

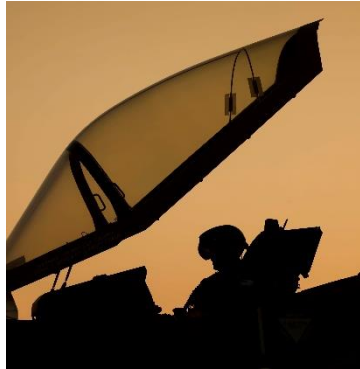


# Steps to Doing Business with Lockheed Martin



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



**20%**  
Employees Who are Veterans



**350+**  
Facilities Worldwide



Work with over  
**50**  
Countries

**7,800+**  
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.

# Economic Impact



**12,885**

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



**93%**

U.S. Supplier  
Footprint



**7%**

International  
Supplier Footprint



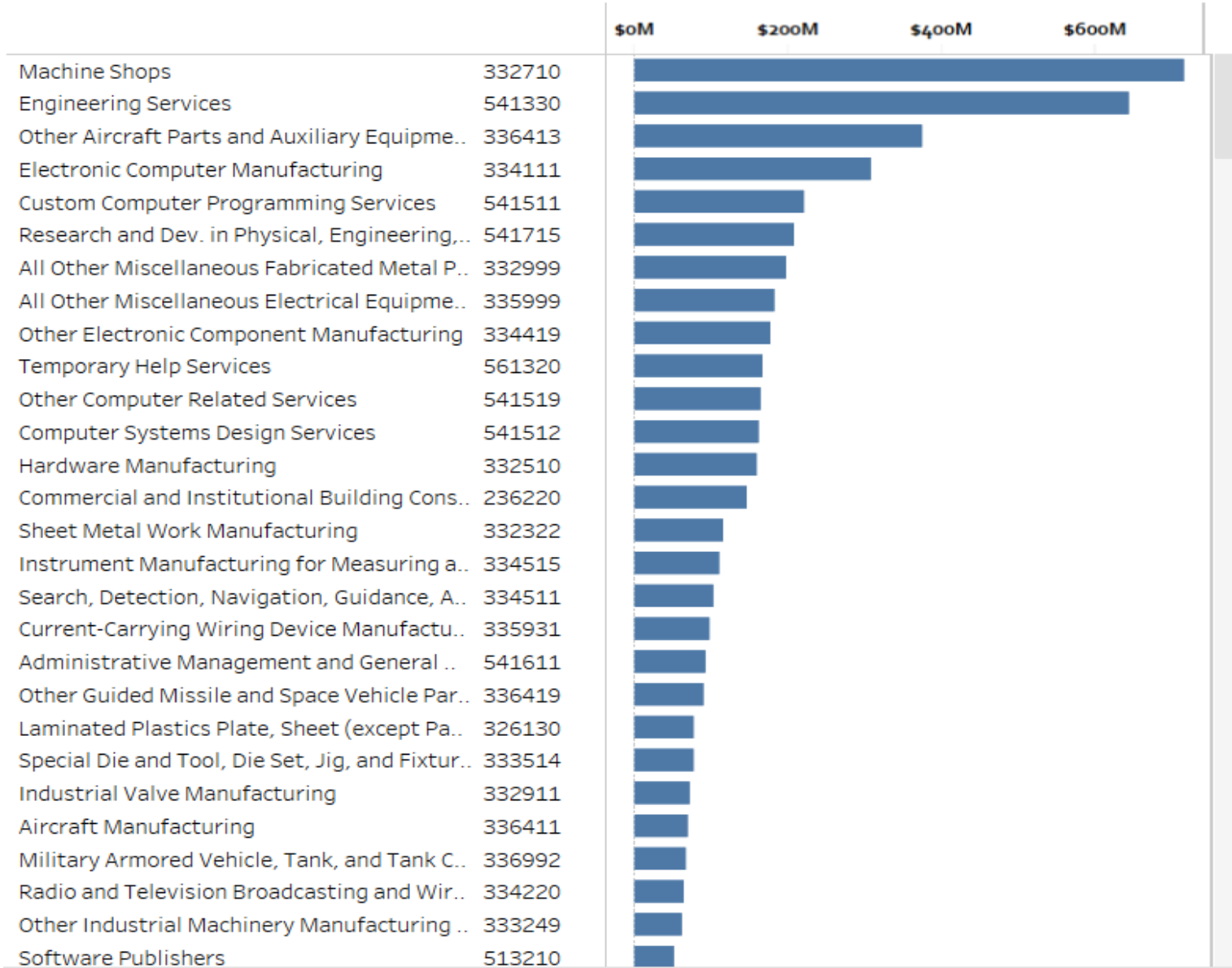
**\$6.9B**

awarded to >7,100 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

- From a DCAA Perspective Series: Breaking Into GovCon ([slides](#))
- SDVOSB Certification Change ([slides](#))
- Incurred Cost Submissions ([slides](#))
- Project RENEWAY ([slides](#))
- Ethics Program Essentials ([slides](#))
- DCAA Price Analysis vs. Cost Analysis ([slides](#))
- Indirect Costs ([slides](#))

## 2025 Calendar

<u>Date</u>	<u>Event</u>	<u>Location</u>
