



**LOCKHEED MARTIN**   
*We never forget who we're working for™*

# 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**



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# 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)

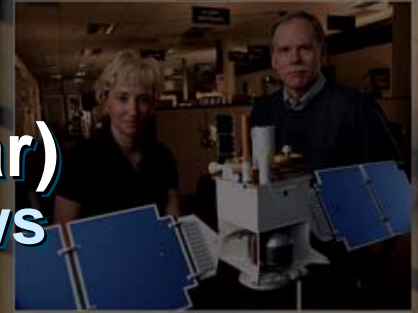
- Seminars, Conferences and Trade Shows
- Associations and SB Memberships
- Senator, Congressmen and Governor Sponsored SB Events

## ◆ 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*

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