Lockheed Martin ITES-2S Team Hosts 'Industry Day' To Promote Open Business Model Approach

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A Lockheed Martin Corporation-led contractor team met today with more than 30 small businesses to cover the innovative approaches it will take to win and perform under the U.S. Army's Information Technology Enterprise Solutions-2 Services (ITES-2S) contracting vehicle.

The Lockheed Martin team hosted an Industry Day in Reston, Va., for its small business teammates to promote the open business model they would use in pursuing critical Army tasks. It is one of the streamlined management processes the team plans to put in place to support the rigorous requirements of ITES-2S. Under the concept, all teammates compete equally for Army tasks, ensuring the best low-cost and low-risk task solutions that will meet or exceed Army's requirements.

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.

"We are committed to an open business model approach for our task opportunities," said Sonia Schmitt, Army IT business development manager, at Lockheed Martin Information Technology. "Our industry day is part of an ongoing effort to show transparency in task opportunities to our team, and ultimately provide the U.S. Army with the best choices available for their task solutions design."

The teammates participating in Industry Day include two Lockheed Martin business identities, Lockheed Martin Integrated Services and Solutions and Lockheed Martin Information Technology, plus CACI International Inc.; ManTech International Corp.; SRA International, Inc.; PricewaterhouseCoopers; four small business protege teammates (BLACKHAWK Management, Daston, the Ginn Group, and Object C Talk), as well as the Historically Black Colleges and Universities/Minority Institutions (HBCU/MI) Project Office, a consortium of all HBCU/MI member universities. An Army IT vendor panel discussion from Dell, Microsoft, Cisco, McAfee, and EMC also participated in the event.

Valerie Rasmussen, Lockheed Martin ITES-2S program director, said, "The Lockheed Martin ITES-2S team includes global expertise in end-to-end IT services and solutions that can flexibly support the Army's Program Executive Office-Enterprise Information Systems enterprise initiatives, the Army Small Computer Program's management requirements and the vast needs of other Army, DoD or Civilian Agencies. We're confident our task solutions methodology with our strong team harnesses the most capability for an affordable ITES-2S solution with minimal risk to the Army."

Headquartered in Bethesda, Md., Lockheed Martin employs about 135,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration, and sustainment of advanced technology systems, products, and services. The corporation reported 2005 sales of $37.2 billion.

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