

Intro

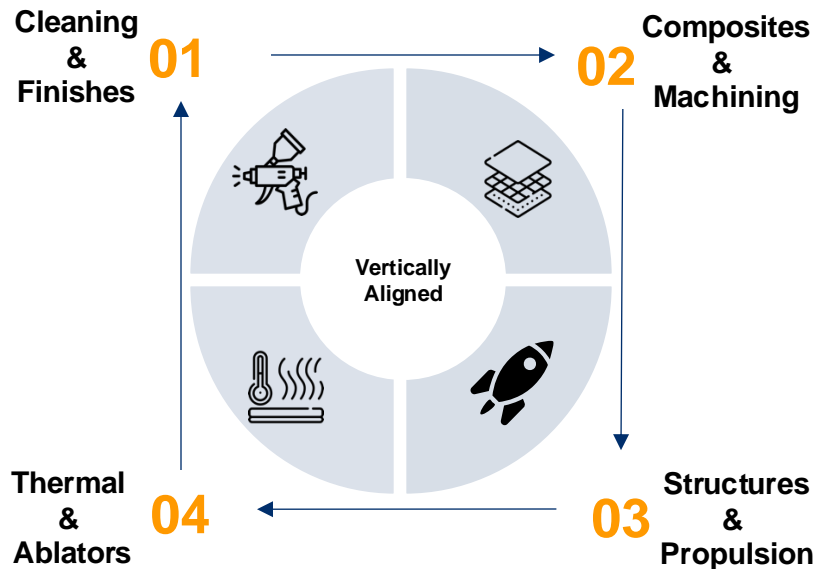
PMAC

Propulsion Manufacturing
Assembly & Composites

ABOUT US

We're a multi-disciplined manufacturing environment that takes credit for utilizing its' synergies to drive a cost-effective solution.

CORE COMPETENCIES

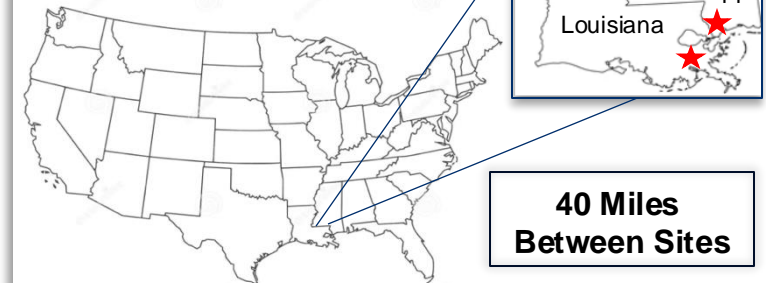


Key Successes


- Capital Investing
- Diversifying Product Lines
- Growing Internal/External Customers
- Maximizing State Influence
- Mining/Molding Local Talent
- Leverage Capabilities To Reduce Cost

Presence (PMAC)


Louisiana – 120k Sq Ft
Mississippi – 220k Sq Ft



Contact Us

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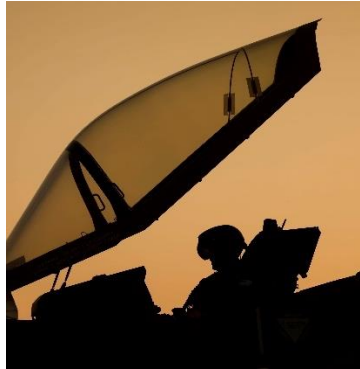


Steps to Doing Business with Lockheed Martin

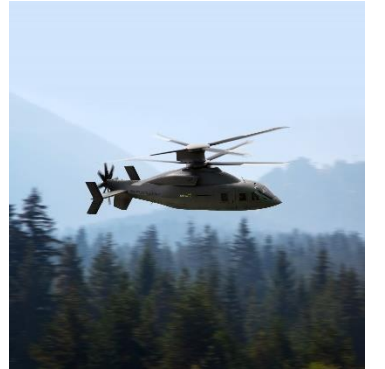


Orysia Buchan, Government Programs Program Manager

Vision



Be the global leader in supporting our customers' missions, strengthening security, and advancing scientific discovery.



People



122,000

Employees



65,000

Engineers, Scientists
and Technologists



335

Facilities Worldwide



Operating in

33

Countries

with

6,300

International
Employees



OUR MISSION

Fostering a culture that meets the dynamic environmental challenges by leveraging diverse suppliers. We provide maximum practicable opportunities and visibility to small businesses through advocacy, counseling and training.

