Microsoft, Lockheed Martin Announce Alliance

- Companies Agree to Provide Products to Improve the Management and Delivery of Mail, Messages and Merchandise -

PRNewswire
ANAHEIM, Calif.

Microsoft Corporation and Lockheed Martin Distribution Technologies are partnering to develop new products and services based on commercial-off-the-shelf software and hardware that will link mail processing and information technologies. By working together, the two companies can more quickly advance Web-enabled processes to improve the management and delivery of mail, messaging and merchandise throughout an enterprise as well as between businesses.

The agreement will help companies and government agencies quickly and cost-effectively modernize their existing mail processing systems and related information platforms with common, easy-to-use Internet, intranet and physical sorting solutions.

Mitra Azizirad, general manager of Microsoft Federal, Washington, D.C., along with Michael B. Schoultz, president of Lockheed Martin Distribution Technologies, Owego, N.Y., jointly announced the alliance today during the National Postal Forum being held here now through Sept. 13. In addition, they noted that the first Web-enabled product from this alliance would be introduced next month during the Microsoft Exchange and Collaboration (MEC) Solutions Conference 2000 in Dallas Oct. 10-13.

"In our world, this is a significant, strategic step for us," said Schoultz. "We're linking our advance mail processing capabilities with Microsoft's information technology capabilities and software to create a combination that provides better business solutions for all of our customers. The alliance is expected to deliver a broad set of customer-focused solutions, yielding dramatic decreases in an enterprise's operating costs while giving customers choices on how, when and where mail is delivered."

According to Azizirad, "Microsoft and Lockheed Martin Distribution Technologies are dedicated to helping companies of all sizes -- from small organizations to large distributed enterprises including national postal agencies -- better meet messaging and collaboration demands, which are rapidly accelerating as a result of e-commerce." The goal is to create a seamless communications infrastructure that will provide continuous, 24 x 7 access to information through emerging technologies such as wireless communication, unified messaging, handheld devices and videoconferencing, she added.

"Real-time access to critical information across geographic, organizational and technology boundaries is essential today. Our customers must be able to communicate quickly and efficiently anytime, anywhere and on any device," Azizirad said. "This alliance supports Microsoft's vision to empower people through great software."

"Our customers are moving from a world where they count discrete things to a world where controlling and integrating information is a primary objective. It's no longer about just moving materials. It's about partnering to manage knowledge so physical objects can be connected to their associated bits of information or data, Schoultz said. "We believe the keys to future innovation will be about the connection of movement with knowledge management. This relationship helps both parties improve innovation for customer solutions," he added.

According to the terms of the agreement, the two business units will cooperate to identify, develop and market Microsoft technologies with Lockheed Martin Distribution Technologies products and related platform integration for Intranet solutions. Near-term market offerings will include seamless integration of software using off-the-shelf enabling technologies from Microsoft with automatic mail sorting equipment and dispatch and distribution equipment deployed by Lockheed Martin. The cooperative effort will include, but not be limited to, the use of Microsoft Windows 2000, embedded Microsoft Windows NT, Microsoft development tools, Microsoft BizTalk Server and Microsoft Commerce Server within Microsoft's .NET platform, built on open Internet protocols and standards. In addition, a showcase pilot project has been initiated.

About Microsoft

Founded in 1975, Microsoft is the worldwide leader in software, services and Internet technologies for personal and business computing. The company offers a wide range of products and services designed to empower people through great software -- any time, any place and on any device.

Microsoft, Windows 2000, Windows NT, BizTalk Server, Commerce Server and .NET are either registered trademarks or trademarks of Microsoft Corp. in the United States or other countries.

The names of actual companies and products mentioned herein may be the trademarks of their respective owners.

Note to editors: If you are interested in viewing additional information on Microsoft, please visit the Microsoft Web page at http://www.microsoft.com/presspass/ on Microsoft's corporate information pages.

About Lockheed Martin Distribution Technologies

Distribution Technologies is a leader in design, production and systems integration of a broad product portfolio of recognition, sortation, facilities operations automation and information management systems technology. It serves national postal services, mail centers, mail service providers, retail companies and package delivery services worldwide. Distribution Technologies is a business unit of Lockheed Martin Systems Integration - Owego, a leader in providing advanced-technology products, services and systems integration solutions for defense, civil and commercial customers worldwide. Systems Integration - Owego employs more than 4,300 people at facilities in the United States, Canada and the United Kingdom and is a unit of Lockheed Martin Corporation with headquarters in Bethesda, Md.

For information on the Microsoft Federal business unit, visit: http://www.microsoft.com/federal.

For information on Lockheed Martin Distribution Technologies, visit: http://www.lmdtech.com/.

Microsoft(R), Microsoft Windows(R), and Microsoft Windows NT(R) are registered trademarks of Microsoft Corporation.

Microsoft BizTalk Server(TM), Microsoft Commerce Server(TM) and Microsoft .NET(TM) platform are trademarks of Microsoft Corp.

SOURCE: Lockheed Martin Distribution Technologies

Website: http://www.lmdtech.com/
http://www.microsoft.com/federal