

# Mississippi Space & Technology Center

## Marine Industries Science & Technology (MIST) Cluster Small Business Summit





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*A Partnership – Founded in 2002*



**NASA**



**Mississippi**



**Lockheed Martin**



**Hancock County**



# ***Doing Business with Lockheed Martin***

## **Supplier Partnerships are Essential for Achieving Mission Success**

At Lockheed Martin, we achieve Mission Success by meeting all of our commitments to our customers and attaining total customer satisfaction. Suppliers are a big part of that strategy.

## **How to Become a Lockheed Martin Supplier**

Lockheed Martin needs suppliers who can help us deliver a product better, faster and smarter. Working with our category management teams in a long-term business environment will strengthen our supply chain and the integrity of the components of our products.

To be successful, review the Lockheed Martin products and services **What We Buy listing.**

Knowing what we produce, purchase and areas of immediate need will help you evaluate your opportunities and prepare information on your capabilities targeted to our requirements.

**<http://www.lockheedmartin.com/us/suppliers/opportunity-knocks.html>**

# ***Doing Business with Lockheed Martin***

## ***How to do business with Lockheed Martin***

1. Register in the Lockheed Martin corporate supplier database.

**<http://www.myexostar.com/General-Registration/>**

Select LM P2P Unsolicited Registration Request to access the registration form.

2. Send an e-mail containing a brief description of your firm's capabilities, business size and status to **[supplier.communications@lmco.com](mailto:supplier.communications@lmco.com)**, along with your company information

**<http://www.lockheedmartin.com/us/suppliers/doingbusiness.html>**

***Do not send proprietary, export controlled, confidential or classified information***

