Lockheed Martin Supplier Diversity

Thank you for the opportunity to speak with you today supporting the Congressman Bill Posey
Federal Contracting Conference

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Lockheed Martin Supplier Diversity

Opening doors to small enterprises

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Lockheed Martin Corporation
Vision

Lockheed Martin is the Leading Global Security and Aerospace Company, Solving our Customers’ Most Difficult Problems Through Our Employees’ Innovation, Performance and Unmatched Integrity.
Customers

- Departments of
  - Defense
  - Homeland Security
  - Commerce
  - Energy
  - Health & Human Services
  - Housing & Urban Development
  - Justice
  - State
  - Transportation
- NASA
- Social Security Administration
- Environmental Protection Agency
- U.S. Postal Service
- Intelligence Communities
- 70 other Governments Worldwide

We Never Forget Who We’re Working For®
Business Structure
Lockheed Martin Business Areas

AERONAUTICS
- Tactical Fighters
- Tactical/Strategic Airlift
- Advanced Development
- Global Sustainment

MISSION SYSTEMS & TRAINING
- Naval Combat Systems
- Radar and Surveillance Systems
- Aviation Systems
- Training and Logistics Solutions

MISSIONS and FIRE CONTROL
- Air and Missile Defense
- Tactical Missiles
- Fire Control
- Combat Maneuver Systems

SPACE SYSTEMS
- Surveillance and Navigation
- Global Communications
- Human Space Flight
- Strategic and Defensive Systems

INFORMATION SYSTEMS & GLOBAL SOLUTIONS
- Cyber Security
- Information Technology
- Strategic/Operational Command & Control Systems
Lockheed Martin’s Commitment to Small Business

• Awarded $5.8 billion total U.S. dollars to small businesses in GFY 2013

• Lockheed Martin actively seeks diverse suppliers
  • Bring agility & new perspectives
  • Provide innovative solutions to complex challenges

Small Business Receive >27% of LM’s Subcontracts
The Defense Marketplace Reality

- Industry faced with volatile economic environment
  - 2011 Budget Control Act (10 years reduce spending by >$480B)
  - Sequestration
- Customers requesting increased productivity & savings goals
- Focus on affordability to enhance performance, reduce costs & deliver optimum value

Greater Focus on Supply Chain Efficiency Opportunities
"Target said Wednesday that the cyber criminals who breached its system used credentials they stole from one of the retailer's vendors."

Keep Your Information Secure

Keep Our Network and Information Secure
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) for a copy of this presentation
Emerging Issue Leadership and Collaboration Across the Enterprise

- Dodd-Frank Conflict Minerals
- Human Rights (CA Supply Chain Transparency Act)
- Rare Earth Chinese Export Restrictions
- Sector by Sector / Tier by Tier (S2T2)
- Counterfeit Parts
- Cyber Security
Lockheed Martin’s Procurement Outlook

- Opportunities exist, but will be very competitive

- Customers expect competition to ensure best value

- Concern when engaging new suppliers: RISK
  - Financial stability
  - Past, relevant performance
  - Ability to be viable in the long term
  - Security & Integrity

- Suppliers need to think globally
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
- Location
- Past participation in Mentor Protégé program
- Technology unique to their company, patented
- Differentiating factors
- Supplier of needed services
Do Your Homework

• Study our website & programs: www.lockheedmartin.com

• Identify a few target businesses or programs

• Register
  • See link under “Suppliers” tab entitled “Doing Business with Lockheed Martin”

• Send a capabilities statement to: supplier.communications@lmco.com
Utilize the SBLO

- Small Business Liaison Officer (SBLO) supplier.communications@lmco.com

- Your Point of Entry & Advocate

- A Business Partner
  - Knows ALL key programs in their area
  - Aware of requirements
  - Integrated with BD & Contracts
  - Email is the preferred initial contact method
  - Include your website

- Understand that the SBLO may need to refer you further

- Mind your business ethics…gifts & gratuities, etc.
Make Initial Contact

• Present a brief & concise “Elevator Speech”

• Focus on your company’s uniqueness & differentiators

• Past performance (quality & delivery)

• Share success stories

• Offer solutions to problems

Every Business Professional Needs a Memorable Answer to the Question "What do you do?"
Lorraine Howell, Author, Give Your Elevator Speech A Lift!
Business Card Tips

- FRONT OF CARD
  - Supplier Name
  - Address
  - Email
  - URL
  - Phone number
  - Socio-economic status
  - Key descriptive words

- BACK OF CARD
  - NAICS/descriptions
  - DUNS & CAGE Code
Seek Strategic Partnerships

• Value-added small business partners at same pricing as large business

• Small-Small & Small-Large businesses teaming for competitiveness

• Small as prime with large as subcontractor in restricted competitions

• Participate in Government Outreach Programs
Respond to a RFQ

• 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 promptly
Perform

- **Cost** – Quote full costs
- **Quality** – 100% in everything you do!
- **Delivery** – On time, every time

Always Meet Commitments
Supplier Wire

A dedicated resource for small enterprises looking to do business with Lockheed Martin and the industry in general

Free webinars & live chats
Educational videos
Supplier testimonials
Immediate needs bulletins
Directories
Partnership pursuits
Veteran’s corner

Lockheedmartin.com / Suppliers / Supplier Wire
In Summary

• It’s a competitive landscape -- need to differentiate yourself

• Think global

• Understand the security requirements

• Seek strategic partnerships for to maximize competitiveness

• Perform
  – Quality – 100% in everything you do
  – Delivery – On time, every time