Feb. 11-13	2025 National Small Business Conference	New Orleans, LA
Mar. 10-13	RES 2025	Las Vegas, NV
May 6-7	National Small Business Week Virtual Summit	Virtual
May 13-16	VETS 2025	Orlando, FL



SEP 27, 2024  
STORY

### Beware of Imposters \*Update\*

At Lockheed Martin, supply chain security is a top priority, always at the front of our operational mindset to maintain industry excellence.

[READ MORE](#)



SEP 27, 2024  
STORY

### Cybersecurity Maturity Model Certification (CMMC) 2.0

On August 15, 2024, DOD published proposed revisions to the Defense Federal Acquisition Regulation Supplement (DFARS) rule for CMMC 2.0

[READ MORE](#)



FEB 19, 2024  
STORY

### Cybersecurity Questionnaire Transition

The DIB Sector Coordinating Council is implementing a new common and simplified assessment model for evaluating supplier cyber posture (CCRA).

[READ MORE](#)

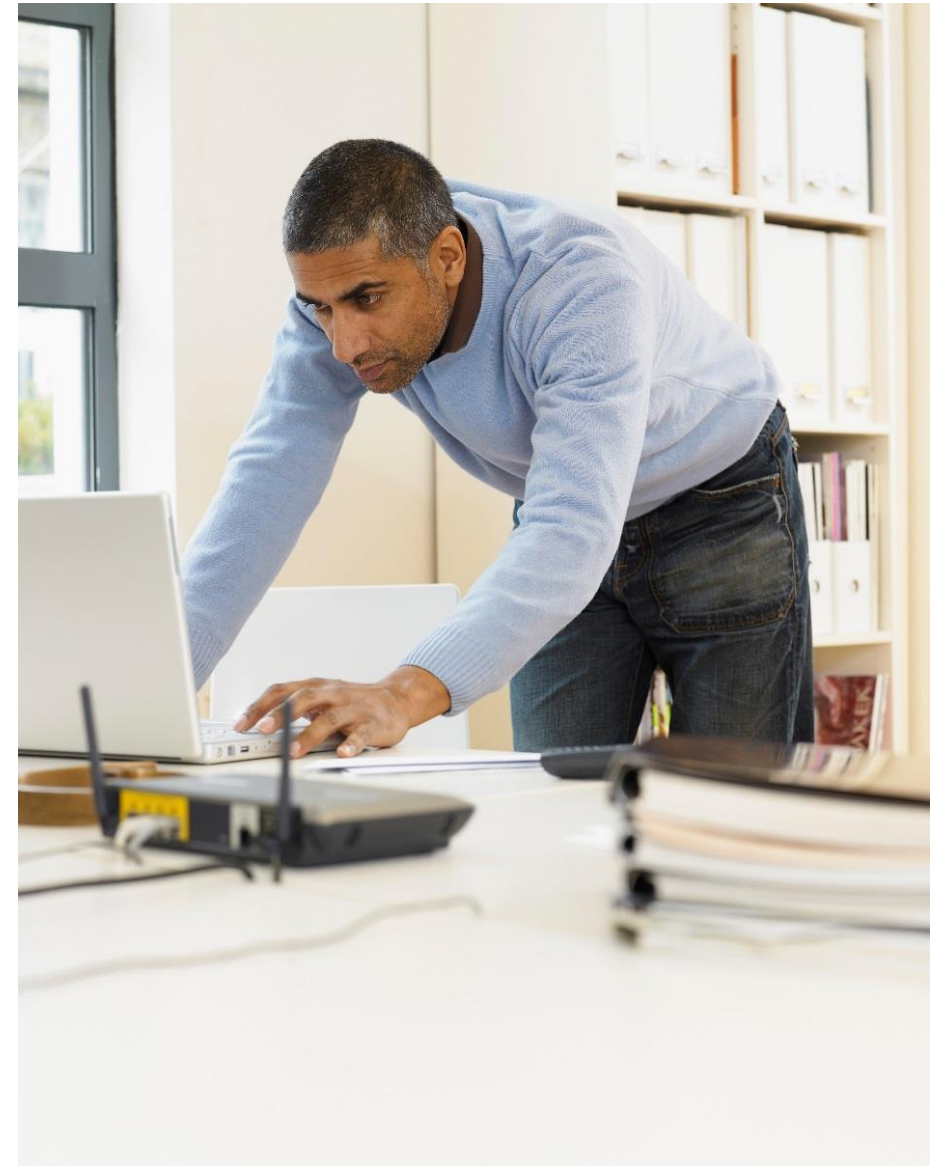
[What We Buy and Corporate Agreements Directories](#)

