

Lockheed Martin Small Business Innovation Research (SBIR) Program



LM SBIR/STTR Team Mission



- **Build long-term, strategic relationships with small businesses to leverage >\$2B/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.**

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Aeronautics

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



Missiles and Fire Control

- Air and Missile Defense
- Tactical Missiles / Combat Maneuver Systems
- Fire Control / SOF CLSS
- Energy Systems
- Advanced Programs / Special Programs

Business Structure



Rotary and Mission Systems

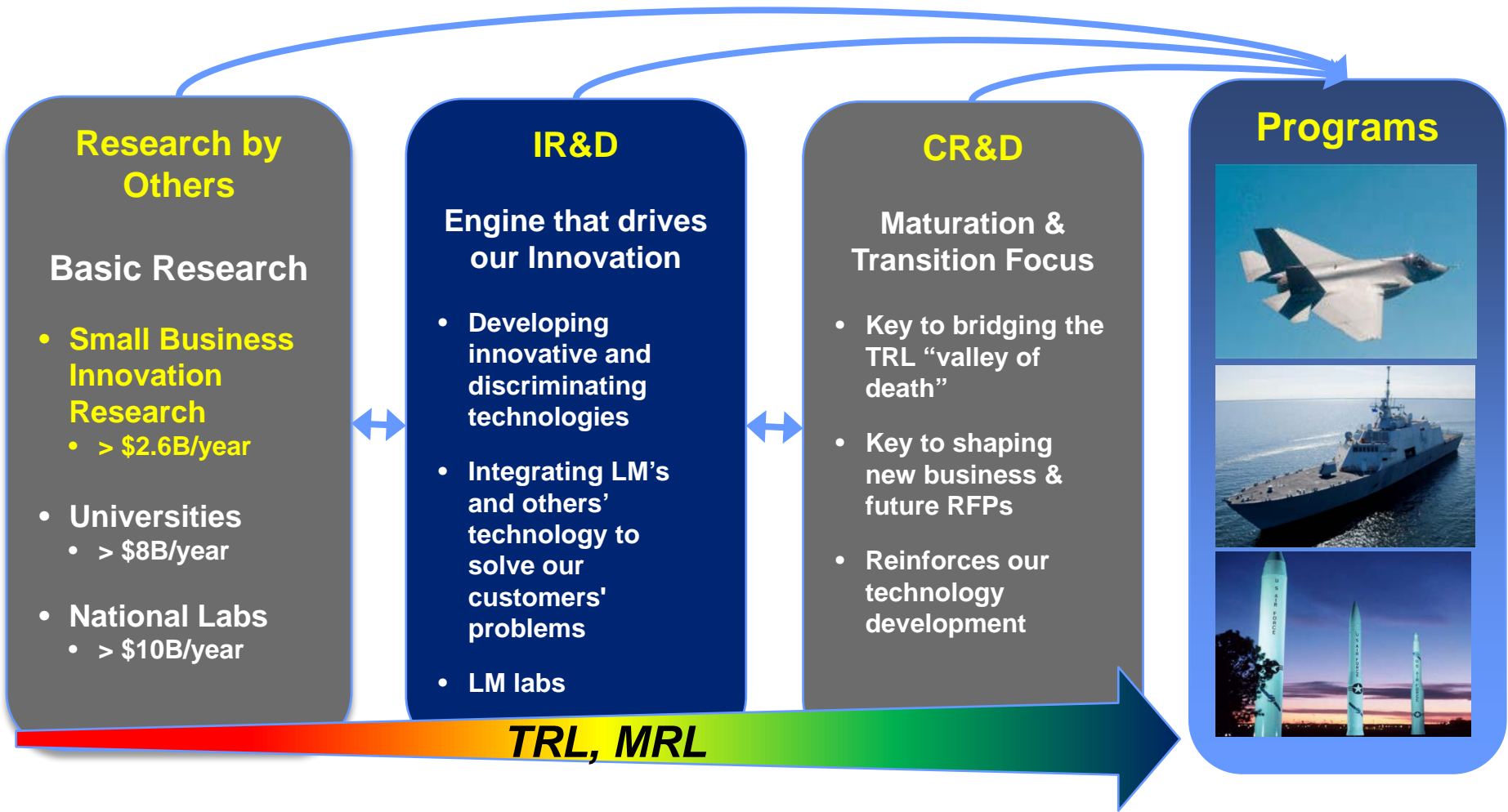
- Maritime Solutions
- Radar and Surveillance Systems
- Aviation Systems and Rotorcraft Platforms
- Training and Logistics Solutions



