

Lockheed Martin Introduces Enterprise Mail Product That Integrates Physical Mail With The Digital World

ManageMail(TM) Solution Completes Vision of Universal Mail Management by Making Automatic Sorting of Incoming and Interoffice Mail Faster, More Accurate

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Fortune 500 companies, universities, and government organizations will be able to improve the efficiency and accuracy of incoming and interoffice mail delivery within the enterprise with an innovative mail management system that is fully compliant with Microsoft Exchange 2000.

ManageMail(TM), a comprehensive enterprise mail service management application from Lockheed Martin Systems Integration - Owego in New York, integrates traditional and expedited mail services with enterprise information systems, creating more intelligent and cost-effective mail services. ManageMail improves user productivity and reduces costs because it is designed to provide easy control over mail handling equipment, supplies, directories and services.

Working in conjunction with Microsoft to offer a commercial-off-the-shelf product, ManageMail streamlines mailroom operations as well as offers employees a desktop portal to mail-related services. The company's Distribution Technologies business launched ManageMail today during the Microsoft Exchange and Collaboration (MEC) Solutions Conference, which is being held in Dallas now through Oct. 13. ManageMail is Lockheed Martin's premier feature at its MEC exhibit at the Dallas Convention Center (Hall D, Booth #245).

"ManageMail is a bridge between traditional mail services and an organization's information technology (IT) infrastructure," said Michael B. Schoultz, president of Lockheed Martin Distribution Technologies. "Mid-size and large organizations can now quickly and cost-effectively modernize their existing mail processing systems and related information platforms with common, easy-to-use information management and mail sorting solutions."

"With the launch of Exchange 2000, customers will be turning to Lockheed Martin to provide their depth of knowledge and expertise in implementing their messaging and collaboration infrastructure," said Stan Sorensen, group product manager, Server Applications at Microsoft.

ManageMail, which has several patents pending, fully exploits the capabilities of Exchange 2000 and Microsoft Windows(R) 2000, including Active Directory(TM). It provides a near real-time integration of physical and electronic mail addresses to enable automated or semi-automated sortation of mail and other physical documents for accurate delivery wherever an individual is located within the enterprise. This can be within the same facility or it can be throughout the world. ManageMail also uses Microsoft Outlook(R) e-mail links for a familiar look and feel that requires minimal special training.

"Processing mail -- both physical and electronic as well as the connection of these two -- is absolutely critical to the life of any organization," Schoultz said. "Considerable resources are consumed to process inbound and outbound mail -- everything from letters, documents, contracts, magazines and direct mail to parcels. By leveraging the existing IT infrastructure, ManageMail improves mail delivery in all directions." Benefits include significant resource reductions, improved accuracy in mail addressing, lower transportation and movement costs, accurate metrics collection for process improvement, and better management of expedited outgoing costs as well as the optimal selection of a carrier.

A ManageMail pilot program, scheduled to be fully operational at a Fortune 100 company by January 2001, is expected to net about 30 percent in operational savings by automating a manual mail sorting system and about 50 percent in infrastructure cost reductions, Schoultz said.

Lockheed Martin Distribution Technologies is offering ManageMail with its recently introduced ST3000 high-performance mixed mail sorter. The enterprise mail management system also can be implemented as a stand-alone solution because it is built on the Exchange 2000 open platform. "This

gives it a robustness and enterprise scalability required by organizations with a large number of users," Schoultz added.

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 more information on Lockheed Martin Distribution Technologies and ManageMail, visit: <http://www.lmdtech.com/managemail>.

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Website: <http://www.lmdtech.com/managemail>

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