Lockheed Martin And Referentia Systems, Inc. Enter Into Mentor-Protege Agreement

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Lockheed Martin and Referentia Systems, Inc. recently signed a three-year mentor-protege agreement. Through the partnership, Lockheed Martin provides its expertise to aid Referentia in developing its technologies, advancing business processes and pursuing new opportunities.

The Mentor-Protege Program is a U.S. Department of Defense (DoD) initiative that encourages large companies such as Lockheed Martin to share their technical expertise and knowledge of the government contracting process with minority and women-owned small businesses. The program is aimed at helping protege companies such as Referentia qualify to compete for business opportunities with the federal government. Referentia hopes to experience growth, increase revenue, and add new employees in order to become a DoD supplier.

Lockheed Martin's Undersea Systems business in Manassas, Va., and Referentia Systems in Honolulu, Hawaii began their relationship in August 2006. The agreement is sponsored by the Space and Naval Warfare Systems Command Joint Robotics Lab, through the Office of the Secretary of Defense.

"The Mentor-Protege Program is a tremendous opportunity for our company and the state of Hawaii," stated Nelson Kanemoto, Referentia president and CEO. "We are looking forward to a long and mutually beneficial partnership."

Lockheed Martin program manager Dr. Bill Munslow, a veteran of the Mentor-Protege Program, says that both companies will benefit from the agreement.

"Lockheed Martin is always looking for innovative small businesses to work with, and when we saw Referentia's capabilities and past performance, it was clear that they were a good match in many ways," said Munslow. "The Mentor-Protege Program is designed to help small businesses leverage the experience and resources of large contactors like Lockheed Martin to compete for federal contracts, and we look forward to the possibilities with Referentia."

The Department of Defense has recognized Lockheed Martin's Undersea Systems business' commitment to the Mentor-Protege Program three times in the past two years with a Nunn-Perry Award. The Nunn-Perry Award honors former U.S. Sen. Sam Nunn and former Secretary of Defense William Perry and recognizes outstanding mentor-protege teams that excel in technical developments and cost efficiencies, as well as increased business opportunities for smaller firms. In 2006, Lockheed Martin received the award for its mentor-protege relationship with M&M Technical Services, Inc., a Woodbridge, VA-based small business. In 2007, the business received two Nunn-Perry Awards for its participation in the program with Epsilon System Solutions, Inc. and Geodetics Inc., both headquartered in San Diego, CA.

Referentia Systems, founded in 1996, is an award-winning SBA-certified 8(a)/Small Disadvantaged Business provider of C41 systems, Advanced Technology Solutions and Information Technology and Services (IT&S). Headquartered in Honolulu, Hawaii, Referentia maintains staff throughout Hawaii, the continental U.S. and overseas. Referentia is able to help government and corporate customers solve complex and critical problems through the use of its world-class technology and its science and engineering expertise. Referentia is experienced in government IT contracting and is currently responsible for on-site support at military installations around the world including sites in Japan, Italy, Greece and Hawaii.

Headquartered in Bethesda, MD, Lockheed Martin employs about 140,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services.

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SOURCE: Lockheed Martin

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

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

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