Crowley Fabricating and Machining Co

Lockheed Martin Protégé

Emily Mann
Supplier Diversity Program Manager
Success Story

Mentor: Lockheed Martin Mission Systems and Training
Protégé: Crowley Fabricating & Machining Co., Inc.
Agency: NAVAIR, Supports helicopter MH-60R (PMA299)

- NAVAIR MH-60R
- NAVAIR MH-60S
- Lockheed Martin MH-60 Seahawk

- Lockheed-Martin / Crowley Fabricating & Machining Co. - Supports MH-60R (PMA299)
  - Common Cockpit
  - Started in Aug 2012; $1.2M
Mentor Protégé program was NAVAIR program requirement

- U.S. Naval Air Systems Command desired mentor/protégé program tied to helicopter program
- Lockheed Martin sought Service Disabled Veteran Owned Small Business as protégé
- Crowley was selected as protégé
  - Parts were of highest quality
  - Company needed quality certification, web security
- Lockheed Martin Corporation supported Crowley through certifications, web security
- Challenge – finding SDVOSB supplier at advanced level of readiness, then bringing supplier up to higher level
Benefits to NAVAIR

– Military helicopter with common cockpit
– Crowley was NAVAIR’s first SDVOSB and first NY State protégé
Benefits to Lockheed Martin

– Program success with helicopters
– Position of confidence with NAVAIR in our teaming and supply channel management
– Strengthened SDVOSB supply channel partner
Benefits to Crowley

• Crowley produces high quality machined parts
• Mentor support in maturing company
  – ISO 9001:2008 certification
  – AS 9100C certification
  – Cyber Security improvement
  – Consideration in LM open opportunities
  – Key supplier in support to the LM Akron, OH offload
  – Crowley named “approved supplier for ASQR-1 audit requirements” by Sikorsky Aircraft
  – Welding certification opened new business stream
Program Success means all partners win!

- NAVAIR
- Lockheed Martin
- Crowley Fabricating & Machining Co.

Tom Crowley, President
607-484-0299
tom@crowleyfab.com
www.crowleyfab.com