LM Military and Veteran Support



2023 Military and Veteran Support

VETERAN EMPLOYMENT

3,790 hired

24,497 employed

About **1 in 5** employees has served in uniform

SOCIAL IMPACT



Contributed more than **\$7.7 million** to ensure service members, veterans, and their families are prepared, well-supported, and enabled to fully participate and thrive in society

WHERE OUR NEW HIRES SERVED

AIR FORCE

35%

ARMY

28%

NAVY

20%

MARINE CORPS

16%

COAST GUARD

1%

SPACE FORCE

0.2%

VETERAN-OWNED BUSINESSES



Worked with **693** Veteran-owned small businesses

Awarded **\$678.3 million** in subcontracts to Veteran-owned businesses

MILITARY TRANSITION SUPPORT

Engaged over **10,000** military community members in our Handshake 2 Hire career support program

Participated in **118** transitioning military career events across the U.S.



Learn more at lockheedmartin.com/community

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Economic Impact



13,300 +

Active Suppliers Across
every U.S. state and
52 Countries



93%

U.S. Supplier
Footprint



7%

International
Supplier Footprint



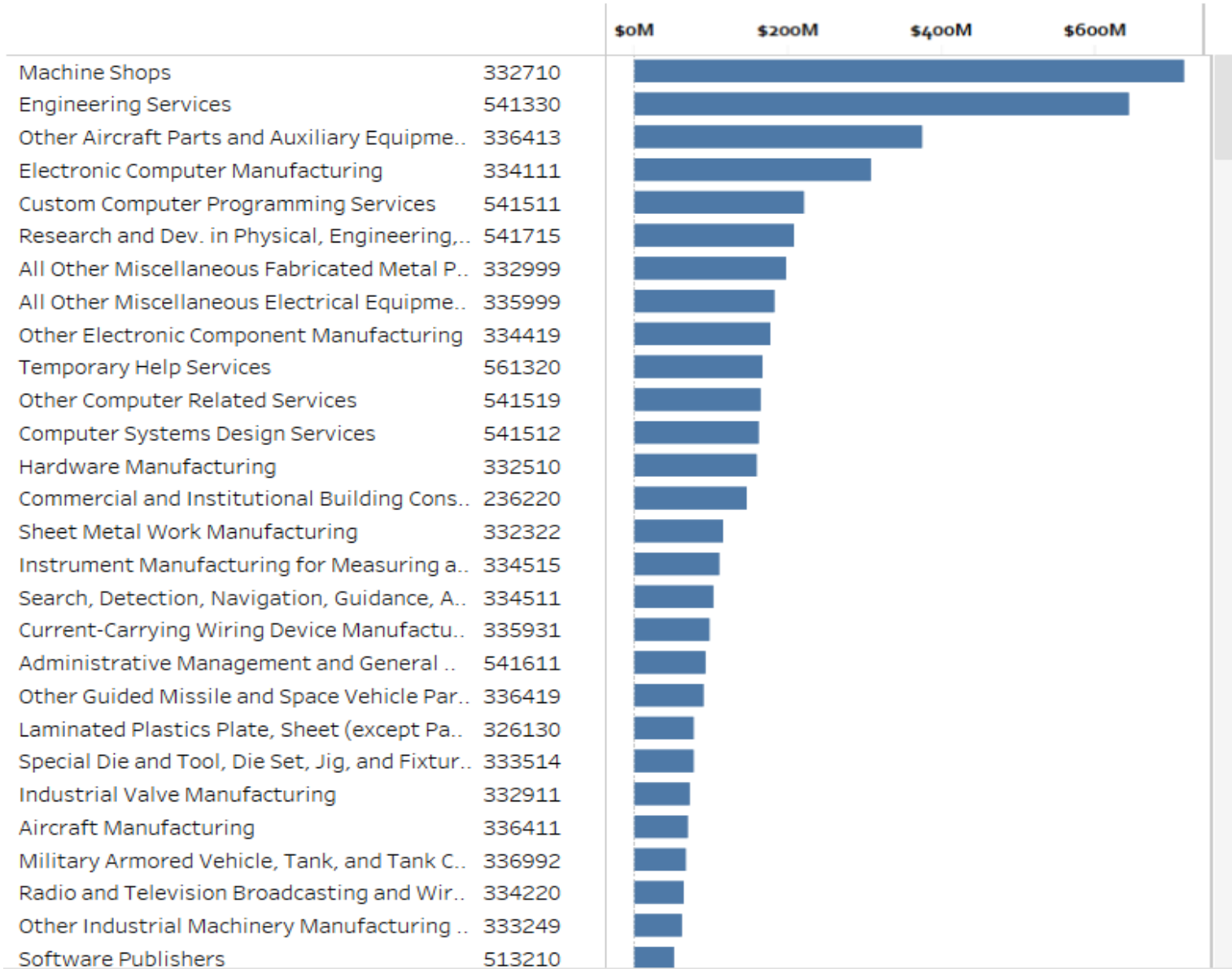
\$6.6B

awarded to >7,300 small
businesses

Committed to a diverse and inclusive supplier base

Top NAICS Codes (Small Business)

Top Suppliers by NAICS Code



Qualities Prime Contractors Seek in New Suppliers...

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



Resources Available

Supplier Training Excellence Program [STEP Training](#)

Recent Webinars

- DCAA Price Analysis vs. Cost Analysis ([slides](#))
- Indirect Costs ([slides](#))
- Ethics Program ([slides](#))
- Monitoring Subcontracts ([slides](#))
- Proposal Adequacy ([slides](#))
- How to Navigate Exostar ([slides](#))
- Helping Suppliers Manage Risks ([slides](#))
- Chemical Regulations ([slides](#))

Warning: Please do not send emails for agreements online later than a year. Also please ensure that your Supplier Marketing profile is up to date as we use this portal to search for suppliers to be included in upcoming RFIs.

