National Aeronautics and Space Administration



Small Business Programs (OSBP) where small business makes a big difference



Lockheed Martin

Michelle Butzke May 8, 2018

www.nasa.gov

Company Background

Aeronautics









Missiles and Fire Control











Rotary and Mission Systems









Space Systems





NASA Office of Small Business Programs

where small business makes a big difference

Tips for Success: Working with Primes

New Supplier Qualities We Seek:

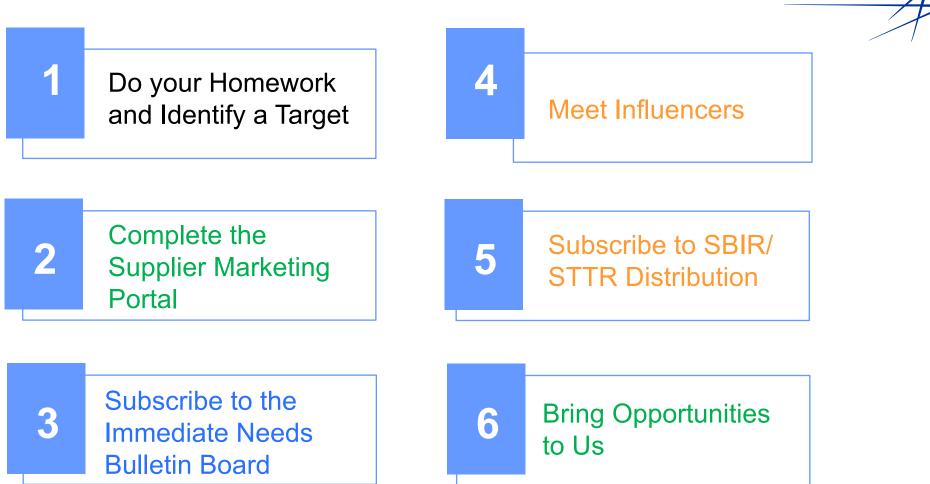


- Socio-economic status
- Past performance with federal customer
- Experience with Lockheed Martin or other Prime Contractor
- Experience in one of our industries
- Quality certifications
- Security clearances
- Location
- Technology unique to their company, patented
- Differentiating factors
- Supplier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

Tips for Success: Working with Primes

Lockheed Martin Supplier Wire

LockheedMartin.com/Suppliers



NASA Office of Small Business Programs

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