

# What Does Lockheed Martin Buy?



# Aeronautics Potential Sourcing Opportunities



- **Regular buys- Centralized Procurement Group Fort Worth, Texas**
- **Greenville, Aircraft Modification and Services**
  - Major Systems
  - Equipment & Avionics
  - Metal and Plastic Tooling
  - Raw Materials
  - Composites
  - Electrical & Mechanical Hardware
  - Perishable Tools
  - Sheet Metal & Machined Parts
  - Construction & Facilities Services
- **Hard to find**
  - Hot form titanium
  - Specialty bolts
  - Castings & Forgings
  - Stretch Form Metallic Parts
  - Complex Titanium Casting

# IS&GS Potential Sourcing Opportunities



- **FAA National Air & Space Implementation Support Contract II – Various**
- **DOD Logistics Maintenance & Supply Srvs – CA, OK, OH, MD, NC, GA, FL**
- **DOE Site Services – WA**
- **Special Ops Contractor Logistics – KY**
- **FBI – Various**
- **EPA Laboratory – MD**

NAICS	NAICS Description
561110	Office Admin Srvs
561320	Temp Help Srvs
334519	Other Measuring & Controlling Devices
334417	Electronic Connector Mfg
423510	Metals Srvs Centers & Other
811212	Comp & Office Machine Repair
541512	Computer Sys Design Srvs
541511	Custom Computer Prog Srvs
541330	Engr Srvs
541611	Admin Mgt and General Mgt Consulting Srvs
334511	Search, Detect, Nav, Guidance, Aero, and Nautical Sys Instr Mfg
334515	Instrument Mfg for Measuring & Testing Electrical

# Space Systems Potential Sourcing Opportunities



- **541710** R and D in the Physical, Engineering & Life Sciences
- **541512** Computer System Design Services
- **334419** Other Electronic Component Manufacturing
- **423690** Other Electronic Parts and Equipment Merchant Wholesalers
- **541511** Custom Computer Program Services
- **541611** Administrative Mgmt and General Mgmt Consulting Services
- **333314** Optical Instrument and Lens Manufacturing
- **511210** Software Publishers
- **423840** Industrial Suppliers Merchant Wholesalers
- **334417** Electronic Connector Manufacturing
- **238210** Electrical Contractors
- **332312** Fabricated Structural Metal Manufacturing
- **423610** Electrical Apparatus & Equip, Wiring Suppliers & Relate Equip Merchant Wholesalers
- **423430** Computer & Computer peripheral equipment & software merchant wholesalers
- **334111** Electronic Computer Manufacturing
- **238220** Plumbing, heating and Air-Conditioning Contractors
- **423830** Industrial Machinery and Equipment Merchant Wholesalers
- **334519** Other Measuring and Controlling Device Manufacturing

# Electronic Systems Potential Opportunities



- **Taiwan P3 - Life extension and mission package upgrades for 12 P3 surveillance aircraft.**
- **CG(X) Radar - Next generation radar for future Navy Cruisers. MS2-Moorestown.**
- **JLTV - Joint Light Tactical Vehicles. Systems Integration - Owego. Replacement for the HMMWV.**
- **VH-71 - Presidential Helo. Systems Integration - Owego. Replacement for presidential helicopter.**

# Enterprise Operations Potential Sourcing Opportunities



- **Purchases significant IT**
- **Contracts are in place to meet most requirements:**
  - **Hardware, software, subcontract labor, services**
  - **Many Sole Source Technical requirements to Original Software Manufacturers**
- **Unique requirements represent opportunities for new suppliers**
  - **Small businesses to meet socio-economic goals**
  - **Technical experts - we seldom hire basic level service suppliers, we hire experts**