



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



# Lockheed Martin

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May 8, 2018



# Company Background

## Aeronautics



## Missiles and Fire Control



## Rotary and Mission Systems



## Space Systems



# 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](https://LockheedMartin.com/Suppliers)



1

Do your Homework  
and Identify a Target

4

Meet Influencers

2

Complete the  
Supplier Marketing  
Portal

5

Subscribe to SBIR/  
STTR Distribution

3

Subscribe to the  
Immediate Needs  
Bulletin Board

6

Bring Opportunities  
to Us

# Contact Information

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