Lockheed Martin Forms Team To Compete For $20 Billion Army Information Technology Contract

Lockheed Martin Corporation will be joined by a formidable team of major defense and information technology companies to compete for the $20 billion U.S. Army's IT Enterprise Solutions-2 Services (ITES-2S) contracting vehicle.

Accompanied by teammates CACI International Inc., ManTech International Corp., SRA International, Inc., PriceWaterhouseCoopers and others, Lockheed Martin hopes to earn one of the contracts the Army will establish for large companies under its new Indefinite Delivery/Indefinite Quantity (IDIQ) vehicle.

The ITES-2S is being established by the Army Program Executive Office, Enterprise Information Systems, to succeed its existing ITES vehicle, which was established in 2003. The new contract entails a wider range of services from business process re-engineering to enterprise design, integration and consolidation. It is being created to provide performance-based IT support for soldiers across the Army enterprise throughout the United States and overseas. The contract vehicle will run for nine years.

Lockheed Martin and its four major partners will be joined in the pursuit by several small businesses with niche Army IT expertise. These include BLACKHAWK Management Corp., CORDEV Inc., Daston Corp., Dynamix Corp., and SMS Data Products Group, Inc. The team also includes vendors who will provide solutions as well as services. They include Dell, Cisco Systems, Inc., McAfee, Inc., and Sophos.

Dr. Sonia Schmitt, capture manager for Lockheed Martin Information Technology, said, "As an incumbent ITES contract holder, we have learned lessons about choosing the right team. We have been selective in choosing firms that contribute strong past performance in Army IT contracts and our teammates truly understand how to be successful in performance-based contracting."

The team includes more than twenty small businesses. "Lockheed Martin is committed to helping small businesses grow and in coaching them in areas of vehicle marketing, designing technical solutions, and managing task orders," Gerald Miller, Director for Army IT Programs for Lockheed Martin Information Technology, said. "Small businesses are not only critical to enhancing our team's knowledge of the Army, but in enhancing our ITES-2S expertise."

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 2004 sales of $35.5 billion.

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