

How to Sell to LM Aero



- **Our Programs**
- **What Do We Buy?**
- **What Are We Looking For In a Supplier?**
- **Our Mission, Our Promise**
- **What You Can Expect From Us**
- **Point of Contact at each Aero Site**
- **Complete our Potential Supplier Profile**

How to Sell to LM Aero



**We build airplanes in Fort Worth, TX, Palmdale, CA,
Marietta , GA**

Our Programs:

- **F-16 (Production in Fort Worth, TX.)**
- **F/A-22 (Production in Fort Worth, TX.)**
- **C-130J (Production in Marietta , GA)**
- **C-5 A/B Avionics Modernization Program/Re-Engine (Fleet of 120 aircraft)**
- **Joint Strike Fighter (JSF) – (Developed in Palmdale, CA., Production to be performed in Fort Worth, TX.)**
- **F-117 – (Sustaining/Repairs in Palmdale, CA.)**
- **Advanced Development Programs (Classified Programs in Palmdale, CA.)**

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What Do We Buy?

Major Systems, Equipment & Avionics

Metal & Plastic Tooling

Raw Materials

Electrical & Mechanical Hardware

Construction & Facilities Services

Perishable Tools

Sheet Metal & Machined Parts

Chemicals. Paints, Solvents

Services

Ground Support Equipment

Maintenance & Repair

Training & Education

Castings and Forgings

Electrical Harnesses

Research & Development

Medical Supplies

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What Are We Looking For In a Supplier?

- We are looking to forge long-term relationships with 'BEST VALUE' suppliers who will:
 - ✓ Strive for customer satisfaction and anticipate our needs
 - ✓ Subscribe to the 'Better, Faster, Smarter' philosophy
 - ✓ Supply quality products and services and deliver on-time
 - ✓ Focus on quality, continuous improvement and service to help us drive costs down
 - ✓ Embrace eCommerce
 - Complete a web-based company profile
 - Accept electronic purchasing documents
 - Become Exostar Registered (Exostar is LM's eCommerce provider)
 - Participate in Reverse Auctions
 - Respond to electronic Request for Proposals

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Specific to Manufacturing:

- Suppliers need to define capability, be specific (don't tell us "we can do whatever you need")
- Can supplier facility handle volume for larger Production line?
- Catia capability (JSF)
- Ability to pass QA System Audit to MIL-Q-9858 (System) or MIL -I-45208 (Inspection) as a minimum. Programs may accept current or previously obtained ISO-9001/9002 Certifications as well.
- Advanced Inspection Capability- CMM for smaller tools, with Laser Tracking required for large structural tools. This equipment requires the use of experienced or highly trained personnel.
- Minimum 3 Axis, prefer 4 or 5 AXIS NC Machining Capability. Size of work surface will determine what size tools the candidate could be bid on. Some tools are as small as a breadbox, whereas other tools are the size of a compact car.
- Lean If you're a manufacturer, you better know what LEAN is

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Our Mission, Our Promise:

- **To ensure that small business concerns are afforded maximum opportunity to compete**
- **To do all we can to forge a long-term relationship with you**

What You Can Expect From Us:

- **A careful review of your technical expertise, financial stamina, customer base, capabilities, quality systems**
- **Distribution of your sales materials to the appropriate people**
- ***When applicable*, schedule face-to-face time with the right people**

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LM Aero Supplier Diversity Contacts:

- Marietta-Vanessa Bull 770-494-7235 (vanessa.y.bull@lmco.com)
- Fort Worth-Tom Martinez 817 762-2092 (tom.martinez@lmco.com)
- Palmdale-Dianna Salgado 661 572-6122 (dianna.salgado@lmco.com)

LM Corporate Systems and Process Management Contact for Exostar:

- Mike Reynolds – Site Lead for Palmdale
- 661-572-3424

Complete a Potential Supplier Profile:

- LM Website SupplierNet: <https://suppliernet.external.lmco.com>
 - Correct North American Industry Classification System (NAICS) Code
 - Proper NAICS Title (Keyword Search)
- Follow-up with a phone call, e-mail or both

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Potential LM Supplier:

- Please complete our Trading Partner Management (TPM) profile for *potential* suppliers. Please recognize that the completion of this *informal* profile is not a guarantee of a future purchase order.
- In the future, if your company is requested to complete a *formal* TPM profile, please accept the Lockheed Martin Trading Partner Agreement (TPA) in order to receive electronic purchase orders from your LM Buyer
- Following are some slides to assist you in logging into the Lockheed Martin website called SupplierNet and accessing the *potential* supplier profile data fields.

