Lockheed Martin Reaches Out Online To Collaborate With Small Technology Businesses Through DelEXCHANGE

In an effort to expand its collaboration with small, high-tech businesses, Lockheed Martinannounced it has engaged the DelEXCHANGE, an online service that matches small, technology firms with business opportunities.

DelEXCHANGE is an initiative managed by DX-CEEDS, Inc., a non-profit economic development organization, with the support of the U.S. Department of Commerce's Technology Opportunities Program. DX-CEEDS's mission is to develop enriching relationships between mainstream and underserved communities through entrepreneurship and technology-based economic development initiatives.

Among its services, the DelEXCHANGE enables small businesses to review Small Business Innovative Research (SBIR) contract opportunities with the federal government. Now, when a business selects certain SBIRs, an automated message from Lockheed Martin will invite that business to contact company representatives involved in the development of related technologies or programs directly to discuss potential collaboration opportunities.

Businesses interested in pursuing SBIR opportunities with Lockheed Martin can visit the DelEXCHANGE at www.delexchange.org.

"More and more of the work we perform for our military customers requires quick development of cutting-edge technology, and it is the small business community that is best suited to deliver that technology," said Orlando Carvalho, vice president and general manager of Lockheed Martin's business in Moorestown. "The key is to find these small businesses and link them to programs so that their innovations move to the front lines faster."

"Lockheed Martin is long-time, major employer in the Delaware Valley region, providing good jobs and opportunities," said Rep. Jim Saxton (R-NJ-3). "By reaching out to smaller, minority-owned and disadvantaged businesses -- the company can make a greater positive economic impact our communities."

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.

For additional information on Lockheed Martin Corporation, visit:http://www.lockheedmartin.com/

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