LOCKHEED MARTIN

LETTER FROM KURT RAVENFELD
Director Global Supply Chain Operations
Lockheed Martin Corporation

Dear Valued Supplier,

Welcome to the 4th quarter Lockheed Martin GSCO Supplier Newsletter. In this installment of our quarterly newsletter, we take the opportunity to remind you of the approaching deadline for cybersecurity and the need to update your NAICS codes now that Exostar allows suppliers to enter multiple NAICS Codes and size standards.

As we prepare to welcome in a new year, I thank you for your continued commitment to excellence and look forward to enhancing supplier engagement in 2018.

Kurt R Ravenfeld
Director Global Supply Chain Operations
Corporate Engineering, Technology & Operations
Lockheed Martin Corporation

CYBER CORNER: YEAR-END DEADLINE APPROACHES – HOW A SYSTEM SECURITY PLAN AND PLANS OF ACTION SUPPORT DEMONSTRATING NIST SP 800-171 COMPLIANCE

The latest version of NIST SP 800-171 (R1) includes two controls that can be very helpful for your year-end push to achieve NIST compliance before Dec. 31, 2017.

- Control 3.12.4 requires development, documentation, and periodic updates of a **System Security Plan (SSP)**
- Control 3.12.2 calls for the development and implementation of **Plans of Actions and Milestones (POAM)** designed to correct deficiencies and reduce vulnerabilities in organizational systems

Lockheed Martin suppliers who have acknowledged receiving or managing Covered Defense Information (CDI) in performance of subcontracts supporting DoD are required to complete the **Exostar NIST SP 800-171 Questionnaire.** This set of questions assesses compliance to the IT control requirements outlined in the [NIST SP 800-171](#) standard mandated by Cyber [DFARS 252.204-7012](#).

For each control, response options now include:

- **Implemented:** Implemented per the NIST 800-171 R1 specification.
- **Addressed with System Security Plan (SSP) & Plan Of Actions and Milestones (POAM):** You have documented in a SSP & POAM how you will become compliant with the control.
- **Approved Exception:** You have been given approval by the DOD to: (1) treat this control as not applicable or (2) provide an equally effective alternate control.
- **Not Implemented:** The control has not been implemented, nor is there any plan to implement it as part of a SSP & POAM.

Upon completion, you will have immediate access to your assessment results. Below are available resources to assist you in completing this action.

- [Exostar CSQ and NIST Questionnaire Guide](#)
- [Exostar NIST 800-171 Resource Center](#)
- [Supply Chain Cybersecurity Podcast](#) and [Briefing](#)

For more information on the SSP, POAM, demonstrating NIST compliance and more, you are encouraged to review the U.S. Department of Defense Industry Day (Public Meeting on June 26, 2017) [slides](#) and [video](#) replay.

LOCKHEED MARTIN

EXOSTAR CHANGES TO ALLOW SUPPLIERS TO ENTER MULTIPLE NAICS CODES AND SIZE STANDARDS

On Oct. 18, a supplier memo was released to raise awareness of the FAR requirements, along with a request to update their Exostar profiles with the NAICS codes and size standards.

The new regulations require all formal solicitations, quotations and proposals, as well as the purchase orders (PO), have the proper NAICS code and the size standard on each piece of documentation. Prior to the work being performed, the small business supplier awarded the PO must have a matching NAICS code and size standard to be counted as a small business. In the past, we used the supplier's primary NAICS code and small business size entered in the profile.

- Update all your company's NAICS codes and self-certify to the size for each NAICS code, per the Small Business Administration's (SBA) size standards. A link to these standards is provided in Exostar to help you determine your company's size. To ensure we are compliant with Federal Acquisition Regulations (FAR) associated with proper assignment of NAICS Codes and size standards (FAR 19.301-1 and 78 FR 38811), we require for you to update your vendor profile in the Exostar Managed Access Gateway (MAG) Trading Partner Management (TPM) application (https://portal.exostar.com/idprov/portal/ShowActiveSps.do).
- Update all your company's NAICS codes and self-certify to the size for each NAICS code, per the Small Business Administration's (SBA) size standards. A link to these standards is provided in Exostar to help you determine your company's size.
- If you have a Lockheed Martin Supplier Marketing Portal profile, please update your information in this system as well. The Supplier Marketing Portal can be accessed at http://www.lockheedmartin.com/us/suppliers/doingbusiness.html.

If you need Exostar assistance, please contact the Help desk at 703-793-7800 or http://www.myexostar.com/contactSupport.aspx. For assistance with the Supplier Marketing Portal or questions in general, please contact supplier.communications@lmco.com.