

Instructions for doing business with Lockheed Martin

STEP #1: Do your research to determine target focus area. Lockheed Martin is a large corporation made up of multiple business areas and supports thousands of programs. To get routed to and/or connected with the appropriate decision maker(s), we need your help to identify the area of target. This may be a business area, program, proposal partnership or technical need. Here are a few resources to help you identify the best first for your company:

- Lockheed Martin Website (www.lockheedmartin.com)
 - Annual Report
 - Business Areas and What We Do pages
 - What We Buy Directory - <https://www.lockheedmartin.com/content/dam/lockheed-martin/eo/documents/suppliers/information-what-we-buy-list.pdf>
 - Corporate Agreements Listing - <https://www.lockheedmartin.com/content/dam/lockheed-martin/eo/documents/suppliers/information-corporate-agreement-areas.pdf>
 - U.S. Government Small Business program offices

STEP #2: Complete the Supplier Marketing Portal Profile. This is Lockheed Martin's primary database for searching for suppliers when there is a procurement opportunity - <https://podio.com/webforms/8182136/612474>.

For help, contact: Supplier.communications@lmco.com

- Make sure your information is accurate and complete
- Include all NAICS codes
- Include self-certified size according to the Small Business Administration's (SBA's) size standard
- Be sure to include your quality certifications and security clearances
- Update your profile regularly if there are changes

STEP #3: Monitor and/or subscribe to the Immediate Needs Bulletin Board. This immediate need board is used to post unique procurement needs. If your firm matches a need, be sure to follow the instructions for consideration.

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

To Subscribe, send a request to: Supplier.communications@lmco.com

STEP #4: Meet Influencers. Lockheed Martin Small Business professionals and other procurement specialists attend many outreach events throughout the year. These representatives can serve as your advocate and mentor for marketing your company to internal programs that may require your company's capabilities.

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

STEP #5: Subscribe to the Lockheed Martin Small Business Innovation Research Program Directory. Each time the Government releases SBIR solicitation topics, Lockheed Martin establishes a directory that contains all the topics, brief descriptions and Lockheed Martin point of contacts. The purpose of this directory is to help connect small businesses with the appropriate Lockheed Martin technical points of contact to explore opportunities for partnership and innovation.

To Subscribe, email: Sbir.fc-lmc@lmco.com

Lockheed Martin SBIR web site page link: <https://www.lockheedmartin.com/en-us/suppliers/supplier-diversity/programs.html#sbir>

STEP #6: Bring Partnership Opportunities to Us. If you are pursuing a proposal pursuit or have a small business set-aside where you are seeking a partner, notify us via our Business Development team via our web site.

Pursuing a proposal partnership link: <https://www.lockheedmartin.com/en-us/contact.html#customers>

Courtesy of:

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