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Additional processes have been implemented for management of program performance to the negotiated goals throughout the period of performance, including teaming of an advocate from each buying organization with a member of the Aeronautics Supplier Diversity team. Action plans are developed specific to the buying organization based on the finalized goals for the government fiscal year. These action plans include: identification of limiting factors, risk assessments and possible areas of practicable opportunity by socio-economic category. Further, these teams work together monthly to review performance to goals, identify changes to program or supplier base, identify movement of contracts between large and small, identify any new subcontracting opportunities for small businesses and develop a recovery plan for any instances of shortfalls to goals. These reports are reviewed at the executive level monthly.

Last, Aeronautics is developing procurement engineer and sustainment resources dedicated to small business sourcing and updating policies for more inclusion of small business sourcing during the engineering and source selection process. The supplier diversity team is also working with sourcing and communications to develop F-35 program-specific outreach, education and development as well as a communication plan around the F-35 small business program.

Information Systems & Global Solutions (IS&GS)

IS&GS is a leading federal services and information technology contractor with a strong heritage delivering world-class solutions and advanced technology across a broad spectrum of civil and defense domains.

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Missiles and Fire Control (MFC)

MFC GFY 2016 forecast is established using a detailed, bottoms-up process to assure the most realistic and stretch procurements in each of the supplier categories. A review is conducted with individual line-of-business directors that includes total program commitments and an evaluation by supplier size and class for inclusion of maximum small business participation. A final review of the forecast is conducted with the MFC Vice President of Global Supply Chain for approval.

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Below is a summary of large business reserved dollars for MFC's major programs that are sole or single source, customer named sources or program approved sources.

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Mission Systems and Training (MST)

MST's GFY 2016 forecasted material base placements are projected at (b) (4) which represents (b) (4) of the overall Lockheed Martin subcontracting base. The MST forecasted material placements in GFY 2016 are in support of MST's DOD sponsored programs aligned to its five lines of business which include: Integrated Warfare Systems & Sensors (IWS&S), Ship and Aviation Systems (SAS), Undersea Systems (USS), Training and Logistics Solutions and New Ventures.

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Space Systems Company

Space Systems' forecast is established using a detailed, bottoms-up process to assure realistic and stretch procurements in small business and socio-economic category goals. Realistic supplier diversity goals are established using the LRP, BOM for production contracts, historical performance and knowledge of current proposal activity.

Space Systems designs, develops, tests, manufactures and operates technology systems for space flight systems with numerous large business teaming partners.

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is a summary of large business reserved dollars:

Space Systems Reserved GFY 2016 Large Business Dollars on Major Programs
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Indirect Allocations

The subcontracting goals outlined in this plan include a proportional allocation of indirect procurement dollars, which are based on the percentage of direct DOD dollars subcontracted by business areas, individual business units and the proportional percentage of the Corporate Enterprise Operations entity's indirect spend.

Where the business unit performs its own indirect procurement the allocation is made as follows:

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The following table identifies the indirect allocation percentages utilized in the GFY 2016 forecasting process:

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The following listing is representative of the various products and services that comprise indirect procurements:

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Summary

Lockheed Martin recommends the proposed goals be accepted by the contracting officer considering the current defense contracting environment, past performance and opportunities per FAR Subpart 19.705-4. The goals consider new program wins as well

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as DOD budget actions and known program cancellations, suspensions or funding reductions and the ability of the business areas to expend good faith effort to use small businesses to the maximum extent possible. The recommended goals are in accordance with past performance for programs that still exist and the subcontracting opportunities available and commensurate with the efficient and economical performance of the government contracts.

Based on the considerable analysis utilized to establish the corporation's GFY 2016 Comprehensive Subcontracting Plan, Lockheed Martin believes the GFY 2016 subcontracting goals reflect maximum practicable subcontracting opportunity to small business, SDB, WOSB, VOSB, SDVOSB and HUBZone subcontractors and, therefore, are fair and reasonable.

Principal Products and Services to be Subcontracted

Lockheed Martin is a global security company principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. A representative listing of items procured in support of Lockheed Martin business areas is shown in GFY 2015 Products and Services Forecast by NAICs Codes listing in Exhibit 7. Lockheed Martin will periodically review detailed listings of the subcontract awards to large businesses as part of the effort to identify additional subcontracting opportunities for small businesses.

