Lockheed Martin And Toshiba Form IT Services Alliance

Data Center and Technology Sharing Agreement to Provide Support for Japan and US-Based Global Customer Requirements

Lockheed Martin's Integrated Business Solutions Company (IBS) released today additional information on the formation of a comprehensive information technology services alliance with the Toshiba Information and Industrial Systems & Services Company (Tokyo: TOS). The alliance will provide seamless support for global customer enterprises in Japan and the United States. As reported in Japanese-language press on July 5, 2000, the Lockheed Martin/Toshiba team will tailor data center resources and eBusiness solutions offerings from each of these recognized technology leaders. The non-binding agreement between the parties is intended as a first step toward a potential joint venture.

Through the resources covered by the agreement, customers of Lockheed Martin and Toshiba have immediate access to the extensive data center facilities managed by Toshiba in Tokyo, Japan; and by Lockheed Martin IBS in its major US facilities in South Carolina, New York, and Oregon. Additional infrastructure support will be available via a second Japanese facility planned by Toshiba, additional Lockheed Martin facilities in the US, and through other international datacenter locations of Lockheed Martin and its global partners.

"We consider the Toshiba partnership to be a key strategic alliance. Our experience with global enterprise customers like Gateway, Nike, and Cummins Engine has driven our strategy for global support through strong international alliances," commented Gary Mann, president of Lockheed Martin IBS. "We are leveraging our strengths in large-scale infrastructure and eBusiness application planning and development by joining with world-class partners like Toshiba. Their commitment to unrivaled customer service is a perfect match for our collaborative approach to ensuring the success of our customers."

"In establishing an enduring alliance that will benefit our customers, we look for a partner who shares our commitment to customer service and technical excellence. Lockheed Martin is that kind of partner," stated Shinsuke Kawamura, executive vice president, Toshiba Information and Industrial Systems & Services Company. "By combining Lockheed Martin IBS's experience in large- scale IT outsourcing with Toshiba's reputation for advanced technology solutions and solid Japanese customer base, we have established the new alternative for comprehensive IT outsourcing solutions in Japan and the Asia- Pacific rim."

The joint data center sharing agreement is further benefited by the partners combined enterprise integration capability, and planned joint delivery of Lockheed Martin's eStar(SM) family of eBusiness solutions. Additional information regarding these services will be revealed in future announcements.

About Lockheed Martin Integrated Business Solutions

Integrated Business Solutions Company, headquartered in Orlando, Florida, is the commercial IT services arm of the Lockheed Martin Corporation. IBS is an international IT services provider that partners with customers for IT outsourcing, e-business solutions, enterprise systems integration, and technology training solutions. Lockheed Martin is a global enterprise principally engaged in the research, design, development, manufacture and integration of advanced-technology systems, products and services. For more information about Integrated Business Solutions, visit our web site at http://www.ibs-lmco.com/.

About Toshiba

Toshiba Corporation is a leader in information and communications systems, electronic components, consumer products, and power systems. The company's integration of these wide-ranging capabilities assures its position as an innovator in advanced components, products, and systems. Toshiba has 191,000 employees worldwide, and annual sales of over US$50 billion. Visit Toshiba's website at http://www.toshiba.co.jp/.

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