



# Lockheed Martin Corporate Overview



**Kurt Ravenfeld**  
**Corporate Director**  
**Global Supply Chain Operations**

# Sharing Our Vision



**Be the Global Leader in Supporting Our Customers' Missions,  
Strengthening Security,  
And Advancing Scientific Discovery**





# Business Structure



## Aeronautics



## Missiles and Fire Control



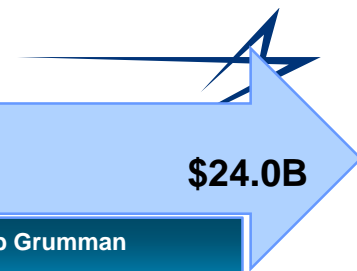
## Rotary and Mission Systems



## Space Systems



# LM Supply Chain Spend (2016 PO Placements)\*

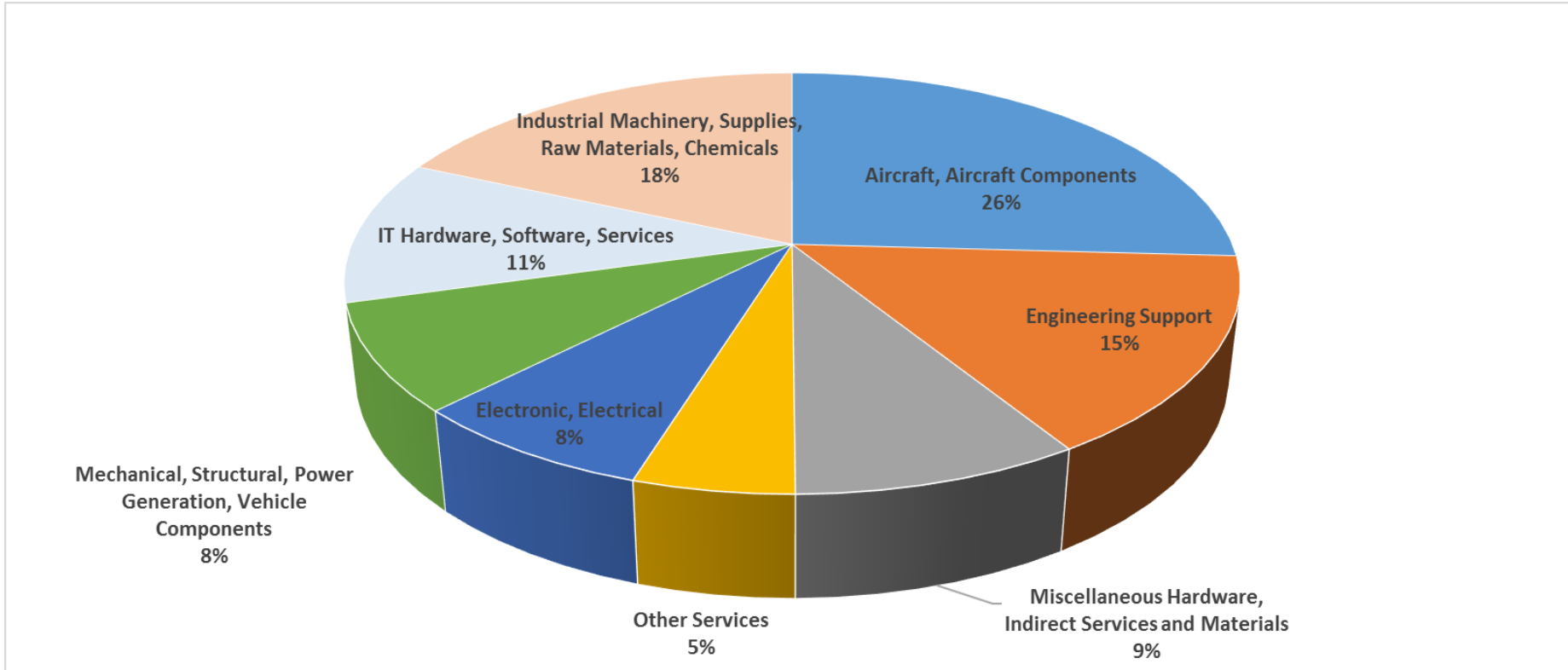


Aero \$9.0B	MFC \$3.1B	RMS \$8.5B	SSC \$3.3B	\$24.0B
<ul style="list-style-type: none"> <li>• Northrop Grumman</li> <li>• BAE</li> <li>• Honeywell</li> <li>• UTC</li> </ul>	<ul style="list-style-type: none"> <li>• Boeing</li> <li>• BAE</li> <li>• Honeywell</li> <li>• Orbital ATK</li> </ul>	<ul style="list-style-type: none"> <li>• Pilatus Flugzeugwerke</li> <li>• Raytheon</li> <li>• Repubblica Italiana</li> <li>• BAE</li> </ul>	<ul style="list-style-type: none"> <li>• Northrop Grumman</li> <li>• Harris</li> <li>• Orbital ATK</li> <li>• Raytheon</li> </ul>	