# Perform

Cost – Quote full costs

Quality – 100% in everything you do!

Delivery – On time, every time



# Steps to Market to Lockheed Martin

## Marketing to Lockheed Martin

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 Diversity Programs Site

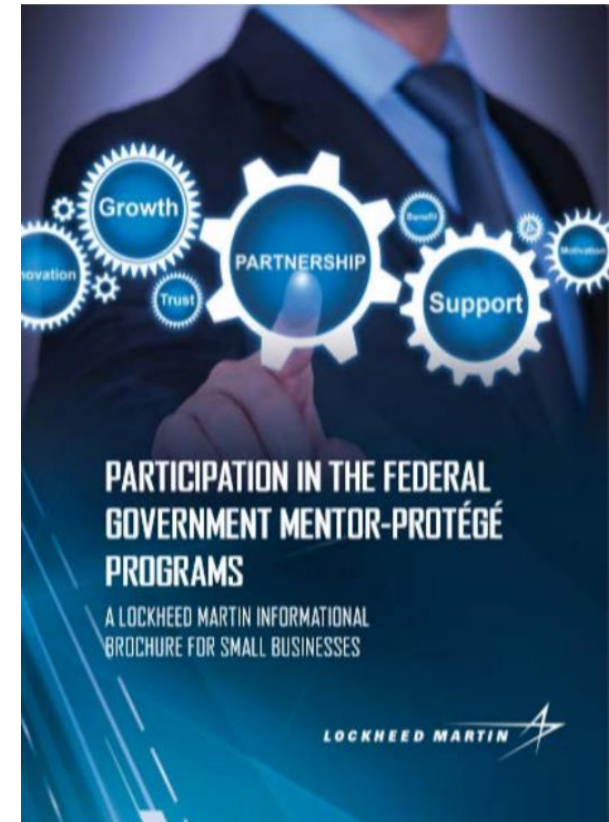
<https://www.lockheedmartin.com/en-us/suppliers/supplier-diversity/Programs.html>

1

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

2

Email [supplier.communications@lmco.com](mailto:supplier.communications@lmco.com) if interested in becoming a potential protégé. Include: UEI, 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](mailto:dean.a.warner@lmco.com)

## LM Evolve

- LMEvolve is focused on standing up and scaling new commercial subsidiary entities in support of our 21CS strategic vision
- LMEvolve companies are focused on strategic, dual-use capabilities in commercial and defense end markets that leverage best-in-class technologies. Subsidiaries benefit from cost and policy agility and can be fully-owned by Lockheed Martin, or structured as joint ventures or equity partnerships
- To get the conversation started, contact [mark.w.arifin@lmco.com](mailto:mark.w.arifin@lmco.com)

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

***LOCKHEED MARTIN*** 