5. SELECTED NORTH AMERICAN INDUSTRY CLASSIFICATION

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6. Implementation of the Comprehensive Subcontracting Plan

Lockheed Martin's Comprehensive Subcontracting Plan complies with the elements and requirements of Federal Acquisition Regulation (FAR), Subpart 19 and DFARS 252.219-7004.

Applicability

This Comprehensive Subcontracting Plan shall apply to all DOD Lockheed Martin prime contracts and subcontracts existing at the time of approval and awarded through September 30, 2016.

Review Process

The DCMA will conduct annual reviews of Lockheed Martin's performance under the Comprehensive Subcontracting Plan utilizing its risk management process. Lockheed Martin will also support additional customer reviews, as required, to determine the

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effectiveness of the Comprehensive Subcontracting Plan in increasing opportunities for small businesses performing under DOD contracts.

Termination or Withdrawal from Program

Upon expulsion from the program or program termination, the contractor shall negotiate and establish individual subcontracting plans on all future DOD contracts that otherwise meet the requirements of Section 211 of Public Law 95-507.

Corporate Plan Administrators

Lockheed Martin Corporate Small Business Liaison Officer, Susannah Raheb, is assigned responsibility for the development, implementation and management of this plan, in addition to the responsibility of providing leadership and direction of the supplier diversity program at the corporate level. Lockheed Martin will notify the DCMA in writing if reassignment and/or replacement is required.

Duties of the Corporate Plan Administrator include, but are not limited to the following:

- a) Serve as the corporation's chief advocate for Supplier Diversity.
- b) Manage and oversee the corporation's network of small business liaison officers and provide advocacy for Supplier Diversity program objectives.
- c) Develop and execute strategic plans for the corporation's Supplier Diversity program.
- d) Represent the corporation in all supplier diversity-related matters, including serving as the corporation's primary points of contact with government agencies, small business advocacy groups, etc.
- e) Participate in key associations, workshops, seminars and trade shows that are national in scope.
- f) Develop supplier diversity policies, procedures and special programs.
- g) Prepare and negotiate annual Comprehensive Subcontracting Plan including corporate-wide subcontracting goals and objectives with business areas.
- h) Ensure Comprehensive Subcontracting Plan reporting as required is submitted semi-annually into the eSRS system.
- i) Consult with business areas regarding supplier diversity program compliance, training, customer audits and other related matters.
- j) Maintain a database of supplier diversity-related information.

Program Administrators - Supplier Diversity Business Area Leads

Responsibility for operational implementation and administration of this plan, as well as the implementation of the supplier diversity program elements, is vested in the managers of supplier diversity at the business area level. These individuals provide overall guidance and support to buyers, engineers and others involved in the source selection process. The duties of these individuals include, but are not limited to, the following:

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- a) Identifying areas where subcontract awards may be made, such as contract or independent research and development programs, scientific and technical studies, and other subcontracts in support of program and general administrative activities and plant operations.
- b) Participating in appropriate industry association activities, local trade associations and community awareness programs designed to promote the merits of Lockheed Martin as a business leader and convey subcontracting opportunities available.
- c) Promoting and supporting Government Outreach Programs in conjunction with engineering, product assurance, manufacturing and other organizations, to enable small businesses to qualify technically and administratively as Lockheed Martin suppliers.
- d) Coordinating with the supplier diversity organization to:
 - Share best practices, lessons learned and information regarding high quality sources.
 - Provide qualified suppliers with appropriate opportunities.
 - Advocate corporate-wide procurements when beneficial to the corporation and to small businesses.
 - Form action teams dedicated to joint process improvement activities.
 - Institute other initiatives that will increase opportunities for small businesses.
- e) Supporting the corporation's small business suppliers to sustain the required performance levels.
- f) Implementing supplier diversity policies and procedures within the business area.

7. INITIATIVES TO IMPROVE SUBCONTRACTING PERFORMANCE

Lockheed Martin has established and outlined three key initiatives that will support small businesses by increasing opportunities while also reducing administrative burdens on Lockheed Martin. Resources otherwise needed for administrative tasks can be redirected to providing support to small businesses at outreach events, with mentoring and training opportunities and by allowing more time for SBLOs to seek out small business opportunities within programs.

