

Lockheed Martin Establishes Focused Logistics Enterprise

Aligns Logistics Management Strengths to Support Net-Centric Objectives

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GAITHERSBURG, Md.

Lockheed Martin today announced the formation of a Focused Logistics Enterprise to align the Corporation's capabilities in logistics management to support defense net-centric transformation objectives. Peter M. Cuiello has been named vice president and managing director for the enterprise, which will be part of Lockheed Martin's Integrated Systems & Solutions (IS&S) business area, established last year to support growing customer requirements for net-centric solutions.

"Our Focused Logistics Enterprise will more closely align our Corporation's logistics capabilities and management processes to address our defense customers' challenging operational requirements," said Stan Sloane, Executive Vice President for IS&S.

Cuiello's team will identify and integrate best management practices throughout the Corporation to provide customers 'best value' across all solutions. "Our ultimate objective is to leverage Lockheed Martin's considerable strengths to provide innovative logistics management solutions that don't exist today," said Sloane. "We are committed to delivering new solutions and capabilities that will address 'factory to foxhole' challenges faced by our defense customers."

The Focused Logistics Enterprise horizontal integration team will be the fifth Horizontal Integration team within IS&S charged with directing cross- company teams to develop strategies and architectures, and ensure integration of related systems, products and services. Other Horizontal Integration teams are addressing customer requirements for Lockheed Martin capabilities to support their net-centric operations in the areas of protection, force application, situational awareness, and command, control and communications.

Prior to being named to his new position, Cuiello was vice president and deputy for the Combat Support Systems line of business of IS&S.

Headquartered in Bethesda, Md., Lockheed Martin employs about 130,000 people worldwide and is principally engaged in the research, design, development, manufacture and integration of advanced technology systems, products and services. The corporation reported 2003 sales of \$31.8 billion.

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