Lockheed Martin Targets Horizontal Integration, Net-Centric Solutions In Reorganization

IS&S Reorganization Will Leverage Resources to Help Customers Achieve Transformation Objectives

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GAITHERSBURG, Md.

Lockheed Martin today announced a reorganization of its Integrated Systems & Solutions business area to more closely align competencies and resources to address customer needs for horizontally-integrated, net-centric solutions. Defense and other national security customers are increasingly turning to these solutions that promise on-demand information and a more comprehensive information picture for faster, better informed decisions.

"We aspire to be our national security customers' 'partner of choice' for horizontal integration," said Albert Smith, Lockheed Martin Executive Vice President, who leads the Corporation's IS&S business area. "Our reorganization will further align our considerable capabilities and unique technologies, and sharpen market and customer focus within a consolidated IS&S management structure."

The consolidation creates eight customer-focused lines of business and six teams of subject matter experts that will draw upon vast expertise throughout Lockheed Martin to provide customers with the system-of-systems capabilities they need to support joint and net-centric operations. The lines of business will focus knowledge and experience gained from successful development of complex systems for geospatial-intelligence; command, control and communications (C3); surveillance and reconnaissance; space-ground integration; classified intelligence; combat support, and homeland security to enhance support of the customers' missions.

Horizontal integration teams will address customer requirements for specific capabilities to support net-centric operations, including situational awareness, force application, C3, and protection. Subject matter experts will direct cross-company teams to develop strategies and architectures, and ensure the integration of related systems, products and services.

"Through these actions, we will enhance our role as the government's trusted partner in support of national security, and quickly move forward to assist our customers in achieving their transformation objectives," said Smith.

Stan Sloane has been named Deputy and Executive Vice President for IS&S. He was president of Lockheed Martin Management & Data Systems. The IS&S business area, with its headquarters in Gaithersburg, employs approximately 12,000 people at major facilities in Valley Forge, Pa.; Gaithersburg; Fairfax, Va.; San Jose, San Diego and Santa Maria, Calif.; Colorado Springs and Denver, Colo.; and Phoenix, Ariz.

Headquartered in Bethesda, Md., Lockheed Martin employs about 125,000 people worldwide and is principally engaged in the research, design, development, manufacture and integration of advanced technology systems, products and services. The corporation reported 2002 sales of $26.6 billion.

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