The following is a listing of Lockheed Martin strategies and initiatives to improve subcontracting performance:

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8. SOURCE IDENTIFICATION

Lockheed Martin SBLOs assist in identifying qualified small business, SDB, WOSB, VOSB, SDVOSB and HUBZone concerns as potential sources for participation in procurement opportunities. Commonly used resources include:

- U.S. Small Business Administration's System for Award Management database
- The U.S. Department of Veterans Affairs Center for Veterans Enterprise
- National Regional Purchasing Council's certified supplier listings
- National and State Chapter sponsors of National Minority Supplier Development Council (NMSDC), including various board of director positions held and sponsorships of Minority Business Enterprise (MBE) leadership programs
- Lockheed Martin Databases (Exostar, Supplier Marketing Portal and Known Small Business Supplier)
- Directories for women's business enterprises
- Directories for veteran-owned businesses
- Diversity Resources National Resources directory
- Procurement Technical Assistance Centers
- Local chambers of commerce and business trade associations
- Supplier Connection

9. EFFORTS TO ENSURE EQUITABLE PARTICIPATION

Lockheed Martin supplier diversity professionals will work with buyers, strategic sourcing teams and technical organizations to ensure that small business concerns are afforded the maximum practicable opportunity to participate in the corporation's

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subcontracting process. In an effort to identify capable firms, Lockheed Martin will participate as sponsors, exhibitors, counselors and/or guest speakers at the following events:

- U.S. Small Business Administration Small Business Week Conference and American Supplier Initiative
- National Minority Supplier Development Council Conference and Trade Fair
- Lockheed Martin Supplier Information Sessions
- National Center for American Indian Enterprise Development's Reservation & Economic Summit
- Government Procurement Conference
- CelebrAsian Procurement Conference
- Department of Defense SBIR Beyond Phase II National Conference
- National Veterans Conference
- Navy Opportunities Forum
- Navy Gold Coast Conference
- MDA Small Business Conference
- Other DOD Agencies Small Business Conferences

A concerted effort will be made by all Lockheed Martin operating companies to identify and facilitate procurement opportunities and to solicit and fairly evaluate all small business concerns. Detailed requirements are outlined in the Lockheed Martin Acquisition Procedures (LMAP). To this end, Lockheed Martin will:

- Ensure that bidding period, delivery schedules and all other elements of solicitations do not include provisions that unfairly restrict or eliminate inclusion of small business concerns.
- Where appropriate, subdivide requirements to facilitate small business participation.
- Ensure that make-buy deliberations consider the potential impact on small business subcontracting.
- Work with the engineering and program personnel to evaluate small business concerns during the design and development phase.
- Ensure that specifications, drawings and other relevant data are made available to small business concerns in a timely manner.
- Where appropriate and practical, use restricted competition.
- Provide counseling and other forms of assistance to small business concerned to the extent that it does not compromise the integrity of the corporation's procurement process.
- Authorize progress payments and performance-based payments to small business concerns in instances where considerable investment is required to perform under a Lockheed Martin subcontract or purchase order.
- Where practical, provide small business concerns with the use of Lockheed Martin-owned tooling and equipment.

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- Host supplier information and chat sessions whereby potential suppliers can meet key members of the engineering, program management, manufacturing and procurement staff.

10. MAKE OR BUY

Lockheed Martin Corporate Policy Statement (CPS-018), Make or Buy, requires the corporation to provide the best value to the customers, and apply competitive principles in the determination to make or buy goods and services. A strategic Make or Buy Committee manages the strategic products and services list. The committee includes members from Corporate Engineering & Technology, Corporate Strategy & Business Development, Corporate Contracts, and the business areas. SBLOs may be engaged depending upon the nature of the discussion and their responsibility scope. It should be noted that the Vice President of Supply Chain (the organization in which Supplier Diversity resides) has the overall responsibility for the committee.

Make or Buy programs comply with all applicable government regulations and consider the inclusion of small businesses:

- Requirements are reviewed, consistent with sound business practices, for possible breakout for requirements from all small business concerns.
- Make-or-Buy deliberations include adequate and timely consideration of all small business concerns capabilities.
- Development work, likely to lead to production, is examined for possible small business opportunities.