| Industry | Expiration Date | Option Thru | Status | Suggested Action |
|--|-----------------|-------------|---|--|
| Arch & Engineer | 7/31/2024 | 8/1/2026 | Site specific requirements | Submit information online |
| Automotive/Airlines Fuel | 10/16/2024 | 10/16/2024 | Site specific requirements | Submit information online |
| Chemicals | 4/30/2028 | 4/30/2028 | Under corporate or long-term agreement | Submit information online for future consideration |
| Communication Equipment NEC | 10/19/2023 | 10/19/2023 | Under corporate or long-term agreement | Submit information online for future consideration |
| Computer and Data Processing Services | 8/9/2023 | 8/9/2025 | Site specific requirements | Submit information online listing brands |
| Computer Peripheral Equipment | 3/9/2024 | 3/9/2027 | Some brands under corporate agreement | Submit information online listing brands |
| Computer Prepackaged Software | 11/8/2023 | 11/8/2025 | Some brands under corporate agreement | Submit information online listing brands |
| Computer Printers/Plotters | 12/22/2025 | 12/22/2027 | Some brands under corporate agreement | Submit information online listing brands |
| Computer Programming Svc (Custom) | 3/31/2025 | 3/31/2025 | Site specific requirements | Submit information online for future consideration |
| Computer Repair, Install and Maintenance | 9/30/2026 | 9/30/2028 | Under corporate or long-term agreement | Submit information online for future consideration |
| Computers, Mini | 3/6/2026 | 3/6/2028 | Under corporate or long-term agreement | Submit information online for future consideration |
| Connectors | 9/30/2024 | 9/30/2024 | Some under corporate or long-term agreement | Submit information online for future consideration |

[What We Buy and Corporate Agreements Directories](#)

Respond to a RFQ/RFP

- Be responsive...submit no-bid response if you choose not to compete
- Read and understand every element of request:
 - Terms & Conditions
 - Quality & Delivery Requirements
- Ask for clarification or an extension if necessary
- Always return calls and emails promptly

