Company Background

<table>
<thead>
<tr>
<th>Aeronautics</th>
<th>Missiles and Fire Control</th>
<th>Rotary and Mission Systems</th>
<th>Space Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1.png" alt="Aeronautics Image" /></td>
<td><img src="image2.png" alt="Missiles and Fire Control Image" /></td>
<td><img src="image3.png" alt="Rotary and Mission Systems Image" /></td>
<td><img src="image4.png" alt="Space Systems Image" /></td>
</tr>
</tbody>
</table>
Tips for Success: Working with Primes

New Supplier Qualities We Seek:

- Socio-economic status
- Past performance with federal customer
- Experience with Lockheed Martin or other Prime Contractor
- Experience in one of our industries
- Quality certifications
- Security clearances
- Location
- Technology unique to their company, patented
- Differentiating factors
- Supplier of needed services
Tips for Success: Working with Primes

Lockheed Martin Supplier Wire

1. Do your Homework and Identify a Target

2. Complete the Supplier Marketing Portal

3. Subscribe to the Immediate Needs Bulletin Board

LockheedMartin.com/Suppliers

4. Meet Influencers

5. Subscribe to SBIR/STTR Distribution

6. Bring Opportunities to Us
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