

# Republic Of Georgia And Lockheed Martin Ink 15-Year Agreement For Aviation Infrastructure Modernization Program

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TBILISI, Republic of Georgia

Lockheed Martin Air Traffic Management (LMATM) and the Republic of Georgia today signed a long term partnership agreement to modernize the Republic of Georgia's aviation infrastructure. The agreement, valued at \$(US)105 Million, will initially involve the joint development of a 15-year master aviation modernization plan leading to implementation of a wide scope of aviation related projects.

"It is the political will of the Georgian government to establish this long-term partnership with Lockheed Martin for the aviation infrastructure modernization of Georgia," said Professor Merab Adeishvili, Minister of Transport and Communications.

LMATM President Don Antonucci said, "We are delighted to have the opportunity to work with the Georgian government to establish a long-term program to support their growing aviation infrastructure. We are pleased that they have chosen us as their partner for this important initiative, and we look forward to a long and fruitful business relationship in Georgia."

The first task to be carried out under the master aviation modernization plan in early 2001 will be to define new air traffic management system requirements and the most efficient way to incrementally install and transition to a fully integrated environment. Lockheed Martin and Georgian authorities will also plan infrastructure improvement programs for Tbilisi and other Georgian airports, and initiatives for enhancing commercial air transport, airline route structures, and regional cooperation and system interoperability.

Antonucci said that the agreement furthers the company's strategy of establishing significant long-term airspace modernization partnerships with countries and regions. "Increasingly, we are finding that countries are seeking partners, rather than suppliers, who can work with them to develop long-term technology strategies, rather than point solutions. This approach not only protects the country's investment in technology, but also addresses the multi-faceted issues of country-wide airspace management, such as systems, financing, facilities, training and support."

The Georgian partnership is the second agreement established by Lockheed Martin this year. In May, the company signed a 10-year technology partnership agreement with Airways New Zealand to modernize New Zealand airspace management and establish a regional center of excellence in Christchurch, New Zealand.

LMATM is a global leader in air traffic management, currently responsible for systems that daily control over 60 percent of the world's air traffic from more than 220 air traffic control centers. The company's customers include the United States Federal Aviation Administration, and international civil aviation authorities in the United Kingdom, Germany, Korea, the People's Republic of China, Argentina, and New Zealand. LMATM employs approximately 1,300 people at major U.S. facilities in Maryland, New Jersey, and Minnesota, and in Southampton, England.

Headquartered in Bethesda, Maryland, Lockheed Martin is a global enterprise principally engaged in the research, design, development, manufacture and integration of advanced technology systems, products and services. The corporation's core businesses are systems integration, space, aeronautics, and technology services.

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