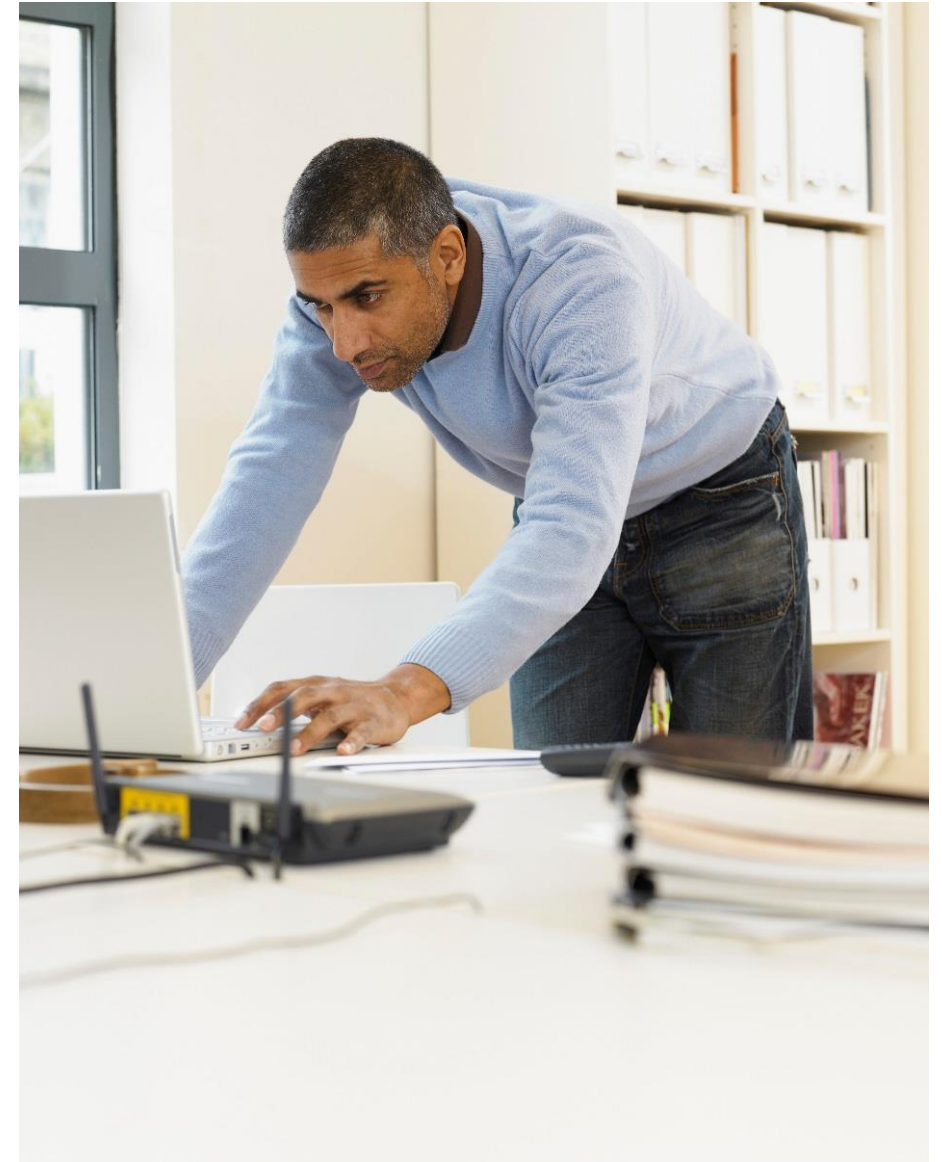


Perform

Cost – Quote full costs

Quality – 100% in everything you do!

Delivery – On time, every time



Steps to Market to Lockheed Martin

<https://www.lockheedmartin.com/en-us/suppliers/supplier-diversity.html>

1

Do your Homework
and Identify a Target

2

Complete the Supplier
Marketing Portal

3

Meet Influencers



4

Subscribe to SBIR/
STTR Distribution

5

Bring Opportunities to
Us

Steps to Become a Protégé to Lockheed Martin

Lockheed Martin Supplier Site

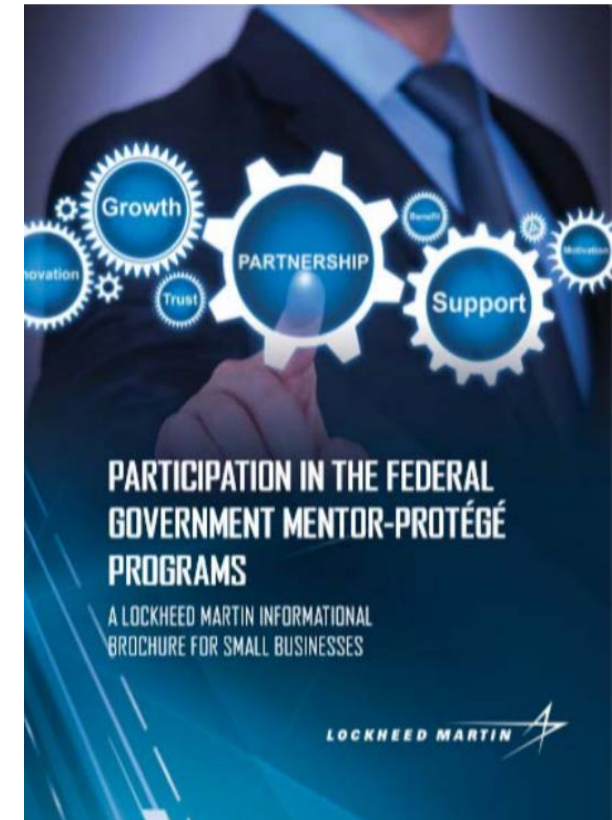
<http://www.lockheedmartin.com/us/suppliers/govt-programs/mentor.html>