Space Systems

- Surveillance and Navigation
- Global Communications
- Human and Deep Space Exploration
- Strategic and Defensive Systems

Leveraging External R&D Sources



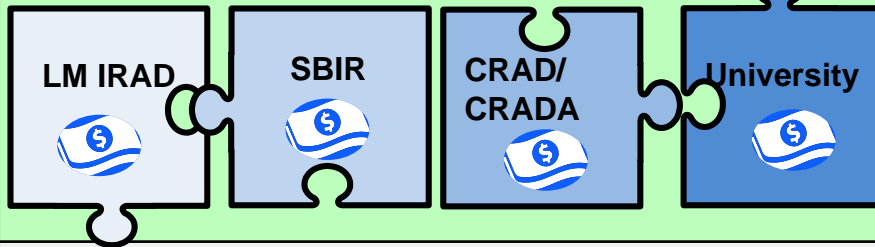
Engaging in SBIR/STTRs supplements and augments our IR&D, leads to new business, and provides innovation & affordability to our programs

Benefits of Leveraging the SBIR/STTR Program



External R&D Funding

- Alternative source of funding to fill future technical/capability gaps
- Leverage external expertise – Build a strong technical network



Innovation

- Develop/shape next tech discriminator
- State-of-the-Art, next generation concepts
- Technology risk reduction
- Affordability; Solve obsolescence issues



Strategic

- Develop relationships with innovative small businesses
- Potential for joint IP development
- Increase future proposal offerings
- Integration into tech roadmaps
- Support LM's CSP Performance
- Better Buying Power 3.0

Customer Relationship

- Develop relationships with gov't SBIR leadership and technical community
- Shape future topics aligned with LM needs
- Gain insight into customers tech gaps

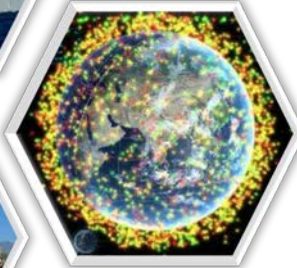


Rotary and Mission Systems



Integrated Warfare Systems & Sensors

- Aegis/LCS/FF Combat Systems
- Electronic Warfare
- Ground-Based, Naval and Airborne Radars
- Space Fence
- Long Range Discriminating Radar (LRDR)



Sikorsky

- UH-60 BLACK HAWK
- MH-60 SEAHAWK®
- S-97 RAIDER™
- VH-92A Presidential Helicopter
- CH-53K King Stallion
- Commercial S-92® and S-76® helicopters

Training and Logistics Solutions

- Military Live, Virtual & Constructive Training
- Civil Aviation Training & Services
- Performance-Based Logistics
- Test Environments



Cyber, Ships & Advanced Technologies

- Littoral Combat Ship – Freedom variant
- Airborne EW
- Laser Systems
- K-Max
- Fury
- PSS
- Cyber Solutions



C4ISR & Undersea Systems

- Submarine Combat System Integration
- C4ISR
- Unmanned underwater vehicles
- RMMV
- Torpedo franchise



Space Systems Company Portfolio



Strategic & Missile Defense



Adv Programs



Strategic Missiles



Missile Defense

Civil Space



NASA Human Exploration



Planetary Exploration



Weather & Environment

Special Programs



Military Space



Protected Comms



Narrowband Comms



Navigation



Weather



Early Warning



Space Protection

Mission Solutions



End-to-End Mission Systems



Geospatial Technologies

Commercial Space



Remote Sensing



Commercial SATCOM



Wind Energy Management

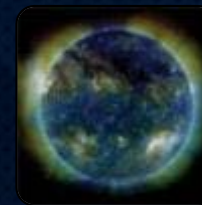
Advanced Technology Center



Optics, RF & Photonics



Adv. Materials & Nano Systems



Space Sciences & Instruments

Subsidiaries

AWTE Sandia National Laboratories ULA United Launch Alliance
ASTROTECH SPACE OPERATIONS
ZETA ASSOCIATES
GEO-SHARE

