS (National Aerospace Standard), MIL-Spec (Military Specification), or Vendor Specification*



MFC Quality Requirements

There may be additional Quality Requirements identified by Engineering.

Shelf-Life

Solderability

ESD (Electro-Static Discharge)

Tape & Reel

MSL (Moisture Sensitivity Level)

Spark Testing

Pure-Tin Restriction, etc.

RAW / BULK

- *Materials that Could be Obtained in Bulk, Raw Form*
- *Could be Perishable, Non-Perishable, Cable & Wire*

COMPONENTS

- *Hardware / Fasteners (COTS)*
- *EEE Components*
- *Built to NAS (National Aerospace Standard), MIL-Spec (Military Specification), or Vendor Specification*



MFC Quality Requirements

Everything else is considered Lockheed Martin Drawing / Design Part.

Program SQE (Supplier Quality Engineer) applies additional requirement:

Per Drawing

Per Contract Requirement

Per Program needs

Process Control Reviews
Special Process....

May Include SQA Gates:

FAI (First Article Inspection)

SI (Source Inspection)

POR (Purchase Order Review)

SEMI

- *Semi-Finished Materials that are Built per Lockheed Martin Design / Specification*
- *There are more than 200 Quality PO Notes available*



Flow Down of Requirements

Ensures Consistent Quality.

- Flow down helps maintain consistent quality throughout the supply chain, from raw materials to the more complex designed part to meet Lockheed Martin's standards.
- Specification requirements / Drawing are attached to or referenced in the Purchase Order, including any relevant technical specifications, industry standards, or regulatory requirements.
- Can be identified on the Purchase Order Text (PO Text).
 - Requirement for tape / reel
 - Requirement for special packaging

Note: Supplier's responsibility in flowing down these requirements to their own suppliers or sub processors, if applicable.



Supplier Quality Surveys

Conducted to ensure compliance with Lockheed Martin's quality standards and to identify areas for improvement.

- Special Process Survey – Approved for Special Process
- QMS – Approved for Quality Management System (certify in LM MFC's System)

Frequency:

- Special Process Survey – Valid for two years, w/option of one year extension
- QMS (Quality Management System) / Lockheed Martin Surveys – Valid for three years, w/option of one year extension



MFC ASL – Approved Supplier List

Criteria for adding Suppliers to ASL

- Supplier Quality Scorecard Rating > 95%
- Current valid QMS cert on file
- Atleast 2 (two) receipts in the last 24 months

Does that mean we cannot do business with new Supplier? No, we can. Bypass the block

TAM (Technically Acceptable Manufacturers) - Engineering Specified
Drawing Requirement – Design Part



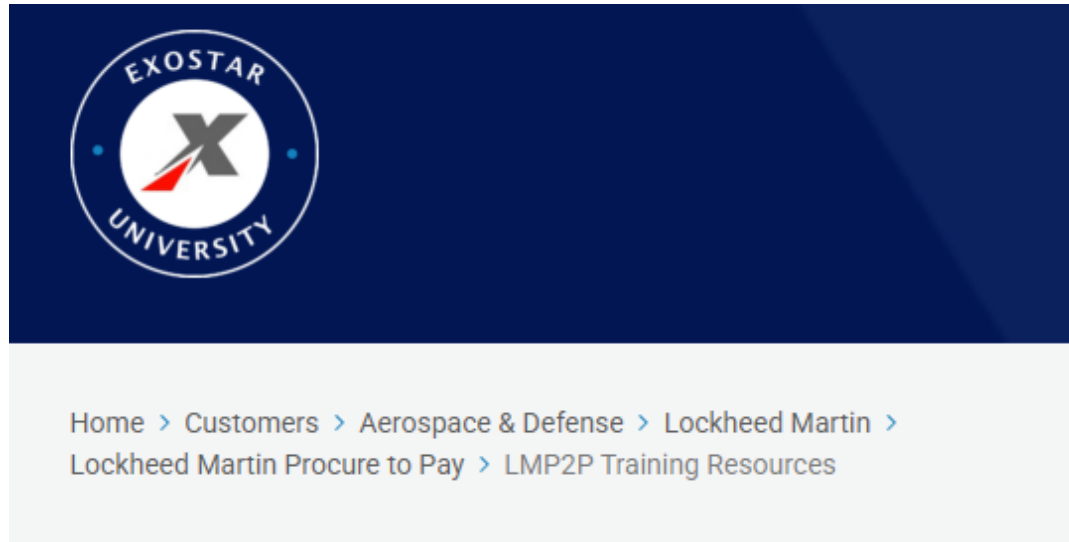
SQA Gates

These are hard stops (PO Review, FAI, and SI) in the P2P Ship to LMC Portal, which are required to be accepted in series as required per the PO by LM MFC prior to shipping.





Exostar / P2P Portal Navigation



LMP2P Training Resources

Contents

User Guides

Secure Attachments

Accounts Payable

Bid Responses and Auctions

Purchase Orders

Receiving and Supplier Quality

Schedule Agreements

Supplier Portal Features/Misc.

Videos

FAQs



Quality/Engineering Tech Helps and/or Questions

LMP2P

(Ctrl+Click)

**LMP2P Training
Resources**

(Ctrl+Click)

**Supplier Quality
Booklet**

(Ctrl+Click)

FAI Guidebook

(Ctrl+Click)

**External Forms &
Guides**

(Ctrl+Click)

Supplier Toolkit

(Ctrl+Click)



Reference Information

Useful Links

- [About LM MFC](#)
- [LM MFC Products](#)
- [LM Supplier Wire](#)
 - [Supplier Wire News \(current events and webinars\)](#)
 - [Quality Assurance](#)
 - [Energy - Engineering, Procurement & Construction](#)
 - [New MFC Quality PO Note Cross-Reference Matrix](#)
- [P2P Help Desk](#)
- [P2P Guides](#)
- [P2P Help Videos](#)

