Lockheed Martin Describes Solution, Announces Team For Secure Border Initiative Program

Lockheed Martin's Secure Border Initiative (SBInet) solution will present the Department of Homeland Security (DHS) with a balanced mix of people, process, technology and infrastructure in order to gain full operational control of the country's borders, the corporation said today. The solution was shaped by the company's eight team members, each chosen for specific expertise in areas relevant to homeland and border security. The SBInet program is a comprehensive multi- year plan to secure America's 6000 miles of borders.

"Our team is composed of companies that are actively participating in cornerstone programs for DHS, protecting America's ports of entry in the air, on the water, and on the ground," said Jay Dragone, vice president, Homeland Security Programs. "Collectively, we offer a wealth of experience in border control and security, infrastructure and integrated communications -- with a strong history of successful past performance on critical national programs.

"Our SBInet solution will result in a flexible system that provides an integrated common operational picture at the agent, station, sector and headquarters levels, and is tailored to the needs of the individual user."

Lockheed Martin's proposed solution is focused on two factors: 1) ensure operational success and safety by understanding and meeting the critical needs of agents and officers and 2) ensure program success by creating a strategic plan to measurably enhance control of the borders while maximizing use of existing capabilities. The SBInet solutions include:

* A performance-based approach to monitor real-time progress;

* An open business model that provides continuous competition and ensures we remain "open for value" throughout the program;

* An extensive investment program to ensure day-one program execution, early capability delivery, risk reduction efforts and continued development of technologies;

* An experienced stakeholder advisory council;

* Intelligence-driven operations to maximize resource efficiency and effectiveness;

* A mobile communications infrastructure to enable a more rapid response; and,

* A maintenance and logistics plan to improve reliability, reduce administrative tasks and allow front line agents more time for mission performance.

* Deployment of fixed and mobile assets, such as surveillance and communication towers, Unmanned Aerial Vehicles, sensors and cameras, to conduct surveillance and determine dynamic situational and environmental threats,

* Enhanced infrastructure that makes use of existing physical resources, such as fences, barriers and roads, while adding assets to fill in security gaps along the border, and

* Training of Customs and Border Protection staff on equipment and systems to ensure operational control quickly.

Lockheed Martin's partner companies include Accenture, Advanced Technology Systems (ATS), HDR, Harris Corporation , High Performance Technologies Inc. (HPTi), Parsons Corporation, Science Applications International Corporation (SAIC), and Sandler & Travis Trade Advisory Services (STTAS). The assembled team's relevant experience on critical national security programs includes: Deepwater, US-VISIT, Customs and Border Protection Automated Commercial Environment (ACE), TSA's Strategic Airport Security Roll-out (SASR) Program, New York Metropolitan Transit Authority's electronic security project, and security for the 2004 Olympics in Greece. Like SBInet, these programs require the development, management and deployment of very large, complex systems as well as the connection of field staff with each other and to regional and headquarter locations.

In addition to its larger partner companies, Lockheed Martin has actively solicited the participation of small businesses throughout the country for the program. The company held industry days in seven communities and established a small business web portal to identify qualified small businesses to supply services, technology, and product capabilities that would augment the corporation's SBInet solution. To date, more than 612 small businesses have responded, including minority and women-owned, Native American, service- disabled veteran and veteran-owned businesses.

"We've built our solution on an open business model providing partnership and results, not selling products," added Dragone. "Throughout the program, we believe it will be essential to engage with small businesses, in order to assess new innovations to keep the borders secure in the face of changing security needs."

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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