11. SUPPLIER RECOGNITION

Lockheed Martin believes in recognizing the contributions of suppliers and rewarding excellence across the enterprise. As such, business area supplier recognition programs are designed to recognize suppliers for their accomplishments for quality, schedule, affordability, management, process and improvements. Suppliers benefit from these programs by the increased subcontracting opportunities that result from the recognition of being a top performing supplier. Lockheed Martin benefits by having a more capable supply base, one that produces quality products and performs on-time deliveries. Last, the customers benefit by having quality products to support DOD on-time and on-budget needs.

12. RECORD KEEPING

Lockheed Martin shall maintain records to demonstrate that policies and procedures have been implemented to track performance and assure compliance with the requirements and goals reflected by the subcontract plan. Such records include the following:

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- (a) Source lists, guides and other resources that enable procurement personnel to identify, develop and provide bid opportunities to small business concerns.
- (b) Records of efforts to obtain and utilize small business concern sources through contacts with Government and industry organizations.
- (c) Records of all awards \$150,000 or more, indicating on each solicitation (1) whether small business concerns, SDB, WOSB, HUBZone, VOSB and SDVOSB were solicited and, if not, why not; and if applicable, the reason the award was not made to these firms.
- (d) Records of outreach efforts to contact trade associations, small business, SDB, WOSB, HUBZone, VOSB and SDVOSB concerns.
- (e) Records of internal activities implemented to give guidance to procurement and other personal through workshops, seminars, training, etc., and monitoring performance to evaluate compliance with the program's requirements.
- (f) Purchase order documentation will be maintained in accordance with both corporate and business unit operating procedures. The statistical records of the dollars and percentages of awards made to small business concerns are maintained. Purchase order documentation including the name, address, and business size of each subcontractor traceable back to a DOD contract are available for review by government agencies, such as the Defense Contract Management Agency and the Small Business Administration. It is also anticipated that the small business representative of such agencies will conduct periodic site reviews.

13. REPORTS

Supplier diversity professionals at all levels will monitor compliance with this plan and will promptly notify the Corporate Small Business Liaison Officer of any significant performance problems or changes. They shall also ensure that corrective actions directed by the Corporate Director of Indirect Category Management and Supplier Diversity or other cognizant management are implemented.

Business area managers of supplier diversity will submit the following performance reports (consolidated by business unit as applicable) to the Corporate Director of Indirect Category Management and Supplier Diversity:

- (a) Monthly performance report
- (b) Quarterly report of performance of targeted and focused initiatives
- (c) Quarterly recovery plan to establish corrective action for any subcontracting goals or objectives that are not being met

This information will be aggregated to determine the subcontracting performance for the corporation and provided to the Vice President, Global Supply Chain, Information Systems and Global Solution, and Chair, Supply Chain Council. A copy will also be provided to the DCMA Comprehensive Subcontracting Plan Manager.

Lockheed Martin will file required semi-annual and annual Summary Subcontracting Reports (SSR) using the Electronic Subcontracting Reporting System (eSRS). Lockheed Martin will also report subcontracting performance for the agency specified ACAT-1 programs into eSRS (see table on the next page). MDA contract reports (b) (4)

will also be provided via an attachment in eSRS. Additional reports will be forwarded to DCMA per request on the progress of performance and initiatives.

Lockheed Martin will cooperate in special studies and/or surveys conducted to assess the effectiveness of the Comprehensive Subcontracting Plan and submit reports to allow DOD to assess the corporation's compliance with the provisions of this agreement.



