

Lockheed Martin Receives Small Business Administration Award

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Lockheed Martin Tactical Systems (LMTS) has been recognized with the U.S. Small Business Administration's (SBA) Award of Distinction. The award recognizes large federal contractors with exceptional small business programs that exceed the requirements of the Small Business Act in utilizing small businesses on federal projects. This is the first time Lockheed Martin Tactical Systems has received the award.

At a formal ceremony June 19 at the Eagan facility, Robert Murphy, SBA area director for government contracting, presented the award and commended Lockheed Martin for having an aggressive and successful small business program. Murphy recognized Rick Martin, vice president of Program Management and Operations, Joan Wigen, small business liaison officer and the Supply Management Organization for their dedication to the program.

"Working with small businesses definitely contributes to the company's success. When bidding on contracts, it can play a key role in the award," said Wigen. "We have historically achieved high percentages for small business and have significantly exceeded our goals with small disadvantaged and women-owned businesses. Working with small businesses brings innovative, cost-effective solutions. Achieving success doesn't just happen, the supply management team works hard at advance planning and strategic focus for small business opportunities."

Lockheed Martin works from a database of over 2500 small businesses. These businesses provide components, software and commercial off the shelf products and materials. In 2001 Lockheed Martin's business was valued at over \$180 million in sales for the small businesses.

SBA's commercial market representatives and the Defense Contract Management Agency review large firms to ensure compliance with subcontracting laws and regulations. The representatives then rate each company based on their participation in outreach activities, internal training and subcontracting goals. The ratings range from unsatisfactory to outstanding, and may nominate any company rated outstanding for the Award of Distinction. LMTS has been rated outstanding for the past three years. The SBA's Office of Government Contracting must confirm the nomination. These awards are given throughout the year, and winners are eligible for the Dwight D. Eisenhower Award for Excellence. Within the SBA's portfolio of large federal contractors comprising over 2,500 companies, less than two percent have earned this award.

Headquartered in Bethesda, MD, Lockheed Martin is a global enterprise principally engaged in the research, design, development, manufacture and integration of advanced technology systems products and services. In Eagan, approximately 1,200 Lockheed Martin employees are engaged in space, systems integration and technology services activities for customers worldwide.

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