Lockheed Martin Hosts Homeland Security And Information Technology Small Business Supplier Conference

Lockheed Martin is actively seeking small business participation as subcontractors through a series of supplier information and outreach sessions being held across the U.S. The most recent session, which focused on Lockheed Martin's homeland security and information technology business pursuits, was held in Washington, D.C.

A total of 100 companies from in and around the Washington D.C. region, to as far away as Maine and Florida, were in attendance for the one-day session. "Our goal was to reach out to qualified small businesses east of the Mississippi," said Mike Bush, director of Supplier Diversity. Bush added, "We host three sessions per year, one each in the eastern, central, and western regions of the country. Our objective is to identify qualified technology-based small businesses that have the potential to enhance or improve the various products and services we provide to our customers."

Potential suppliers learned about Lockheed Martin's focus on homeland security and information technology initiatives, organizational structure, supplier management, assessment and evaluation systems as well as supplier diversity efforts. "Lockheed Martin is serious about small business, in fact, we are the leaders in our industry in working with and providing opportunities to small business," said John Hatch, vice president for Global Supply Chain Management. Hatch noted that just last year alone, Lockheed Martin allocated nearly $5 billion to small business, and expects to equal or better that number in 2004.

Most important to suppliers in attendance were one-on-one discussions with procurement representatives from each of Lockheed Martin's five principal business areas. According to Kelly Caudle, President and CEO of Digital Operations, the session provided her with a better understanding of "possible areas of expansion and market potential." She added, "It was time well spent."

To learn more about doing business with Lockheed Martin, visit the company's web site at http://www.lockheedmartin.com/ and select "Supplier" from the menu bar across the top of the page.

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, product and services. The corporation reported 2003 sales of $31.8 billion.

For additional information, visit the website:http://www.lockheedmartin.com/.

SOURCE: Lockheed Martin

Web site: http://www.lockheedmartin.com/

Company News On-Call: http://www.prnewswire.com/comp/534163.html

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