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ACAT-1 Program Table

Srvc.	Program	Prime Contract #	Report POC	LM Due Date	DCMA Due Date
Air Force	GPS - Global Positioning System	FA8807-08-C-0010; FA8823-10-C-0002; FA8823-12-C-0004; FA8823-13-C-0001; FA8807-13-C-0002	Bob Thompson Diane Garrett	April 20/Oct 17	April 30/Oct 30
Air Force	JASSM - Joint Air-to-Surface Standoff Missile	FA8682-04-D-0306 - in closeout; FA8682-06-D-0072 - in closeout; FA8682-04-C-0060 - in closeout; FA8682-07-D-0117 - in closeout; FA8682-08-D-0054 - in closeout; FA8682-10-C-0016 - in closeout; FA8682-11-C-0001; FA8682-11-D-0155; FA8682-12-C-0006; FA8682-14-C-0069; FA8682-14-C-0084; FA8682-14-D-0029; FA8682-14-D-0091	Phyllis Grant	April 20/Oct 17	April 30/Oct 30
Air Force	SBIRS - Spaced Based Infrared Systems	F04701-95-C-0017; FA8810-08-C-0002; FA8810-12-C-0001; FA8810-13-C-0001; FA8810-13-C-0002	Bob Thompson Diane Garrett	April 20/Oct 17	April 30/Oct 30
Air Force	C-130J (Hercules Aircraft)	FA8625-06-C-6456-FYOCIII; FA8625-04-D-6452-BUIC; FA8504-06-D-0001 Warner Robins LTS; FA8625-11-C-6597-FYOCIV; F33657-00-C-0018; F33657-03-C-2014; FA8625-14-C-6450 MY; FA8504-14-C-0003 CWB C-130J	Jim Tanksley	April 20/Oct 17	April 30/Oct 30
Navy	C-130J (Hercules Aircraft)	N00019-09-D-0015 (CLSD); N00019-12-C-0094 (Harvest Hawk); N00019-13-C-0017 USMC IARCM; N68335-13-C-0330; N00019-09-C-0053; N00019-14-D-0006 SELSS	Jim Tanksley	April 20/Oct 17	April 30/Oct 30
Air Force	F-22 (Raptor Aircraft)	F33657-99-C-0036; F33657-97-C-0030; F33657-00-C-0020; F33657-01-C-2095; F33657-02-C-0010; FA8611-09-C-2900; FA8611-04-C-2851; FA8611-05-C-2850; FA8611-06-C-2899; FA8611-08-C-2897; F33657-97-C-0031; F33657-91-C-0006; F33657-02-D-0009; FA8611-13-D-2850; FA8604-09-D-7956; FA8604-13-D-7950	Jim Tanksley	April 20/Oct 17	April 30/Oct 30
Air Force	FAST - Flexible Acq. Sustainment Tool	F09603-01-D-0207 - in closeout	Phyllis Grant	April 20/Oct 17	April 30/Oct 30
Air Force	AEHF - Advance Extra High Frequency	F04701-02-C-0002; FA8808-12-C-0010	Bob Thompson Diane Garrett	April 20/Oct 17	April 30/Oct 30
Air Force	DESPII - Design Engineering Support Program	FA8222-06-D-0004 - inactive FA8222-12-D-0014	Phyllis Grant	April 20/Oct 17	April 30/Oct 30
Air Force	FZAST - Future Flexible Acquisition and Sustainment Tool	FA8530-08-D-0008	Phyllis Grant	April 20/Oct 17	April 30/Oct 30
Army	JAGM - Joint Air to Ground Missile	W31P4Q-08-C-1123 - inactive W31P4Q-12-C-0003	Phyllis Grant	April 20/Oct 17	April 30/Oct 30
MDA	THAAD - Terminal High Altitude Area Defense	DASG60-00-C-0072; HQ0147-07-C-0196; HQ0147-12-D-0001; HQ0147-12-G-9000 HQ0147-10-D-0001; HQ0147-14-C-0011	Space Systems Bob Thompson Diane Garrett	April 20/Oct 17	April 30/Oct 30
MDA	AEGBM BMD AWS (Aegis Ballistic Missile Defense Program) - Moorestown	N00024-03-C-6110; HQ0276-10-C-0001; HQ0276-10-C-0003	MFC Phyllis Grant Gary Harrer Teresa Torres	April 20/Oct 17	April 30/Oct 30
MDA	Targets and Countermeasures	HQ0006-04-D-0006	Bob Thompson Diane Garrett	April 20/Oct 17	April 30/Oct 30
MDA	C2BMC - Command, Control, Battle Management, and Communications	HQ0147-12-D-0003	Pat Desanto Melissa Norris	April 20/Oct 17	April 30/Oct 30
Navy	H-60 R&S (Multi-Mission Helo-H 80 Romeo & H-80 Sierra) - LMSI - Owego	N00019-06-C-0098; N00019-11-C-0020	Gary Harrer Sheila Oechslein	April 20/Oct 17	April 30/Oct 30
Navy	AEGBM BMD AWS (Ballistic Missile Defense Program) - Moorestown	N00024-10-C-5125	Gary Harrer Teresa Torres	April 20/Oct 17	April 30/Oct 30
Navy	F-35 JSF - Joint Strike Fighter - Fort Worth	N00019-02-C-3002; N00019-06-C-0291; N00019-07-C-0097; N00019-08-C-0028; N00019-04-D-0009; N00019-09-D-0022; N00019-09-C-0010; N00019-10-C-0002; N00019-11-C-0083; N00019-12-C-0070; N00019-12-C-0004; N00019-13-D-0005 IDIQ; N00019-13-C-0008 LRIP VIII; N00019-13-C-0013 LRIP VIII Israel; N00019-13-C-0014 LRIP VIII Japan; N00019-14-C-0040 - Japan Integration Contract; N00019-14-C-0002 LRIP 9 AAC; N00019-14-G-0020; N00019-15-C0116; N00019-15-C-0016 LRIP 2 & # Block 28 Upgrade; N00019-15-C-0031 FY15 Annual Sustainment; N00019-15-C-0105 - ACURL	Jim Tanksley	April 20/Oct 17	April 30/Oct 30