URL: <https://suppliernet.external.lmco.com>

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SupplierNet

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LM Employee Login
Reset Password
Potential Suppliers
Supplier Diversity
Request Access
Feedback
Supplier Operations Center
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Business Unit Info (Routing Guides)
Exostar

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SUPPLIERNET

Welcome to SupplierNet, your entry point for accessing Lockheed Martin Electronic Commerce initiatives!

SupplierNet is your portal to procurement information for Lockheed Martin and our business units around the globe. Here, with the appropriate authentication, you may respond to Supplier Corrective Action Requests; complete your Trading Partner profiles and update your delivery information for existing contracts.

If you are a supplier to Lockheed Martin use the [Supplier Login](#) to enter SupplierNet.

If you are a Lockheed Martin employee use the [LM Employee Login](#) to enter SupplierNet.

SUPPLIERS ONLY - Forget your password? [Click here](#) to reset your password. Lockheed Martin employees, please call the [Enterprise Service Desk](#) to have your password reset.

Note: TPM invited suppliers, please use the Supplier Login.

Please submit our convenient [online feedback form](#) if you have any questions or suggestions on how we can improve SupplierNet. Thank you for your interest in Lockheed Martin's online resources.

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SUPPLIERNET

Profile Form for Potential Lockheed Martin Suppliers

Please do not complete the below form if you received an email with a subject line that states "Complete/Update Your Company Profile for Lockheed Martin" and contains a SupplierNet User ID in the message body. If you have received this email, please visit our [supplier registration area](#) to login and complete your company profile.

Please do not disable JavaScript. Your request will not be completed if JavaScript is disabled.

In accordance with Government regulations and prime contract requirements, we must verify certain information about our suppliers. To help you complete the profile, refer to the definitions below or contact your buyer or Lockheed Martin representative. Notice: Under 15 U.S.C. 645 (d), any person who misrepresents a firm's status as a small business concern in order to obtain a contract to be awarded under the preference programs established pursuant to sections 8 (a), 8 (d), 9, or 15 of the Small Business Act or any other provisions of Federal Law that specifically reference section 8 (d) for a definition of program eligibility, shall (1) be punished by imposition of a fine, imprisonment, or both; (2) be subject to administrative remedies, including suspension and debarment; and (3) be ineligible for participation in programs under the authority of the Act. You will not receive contracts from Lockheed Martin if a profile is not returned complete. Submission of this form does not constitute approval of your firm as a supplier, nor obligate Lockheed Martin to solicit requests for quotation. The data on this form will be used to evaluate the potential of your firm as a Lockheed Martin supplier.

Definitions

The definitions required to complete this form are found in the Federal Acquisition Regulation. Please refer to the Federal Acquisition Regulation Part 19, 25 for a definitive treatment of the definition. The definition for Service Disabled Veteran can be found in Public Law 106.50

If you are unsure of your business size, contact your local Small Business Administration office.

Please complete the following Supplier Profile in order to be placed in the Lockheed Martin database of potential suppliers. After you complete the profile you will be notified should Lockheed Martin have an interest in your products or services. Multiple

Lockheed Martin Aeronautics Company

Data Fields for Potential Supplier. Not shown on this slide is the Submit Button at the bottom of the screen.



Main Contact Information	
Company Name:	<input type="text"/>
Street Address 1: <i>(Need physical street address no PO BOX)</i>	<input type="text"/>
Street Address 2:	<input type="text"/>
City:	<input type="text"/>
State/Province:	<input type="text"/>
Country:	<input type="text" value="Select Country"/>
Zip or Postal Code:	<input type="text"/>
Contact Name:	<input type="text"/>
Contact Title:	<input type="text"/>
Contact Email:	<input type="text"/>
Contact Phone:	<input type="text"/>
Contact Fax:	<input type="text"/>
Contact Mail Stop:	<input type="text"/>
Web Address:	<input type="text"/>
CEO Name:	<input type="text"/>
CEO Title:	<input type="text"/>
CEO Email:	<input type="text"/>