Lockheed Martin And Consera Software Corporation Enter Joint Marketing Agreement

Lockheed Martin and Consera Software Corporation have entered into a joint marketing agreement to provide high-tech, Commercial Off-The-Shelf (COTS), open and reliable infrastructure solutions in support of the U.S. Navy and other customers.

Lockheed Martin Tactical Systems, based in St. Paul, Minnesota, and Consera Software Corporation, based in Bellevue, Washington, entered into the marketing agreement to maximize Lockheed Martin's ability to provide customers with a "total solution" to their requirements for reengineering and redeploying legacy computing enterprise architectures. Lockheed Martin provides infrastructure solutions and is the world's largest producer of open system, COTS-based computing, display, and networking equipment for military applications.

"As computing environments become more complex, our customers will need an integrated set of services and digital utilities that provide for a more robust functionality within the infrastructure," commented Roy Bishop, Director of Ruggedized Computing Infrastructures at Lockheed Martin Tactical Systems. "Consera has developed an innovative approach that strengthens our ability to deliver best-in-class server solutions by improving efficiency, increasing automation, and reducing crew workloads."

Lockheed Martin will discuss and demonstrate its transformational computing infrastructure vision and the Consera joint marketing agreement during a press briefing today, at 1:30 pm, booth 601 at the AFCEA West 2003 Exposition. The demonstration connects AFCEA West, in San Diego, California Lockheed Martin in St. Paul, Minnesota, and the Surface Navy Association Symposium in Arlington, Virginia, simulating a futuristic shipboard Command Information Center (CIC) and fully supported, network-centric military infrastructure technologies.

Consera Software provides server management solutions that deliver visibility, agility, and continuity, increasing efficiency and reducing risk and time required to manage today's complex IT server infrastructures. For the modern, agile data center, Consera's solutions improve the quality of server operations while driving down the overall cost of IT operations.

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. A leader in designing, developing, packaging, and producing militarized, ruggedized, and COTS defense computer systems, airborne surveillance systems integration, and C4I programs, Tactical Systems is one of five major lines of business under the Lockheed Martin Naval Electronics & Surveillance Systems (NE&SS) business segment.

For additional information, visit our Website:http://www.lockheedmartin.com/minn

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