

Lockheed Martin Small Business Innovation Research (SBIR) Program

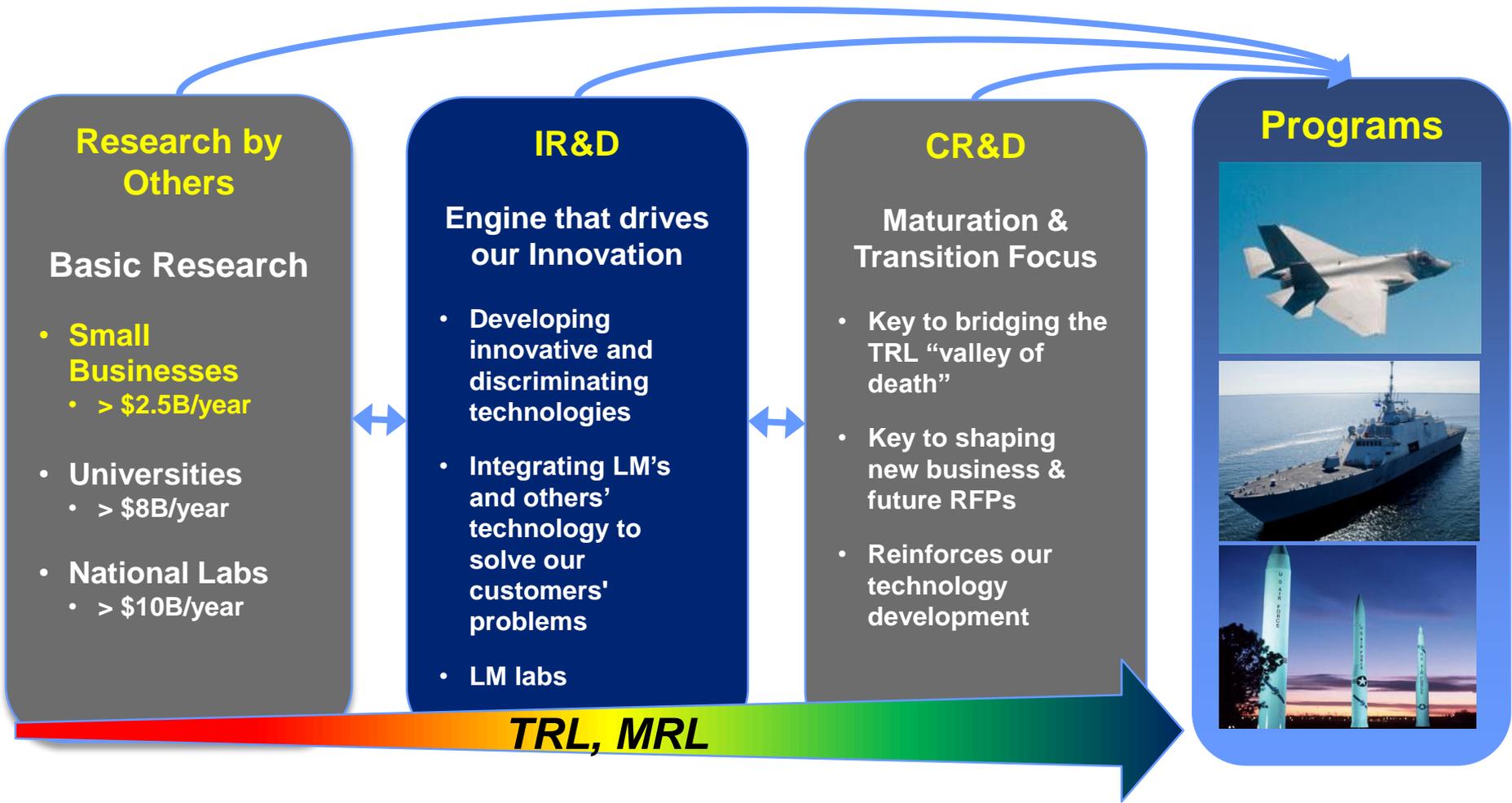


LM SBIR/STTR Team Mission



- **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



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

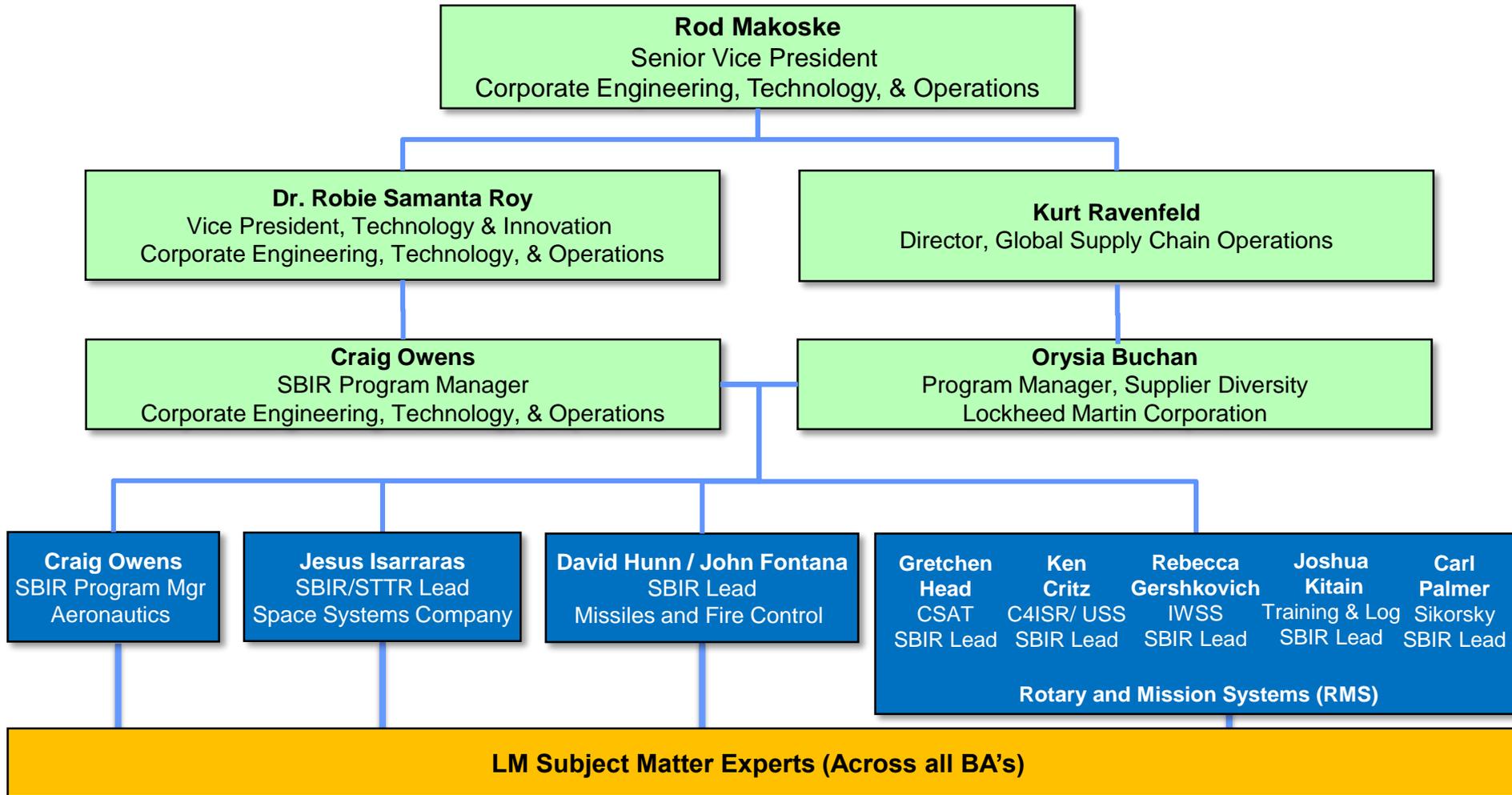
- Naval Combat Systems
- Radar and Surveillance Systems
- Aviation Systems
- Training and Logistics Solutions
- **DOD Cyber Security**



Space Systems

- Surveillance and Navigation
- Global Communications
- Human Space Flight
- Strategic and Defensive Systems
- **Strategic / Operational Command & Control Systems**

LM SBIR/STTR Org Chart



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