



Lockheed Martin Corporation

Supplier Diversity

Nancy H. Deskins

Director, Category Management & Supplier Diversity

100 YEARS OF
ACCELERATING
TOMORROW

LOCKHEED MARTIN



Aeronautics



Electronic Systems



Information Systems & Global Solutions



Space Systems



FAST FACTS

- Headquartered in Bethesda, Md.
- 2011 Net Sales \$46.5B
- 123,000 Employees
- 70,000 Scientists, Engineers and IT Professionals
- More than 500 Facilities
- Operating in 50 States and More Than 60 Countries

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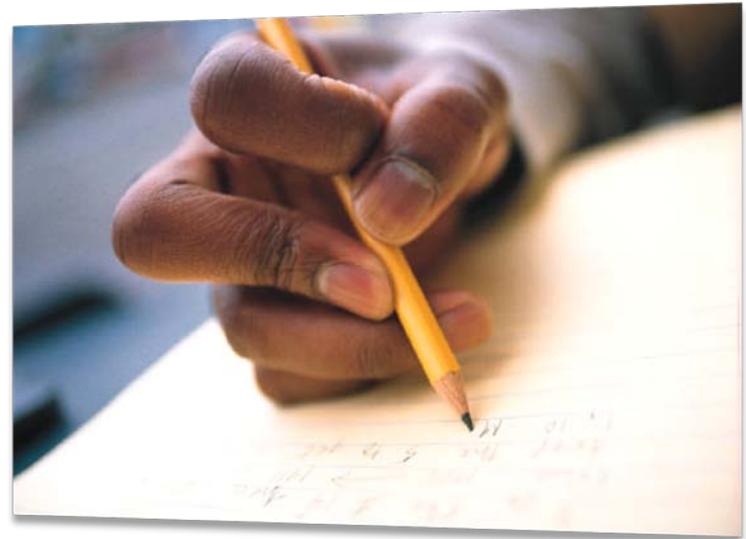
Lockheed Martin's Commitment to Small Business



- Awarded \$6.5 billion total U.S. dollars to small businesses using over 12,000 suppliers
- Lockheed Martin actively seeks diverse suppliers
 - Diversity brings agility & new perspectives to products & services
 - Small businesses help provide innovative solutions to complex challenges

Do Your Homework

- Study our website and our programs:
www.lockheedmartin.com
- Identify a few target businesses or programs
- Register
 - See link under “Suppliers” tab entitled “Doing Business with Lockheed Martin”
 - Follow us on Twitter: http://twitter.com/lmsupplier_div
- Send a capabilities statement to:
supplier.communications@lmco.com



Qualities We Look for in a New Supplier...



- **Socio-economic status**
- **Past performance with federal customer**
- **Experience with Lockheed Martin or Prime Contractor**
- **Experience in one of our industries**
- **Quality certifications**
- **Security clearances**
- **Past participation in Mentor Protégé program**
- **Technology unique to their company, patented**
- **Differentiating factors**
- **Supplier of needed services**
- **Ability to mitigate risk**



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