Aeronautics	Missiles and Fire Control	Rotary and Mission Systems	Space Systems

<ul style="list-style-type: none"> <li>• Connectors</li> <li>• Integrated Circuits</li> </ul>	<ul style="list-style-type: none"> <li>• Capacitors/Resistors</li> <li>• Fasteners</li> </ul>	<ul style="list-style-type: none"> <li>• IT</li> <li>• PWBs</li> </ul>
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# 2016 Types of Procurements



# Doing Business with Lockheed Martin

## *Supply Chain Management*



### **65% of Lockheed Martin's costs resides in the supply base**

- Suppliers play a key role in our overall mission success.
- Development, Production, Sustainment & Non-production suppliers

### **Procurement Activities are driven & regulated by**

- Federal Acquisition Regulations (FAR)
- Defense Federal Acquisition Regulations Supplement (DFARS)

### **Processes and procedures are in place to ensure**

- Compliance to FAR and DFARS
- Affordability
- Quality Parts while Ensuring No Counterfeit Parts
- On-Time Delivery
- Compliance to FAR and DFARS



# Doing Business with Lockheed Martin

## *Qualities We Look for in a New Supplier...*



- **Experience with Aerospace Industries**
- **Compatible Capabilities in Products Needed**
- **Affordability**
- **Excellent Performance (Quality & Delivery)**
- **Capability to Manage Supply Chain**
- **Quality Certifications**
- **Security Systems & Clearances**
- **Strong Leadership Engagement**
- **Strong Financials**
- **Import/Export Control Compliance**
- **Ability to be Viable in the Long Term**
- **Differentiating Factors**

# Doing Business with *Multiple Types of Quality Certifications*



- **Aerospace Standard (AS91XX)**
  - AS 9100 – Manufacturers
  - AS 9110 – Maintenance
  - AS 9120 – Distributors
- **International Organization for Standardization (ISO)**
  - ISO 9001 – Quality Management Systems
- **ISO/International Electro-technical Commission (ISO/IEC)**
  - ISO/IEC 12207
- **Capability Maturity Model Integration (CMMI)**
  - Mature practices, essential elements for effective process integration and continuous improvement
- **Nadcap** – Special Process Certifications

*Holding Actual Certification is More Important than  
Saying “Don’t Have, But We are Compliant to....”*



# Doing Business with Lockheed Martin

## A Strong Focus on Supply Chain Security



### Problem Statement

As Lockheed Martin has Enhanced its Cyber Security Defenses, Threats Have Expanded Across the Entire Supply Base. Supplier Capabilities Vary in Ability to Effectively Address These Threats and Protect Sensitive Program Information.

### Every Supplier 2FA Secure

Secure the Information Shared Between Supplier and Lockheed Martin.

Cyber Security Threats Expand Across the Entire Supply Base. The Supplier Link Is Critical Because of the Opportunity It Presents to Those With Malicious Intent.

Visit [www.myexostar.com/lm2fa](http://www.myexostar.com/lm2fa)

# Market to Lockheed Martin

Lockheed Martin Supplier Wire  
[LockheedMartin.com/Suppliers](http://LockheedMartin.com/Suppliers)



1 Do your Homework and Identify a Target

2 Complete the Supplier Marketing Portal

3 Subscribe to the Immediate Needs Bulletin Board

## Existing Suppliers

- Accounts Payable
- LMP2P Supplier Portal / MyExostar
- Prompt Payments
- Resources
- Vendor Invoice Processing
- Webinars

## Prospective Suppliers

- Doing Business with Lockheed Martin
- What We Buy
- Provide Your Marketing Information (form)
  - Instructions for submittal

## Supplier Diversity

- Awards
- Government Outreach Programs
- Supplier Diversity Resources
- Supplier Training Excellence Program (STEP)
- Veteran's Corner
- Who's Knocking

## Supplier News & Media

### Recent News:

- Counterfeits Prevention & FAQs
- Lockheed Martin Recognizes Top Suppliers
- Annual Ethics letter

## Immediate Needs Bulletin Board

### Procurement Opportunities

For more details on the services required, visit the Immediate Needs Bulletin Board.

## Supplier & Industry Initiatives

- Aerospace and Defense Global Trading Exchange (Exostar)
- Customs-Trade Partnership Against Terrorism (C-TPAT)
- DoD Procurement Toolbox
- Lockheed Martin Supplier UID Portal