Aeronautics

Strike and ISR



Fighter/Trainer



Air Mobility



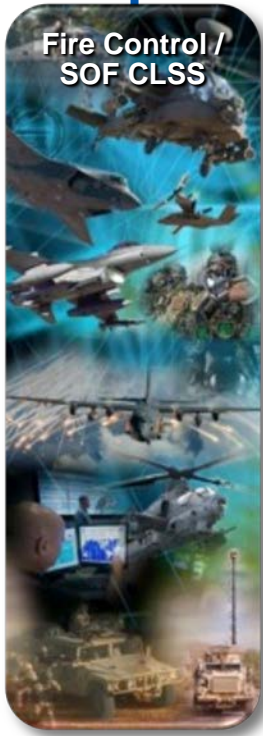
Areas of Interest

- Aerospace Manufacturing
- Aircraft Structures, Design & Integration
- Flight Sciences
- Mission / Vehicle Systems
- Product Support
- Signature/Survivability

MFC Business Area Products and Services

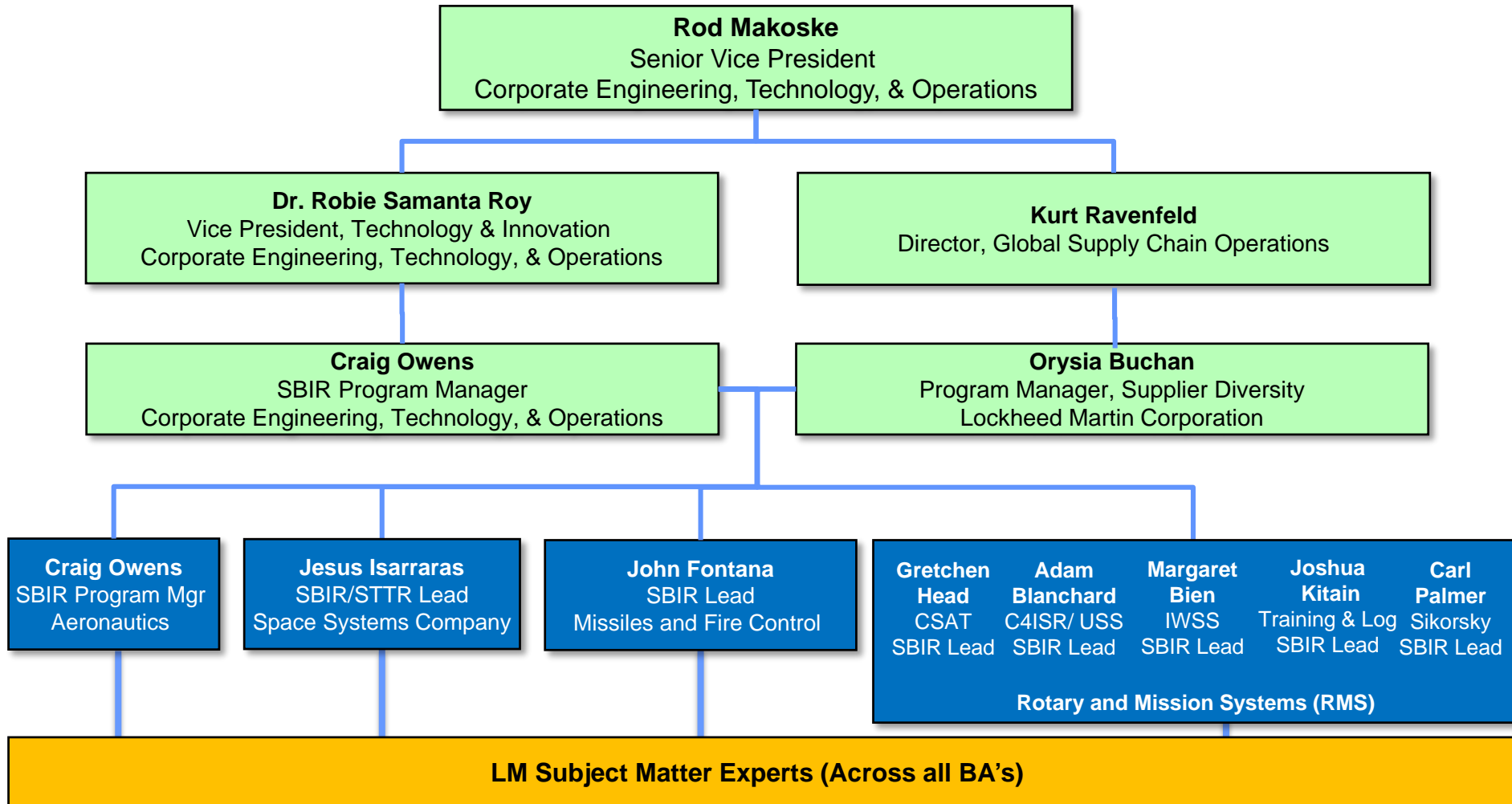


**Headquartered in Dallas, TX
~13,963 Employees Worldwide
18 Major Operating Locations**