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14. FLOWDOWN REQUIREMENTS

Lockheed Martin included the following provisions on all purchase orders and subcontracts issued in support of DOD, except where such inclusion is exempted by the terms of the affected clause:

1. FAR 52.219-9, Small Business Subcontracting Plan, and 252.219-7003, Small Business Subcontracting Plan (DOD contracts), when the Contracting Officer has included these clauses in the contract for purposes of flow down to subcontractors, or
2. 52.219-9, Small Business Subcontracting Plan, with its Alternate III, and 252.219-7003, Small Business Subcontracting Plan (DOD contracts), with its Alternate I, when the Contracting Officer has included these clauses in the contract for flow down to subcontractors to allow for submission of SF 294s in lieu of ISRs, or
3. 252.219-7004, Small Business Subcontracting Plan (test program), in subcontracts with subcontractors that participate in the test program described in DFARS 219.702.

Lockheed Martin requires its large business subcontractors who receive subcontracts in excess of the \$750,000 threshold to adopt a plan that meets the requirements of FAR 25.219-9. Lockheed Martin requires subcontractors to submit an individual subcontract plan demonstrating compliance to this requirement. SBLO personnel review each plan to ensure it meets the applicable requirements. The provisions of the Comprehensive Subcontracting Plan Test Program are not flowed down from Lockheed Martin subcontractors. Suppliers who negotiate commercial item plans with their local DOD agency or who are Comprehensive Subcontracting Plan Test Program participants are not required to furnish individual plans, but are required to provide evidence that the appropriate DOD office has approved the plan.

Lockheed Martin requires all subcontractors to certify their status as small, SDB, WOSB, HUBZone, VOSB or SDVOSB. Lockheed Martin's Procure to Pay (P2P) system is the corporation's record of authority for supplier unique data and information including supplier size. Upon registering and certifying in the system, suppliers receive the following notification regarding small business size representation:

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.

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Lockheed Martin personnel engaged in the procurement of goods and services to ensure subcontractors with subcontracting plans agree to submit the Individual Subcontracting Report (ISR) and/or the SSR using the eSRS. Per Lockheed Martin Acquisition Procedure 9.120, Issuing Contracts, when the contract includes a small business subcontracting plan with eSRS requirements, Lockheed Martin will provide its contract number, DUNS number and the e-mail address of the contractor's official responsible for acknowledging or rejecting the ISR to all first-tier subcontractors required to submit ISRs. In addition, suppliers receive the requirement that if their offer, including option, exceeds the threshold in FAR 52.219-9, they must resubmit a small business subcontracting plan that fully meets the requirements of FAR 52.219-9 and that small business reporting will be required via the eSRS. Further, acceptance of the purchase order is an acknowledgement of accepting the full terms and conditions of the offer.

