Lockheed Martin
Small Business Innovation Research (SBIR) Program
LM SBIR/STTR Team Mission

- Build long-term, strategic relationships with small businesses to leverage >$2.5B/year of Federal Gov’t SBIR/STTR R&D funding.
- Collaborate with small businesses to deliver innovative solutions and advanced technology to our customers.
- Align innovative small businesses and their technologies to Lockheed Martin needs.
- Drive affordability into our legacy and emerging programs. Create opportunities for affordable technology insertions. Compliment our small business supply chain.
- Increase our win percentage (Pwin) by meeting DoD SBIR/STTR compliance on source selection and award fees.
Leveraging External R&D Sources

**Research by Others**

**Basic Research**
- Small Businesses
  - > $2.5B/year
- Universities
  - > $8B/year
- National Labs
  - > $10B/year

**IR&D**

Engine that drives our Innovation
- Developing innovative and discriminating technologies
- Integrating LM’s and others’ technology to solve our customers’ problems
- LM labs

**CR&D**

Maturation & Transition Focus
- Key to bridging the TRL “valley of death”
- Key to shaping new business & future RFPs
- Reinforces our technology development

**Programs**

Engaging in SBIR/STTRs supplements and augments our IR&D, leads to new business, and provides innovation & affordability to our programs
Lockheed Martin Business Areas

Aeronautics
- Tactical Fighters
- Tactical/Strategic Airlift
- Advanced Development
- Sustainment Operations

Missiles and Fire Control
- Air and Missile Defense
- Tactical Missiles
- Fire Control
- Combat Maneuver Systems
- Energy

Rotary and Mission Systems
- Naval Combat Systems
- Radar and Surveillance Systems
- Aviation Systems
- Training and Logistics Solutions
- DOD Cyber Security

Space Systems
- Surveillance and Navigation
- Global Communications
- Human Space Flight
- Strategic and Defensive Systems
- Strategic/Operational Command & Control Systems
LM Subject Matter Experts (Across all BA’s)

SBIR/STTR Efforts Strongly Support by Executive Leadership and SME Community