1

Ensure your firm qualifies to be a Protégé in the DoD Mentor-Protégé program. Program [link](#).

2

Email supplier.communications@lmco.com if interested in becoming a potential protégé. Include: D&B number, diversity status, expertise, experience, certifications. Great preference is given to current LM subcontractors and companies who have been in existence a 5+ years to ensure financial stability.



Innovate with Lockheed Martin through the SBIR Program

Lockheed Martin Small Business Innovation Research (SBIR) Site

<https://www.lockheedmartin.com/en-us/suppliers/sbir.html>

1

Click [HERE](#) to self-register your company into the LM SBIR distro list

2

Email SBIR chart located on SBIR Site for tech that does not fit into a current solicitation

3

For firms with other than SBIR interests, see “Avenues for High Tech Firms” on website



Partnering with Companies Developing Disruptive, Cutting-Edge Technologies - LM Joint Ventures

Making strategic investments in companies that are developing cutting edge technologies in core businesses.

Providing partner companies with a source for capital, access to engineering talent, state-of-the-art technologies, research and international business relationships and supply chain.

Lockheed Martin Ventures
Committed to the Next Big Idea

Lockheed Martin Ventures Focus Areas

- Artificial Intelligence
- AR/VR/MR
- Autonomy & Robotics
- Blockchain
- Advanced Communications
- Cyber Security
- Data Analysis
- Digital Transformation
- Nextgen Electronics
- Hypersonics
- IOT/Edge Computing
- Advanced Materials
- Advanced Manufacturing
- Quantum
- Sensors
- Space Technology

<https://www.lockheedmartin.com/en-us/who-we-are/lockheed-martin-ventures.html>

Other Avenues to LM for High-Tech Firms

Technology Collaboration

- Supports Technology Solutioning across LM through various external partnering approaches including joint development, with commercial firms of all sizes and maturities
- We identify innovative technologies and disruptive business models and lead collaborations to develop and deliver next-generation products, capabilities and services
- Send an email to dean.a.warner@lmco.com

Entrepreneurial Network

- Lockheed Martin's longest standing challenge, led by Sikorsky Innovations, supports revolutionary ideas, ventures and innovators
- We advance technology by collaboration with startups, small businesses, universities
- Awardees have an opportunity to partner with an industry leader
- Email echallenge.rms@lmco.com
- Website: lockheedmartin.com/echallenge

High-Tech Firms Have Opportunities Outside SBIR

Stay Protected

- It is imperative for businesses to make the investment to protect their infrastructure from cybersecurity risks and threats
- Assess your compliance to cyber regulatory requirements and understand your cyber risk posture: Cybersecurity Compliance and Risk Assessment



Cybersecurity Compliance and Risk Assessment

The CCRA will replace the legacy Cybersecurity (CSQ) and NIST SP 800-171 (NIST) questionnaires in Exostar. The current version of the CCRA contains a maximum of 60 total questions and security requirements. The survey will adjust the number of required questions and security requirements based on responses in the compliance section of the CCRA. The risk assessment section is a subset of NIST SP 800-171 Rev 2 security requirements to ensure protection of sensitive information. The CCRA is intended to be an industry-agnostic tool that will enable any company, regardless of size or scope, to effectively capture a baseline risk assessment for entities where sensitive data is shared.

CYBERSECURITY FAQs →

<https://www.lockheedmartin.com/en-us/suppliers/cybersecurity.html>

- Nearly all new U.S. weapons systems have “critical” cybersecurity problems, auditors say

Helpful Resource

Cybersecurity

Cybersecurity Compliance and Risk Assessment

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