Large Industry Requirements From Small Business For Combating Terrorism

John Freeh
President, LM Systems Management
Fighting “The Long War!!”

- **USSOCOM**: Leading the Fight in the Global War on Terrorism
- **A Total Partnership**: Military – Industry – Civilian Agencies
  - Demand for: Long Term Commitment / Flexibility / Creativity
  - No One Corporation Has The Answer
  - Key: “Best of Breed” – Integration
  - Flexible, Expeditious Methods of Contracting
Lockheed Martin … We Deliver Value

– Partner to Help Customers Meet Their Defining Moments
– Systems Integration
– Take on Challenges With a Passion for Invention
– Deliver Disciplined Performance to Achieve Mission Success

We Never Forget Who We’re Working For™
Important Role of Small Business

◆ **Offer Unique:**
  - Capabilities and Experience
  - Understanding of the Mission
  - Disruptive Technologies
  - Responsiveness

◆ **Partnering with LM offers:**
  - Opportunity to Leverage Unique Technologies & Services into Large Programs or Large Scale Deployments
  - Opportunity to Develop Right Solutions for the Warfighter
Future Requirements

Aircraft and Avionics Modernization
Sensors, Command & Control
Engineering and Technical Services
Training, Modeling and Simulation
WMD Detection, Localization and Rendering
Safe Stabilization Operations
Logistics
Force Protection & Security
LM Partnership with Small Business

- **Proactive Outreach Efforts (>70/year)**
  - Seminars, Conferences and Trade Shows
  - Associations and SB Memberships
  - Senator, Congressmen and Governor
  Sponsored SB Events

- **Mentor Protégé Partnerships**

- **Meet Evolving Requirements through**
  Open Business Model

- **Adding SB’s to our IDIQ vehicles**
  - CR2
  - S3
  - FAST

*Our Goal - Long Term Partnerships!!*
Recognized Tradition of Partnership

SB Awards & Recognition – Eisenhower (2), Eagle (2), Cogswell (2), DLA Achievement (2),…….
LM Small Business POCs

- Julie Paglione
  856.486.5977
  julie.e.paglione@lmco.com

- Supplier Info Line
  877.LMC.SBLO
  www.lockheedmartin.com

- Mike Dickerson
  407.356.3727
  michael.f.dickerson@lmco.com
Powered by Innovation – Guided by Integrity