

Keys to Becoming a Lockheed Martin Supplier

A written communication, describing your company and your products or services in non-confidential terms, is the recommended approach for making the initial sales contact with Lockheed Martin locations of interest to you. If you desire to conduct a sales visit to a Lockheed Martin location, please schedule an appointment with the appropriate Small Business Liaison Officer (SBLO).

Do Your Homework

Find out who we are, our business challenges, and the type of commodities and services we buy. The best tool for obtaining this information is our corporate website – www.lockheedmartin.com. Go to our Supplier web pages by clicking on [Suppliers](#) at the top of the screen to learn more about doing business with Lockheed Martin. Choose 'SupplierNET' and 'Supplier Diversity' for additional information.

Identify a Point of Contact

A Small Business Liaison Officer has been designated for each Lockheed Martin business unit. This individual will assist you in determining whether that location has a current requirement for your product or service and will assist you in identifying those responsible for acquiring it.

Sell Yourself and Your Company

When talking with Lockheed Martin personnel, demonstrate that you have done your homework. Tell us where and how your company might be able to add value and help us find solutions to complex technological challenges. Stress your core competencies, pointing out those things that make your company unique from your competitors. Provide company profile information that is clear and concise, outlining your company's capabilities and past performance. Last, but definitely not least, ask for an opportunity to compete.

Follow-Up

When making initial contact, determine whether there is a requirement for your products or services. If an existing long-term agreement is in place, learn the contract expiration date, and follow-up again six months prior to that contract expiration. A buyer's request for you to participate in a competition will be your opportunity to demonstrate your commitment to working with Lockheed Martin.

Be Responsive

Return all phone calls and reply to all requests for information, quotation/proposal and purchase. If you are unclear about something, ask for clarification. If you opt not to submit a response, reply indicating your decision. Always respond.

Perform

Once you've been awarded a subcontract, it is essential for you to live up to your commitments. Do what you say, when you say you'll do it, and how you say you'll do it. These three things are the key factors in determining whether we will continue to do business with you. Additionally, make sure you understand our terms and conditions and how your company's quality and delivery will be rated.

Registrations

Lockheed Martin encourages all our small business suppliers to register on the Central Contractor Registration (CCR) at <http://www.ccr.gov>. CCR is the Small Business Administration's electronic gateway of procurement information—for and about small businesses. It is a search engine for contracting officers and prime contractors, a marketing tool for small firms and a "link" to procurement opportunities and important information.

Additionally, you can register as a potential Lockheed Martin supplier at our website www.lockheedmartin.com/suppliernet. Go to the Potential Supplier section on the left hand side and follow the direction to complete the profile form for potential Lockheed Martin Suppliers. (Trading Partner Management) This will add you to our corporate-wide database of potential suppliers and will allow your information to be captured in a search of new suppliers. If your company is selected for a purchase order award, you will be asked to provide more detailed information, assigned an identification number and password, and your profile will be added to our active supplier database.

LOCKHEED MARTIN



At Lockheed Martin, we know that working with a wide range of professional, diverse suppliers gives us a competitive edge in delivering high quality, innovative products and services. Lockheed Martin Supplier Diversity is an integral part of our continuing efforts to create mutually beneficial relationships with Small Businesses, including Small Disadvantaged Businesses, Women-Owned Small Businesses, HUBZone Small Businesses, Veteran-Owned Small Businesses, and Service Disabled Veteran-Owned Small Businesses (SB/SDB/WOSB/HUB/VOSB/SDVOSB).

This brochure is intended to help you in your marketing efforts with our various locations across the country. The addresses of these locations can be found at <http://www.lockheedmartin.com/data/assets/335.pdf>.

Important Websites

Lockheed Martin Supplier Information
www.lockheedmartin.com/supplernet

Exostar
www.exostar.com

Small Business Administration
www.sba.gov

CCR - Central Contractor Registration
<http://www.ccr.gov>

NAICS Codes
www.naics.com/search.htm

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Doing Business with Lockheed Martin
www.lockheedmartin.com/suppliers/doingbusiness

Supplier Registration
www.lockheedmartin.com/suppliers

Innovations and Questions
Supplier.Communications@LMCO.com

What We Buy:

- Innovative technologies
- Components and kitting of components
- Cable assemblies
- Fiber optic cabling
- Information technology expertise
- Build to print electronics
- Custom batteries
- Engineering services
- Ultra precision machining
- Optics
- Antennas, high gain and low gain
- Power generation
- Distributors must be franchised or contractually authorized to sell on behalf of a manufacturer
- Green products, packaging, construction

Visit the Lockheed Martin web site,
www.lockheedmartin.com/suppliers
/doingbusiness, for a complete listing of "What
We Buy" and "Immediate Needs" requests.