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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### Business Structure

<table>
<thead>
<tr>
<th>Aeronautics</th>
<th>Missiles and Fire Control</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Tactical Fighters</td>
<td>• Air and Missile Defense</td>
</tr>
<tr>
<td>- Tactical / Strategic Airlift</td>
<td>• Tactical Missiles / Combat Maneuver Systems</td>
</tr>
<tr>
<td>- Advanced Development</td>
<td>• Fire Control / SOF CLSS</td>
</tr>
<tr>
<td>- Sustainment Operations</td>
<td>• Energy Systems</td>
</tr>
<tr>
<td></td>
<td>• Advanced Programs / Special Programs</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Rotary and Mission Systems</th>
<th>Space Systems</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Maritime Solutions</td>
<td>• Surveillance and Navigation</td>
</tr>
<tr>
<td>- Radar and Surveillance Systems</td>
<td>• Global Communications</td>
</tr>
<tr>
<td>- Aviation Systems and Rotorcraft Platforms</td>
<td>• Human and Deep Space Exploration</td>
</tr>
<tr>
<td>- Training and Logistics Solutions</td>
<td>• Strategic and Defensive Systems</td>
</tr>
</tbody>
</table>

[Image of various military equipment demonstrating the business structure categories: Aeronautics, Missiles and Fire Control, Rotary and Mission Systems, Space Systems]
Leveraging External R&D Sources

Research by Others

Basic Research
- Small Business Innovation Research
  • > $2.6B/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
Benefits of Leveraging the SBIR/STTR Program

<table>
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<tr>
<th>External R&amp;D Funding</th>
<th>Innovation</th>
</tr>
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<tbody>
<tr>
<td>• Alternative source of funding to fill future technical/capability gaps</td>
<td>• Develop/shape next tech discriminator</td>
</tr>
<tr>
<td>• Leverage external expertise – Build a strong technical network</td>
<td>• State-of-the-Art, next generation concepts</td>
</tr>
<tr>
<td></td>
<td>• Technology risk reduction</td>
</tr>
<tr>
<td></td>
<td>• Affordability; Solve obsolescence issues</td>
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<table>
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<tr>
<th>Strategic</th>
<th>Customer Relationship</th>
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<tbody>
<tr>
<td>• Develop relationships with innovative small businesses</td>
<td>• Develop relationships with gov’t SBIR leadership and technical community</td>
</tr>
<tr>
<td>• Potential for joint IP development</td>
<td>• Shape future topics aligned with LM needs</td>
</tr>
<tr>
<td>• Increase future proposal offerings</td>
<td>• Gain insight into customers tech gaps</td>
</tr>
<tr>
<td>• Integration into tech roadmaps</td>
<td></td>
</tr>
<tr>
<td>• Support LM’s CSP Performance</td>
<td></td>
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<tr>
<td>• Better Buying Power 3.0</td>
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</table>
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)

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

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

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

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

*2014 Sales Does Not Include Energy Line of Business
SBIR/STTR Efforts Strongly Support by Executive Leadership and SME Community
Contact Lockheed Martin

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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