



# Doing Business with Lockheed Martin



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# OUR SUPPLY CHAIN AT-A-GLANCE 2019

**15,800+**

SUPPLIERS ACROSS  
**64** COUNTRIES

**7% & GROWING**

INTERNATIONAL  
SUPPLIER FOOTPRINT



**46%** MANUFACTURER

**25%** SERVICE

**13%** DISTRIBUTOR

**16%** OTHER

**1.7M** PACKAGES  
MOVED



COMMITTED TO A DIVERSE AND INCLUSIVE SUPPLIER BASE



**4,000+**

SUPPLY CHAIN PROFESSIONALS



**SMALL  
BUSINESS  
STRONG**

## **\$5.3B AWARDED TO SMALL BUSINESSES GFY 2019**

- **\$841M** with small disadvantaged businesses
- **\$952M** with woman-owned small businesses
- **\$693M** with veteran-owned small businesses
- **\$377M** with service-disabled veteran-owned small businesses
- **\$346M** with HUBZone businesses.
- **\$102M** with Alaskan Native and Tribally Owned Corporations

**>8,400**  
SMALL BUSINESSES

**15**  
AVERAGE DAYS TO PAY

A Competitive Advantage for Lockheed Martin

# 6 STEPS TO MARKET TO LOCKHEED MARTIN

<https://www.lockheedmartin.com/en-us/suppliers/supplier-diversity.html>

**1** Do your Homework  
and Identify a Target

**2** Complete the  
Supplier Marketing  
Portal

**3** Subscribe to the  
Immediate Needs  
Bulletin Board

**4** Meet Influencers



**5** Subscribe to SBIR/  
STTR Distribution

**6** Bring Opportunities  
to Us