15. OUTREACH/PUBLICIZING SUBCONTRACTING OPPORTUNITIES

Lockheed Martin publicizes prospective subcontracting opportunities in the following ways:

- (a) Participating in federal procurement conferences, trade fairs, industry conferences and related functions
- (b) Hosting trade fairs and conferences; whereby, potential suppliers can meet key members of the Lockheed Martin engineering, program management, manufacturing, and procurement staff
- (c) Maintaining an email address supplier.communications@lmco.com for submittal of supplier's electronic brochures and capability. This information is transmitted internally to the appropriate buyer, program office, and business unit Supplier Diversity Lead
- (d) Using social networking tools/capabilities (Twitter and govWin) and the Lockheed Martin Immediate Needs Bulletin Board to promote opportunities and events
- (e) Maintaining the Lockheed Martin Supplier Diversity web site, Supplier Wire (<http://www.lockheedmartin.com/supplierwire>)

In recognizing the limited resources available to small businesses for travel expenses and in an effort to embrace the company's "Go Green" initiatives, Lockheed Martin will be conducting a number of meetings and events virtually.

As Lockheed Martin has evolved its supplier diversity program, enhancements have been implemented to ensure Lockheed Martin's strategic focus is on increasing access for small businesses to potential subcontracting opportunities.

Supplier Information Sessions (SIS):

Lockheed Martin will continue with its successful, self-sponsored supplier information sessions with three events targeted in GFY 2016. Subcontracting with SDB, HUBZones

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and SDVOSB will be a major focus for the sessions. In addition, Lockheed Martin will hold an exclusive F-35 program focused supplier information session.

To determine the effectiveness of these events, the corporation will continue to track the value of subcontracts awarded to session attendees every six months for two years after each event. Historically, Lockheed Martin has realized numerous new contracting opportunities with small business concerns as a result of these sessions, a trend that is expected to continue.

16. SUPPLIER DIVERSITY TRAINING

Lockheed Martin strives to increase awareness of the importance of supplier diversity through its training initiatives. Supplier diversity has a corporate-wide web-based training module, which is available for all indirect employees assigned to the corporation's GSCO organization, procurement, business development and all leadership in the corporation. The course highlights the value and importance that supplier diversity brings to the corporation and customers. In GFY 2016, the training module will be revamped to include a pass/fail quiz, refreshed content and more sophisticated functionality.

In addition, an instructor-led training course was developed for all new supplier diversity professionals and is offered on an as needed basis. Lockheed Martin also offers live training courses on an annual basis for all procurement and business development professionals. All employees new to the supplier diversity organization are matched with a mentor in the supplier diversity program. The goal of this program is to provide key information, support and assistance to the new supplier diversity professional. These courses aid in increasing awareness of Lockheed Martin's supplier diversity program. The courses familiarize employees with the Supplier Diversity program objectives; provide insight on the impact of the daily decisions on the corporation's supplier diversity performance; illustrate the benefits of an inclusive/diverse supplier base; and motivate employees to help enhance the corporation's performance.

Lockheed Martin will also begin developing resources to provide employees involved in the acquisition of materials and services with the necessary tools, support and training to enhance their ability to find small businesses. Such resources include: implement the Small Mall, a Sharepoint site that provides employees with essential Supplier Diversity resources; promoting Immediate Needs Bulletin Board to employees; and alert BD personnel of national small business events through forums to offer assistance.

Lockheed Martin also has offers supplier-focused educational programs at both the corporate and business area levels. The corporation will continue to provide these development opportunities and assistance as well as research new programs to grow and help small businesses be able to compete against large firms. Some of the initiatives involving supplier training include: actively participating in the DOD Mentor Protégé Program and offering developmental and training assistance; offering Protégé 101 training courses to protégés and current proven small business suppliers; offering

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Supplier Wire webinars to all small businesses on topics associated with doing business in the Aerospace and Defense industry; Supplier Information Session training sessions; and business area-focused training in pertinent development areas, such as: business development, quality, cyber security, ethics, affordability and sustainability.

17. DCMA 640 REVIEW

Lockheed Martin will participate in annual DCMA 640 review activities.



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EXHIBIT 1

Executive Supplier Diversity Commitment Letter for GFY 2015

January 29, 2015

To Lockheed Martin U.S. Employees:

Each year we reaffirm our commitment to supplier diversity. We use this opportunity to remind employees that our success depends on a strong supply chain, and that we are at our best when working with suppliers with a broad range of backgrounds, capabilities and experience.