*2014 Sales Does Not Include Energy Line of Business

LM SBIR/STTR Org Chart



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

Contact Lockheed Martin



- **Lockheed Martin SBIR Site**

<http://www.lockheedmartin.com/us/suppliers/govt-programs/sbir.html>

- **Corporate Contacts**

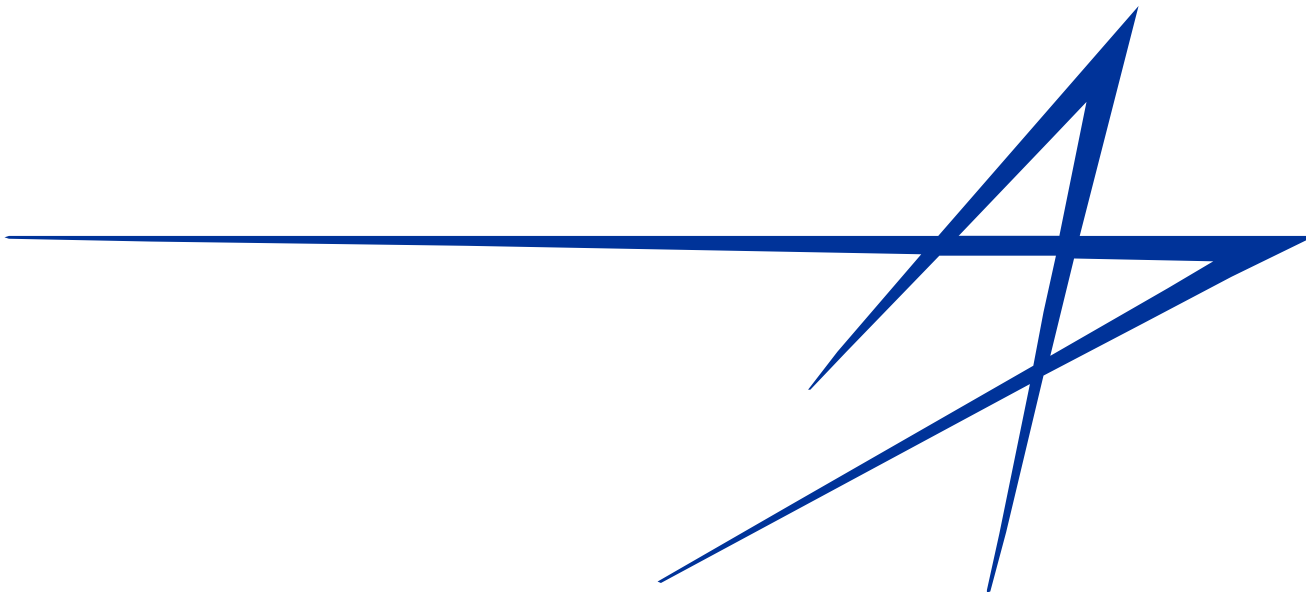
- craig.l.owens@lmco.com

817/777-6504

- orysia.d.buchan@lmco.com

315/409-5060





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**