Our supply chain is comprised of both small and large businesses that bring unique capabilities to help us deliver the industry's best products and services to our customers. We especially value the agility, ingenuity and new perspectives that we gain when partnering with small businesses to solve our customers' complex challenges. That's why it's more important than ever that our supply base continues to be diversified.

To ensure we continue to deliver the most innovative solutions, I ask every employee to re-commit to our Supplier Diversity Program. The program identifies and secures the best suppliers available, and helps us ensure that small businesses are part of our winning solution. Whenever possible, let's look to provide opportunities to small and disadvantaged businesses. These include suppliers and partners categorized as:

- Small businesses;
- Small Disadvantaged businesses;
- Women-Owned small businesses;
- Historically Underutilized Business (HUB) Zone small businesses;
- Historically Black Colleges and Universities and Minority Institutions; and
- U.S. Veteran and Service Disabled Veteran-owned small businesses.

You play a critical role in securing the best value for Lockheed Martin and our customers. The discipline you apply to the management of our supply chain will help the Corporation optimize performance and quality, reduce risk and drive down costs. Together, we can make sure our supply chain remains the best in the industry and is aligned with government regulations, along with Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation (DFAR) directives.

Thank you for supporting supplier diversity in 2015.

(b) (6)

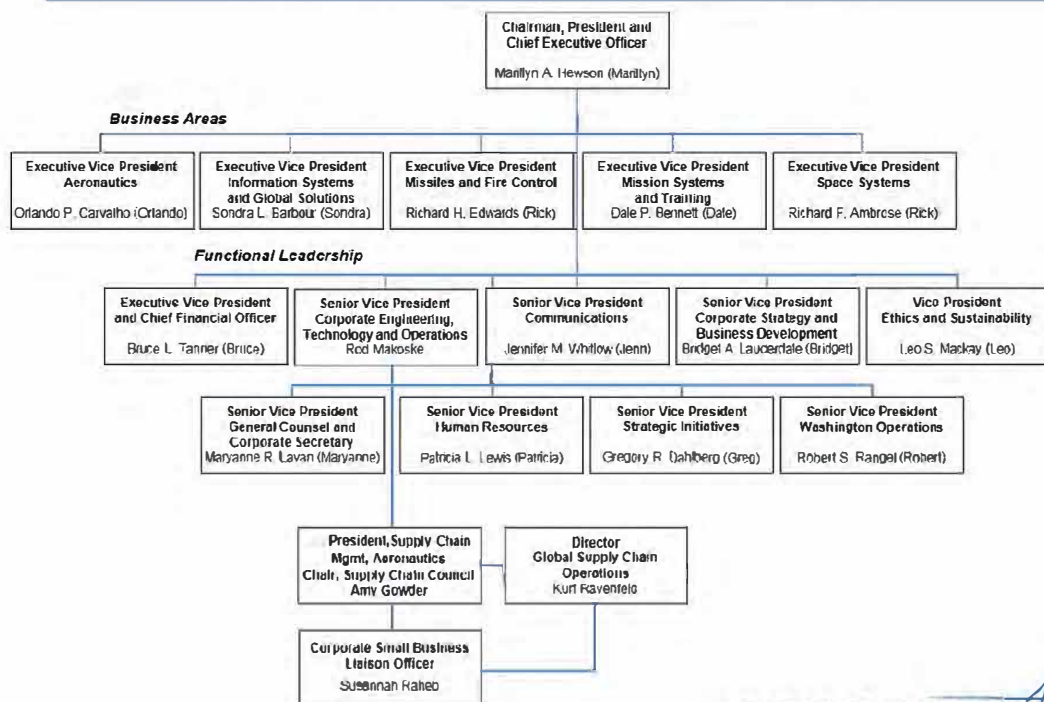
Marilyn A. Hewson
Chairman, President and CEO

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EXHIBIT 2
Corporate Reporting Chain

Lockheed Martin Executive Leadership Team

April 11, 2016



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EXHIBIT 3
Supplier Diversity Network/Organization Listing

Supplier Diversity Representatives



Name	Business Area / Unit Name and Address	E-mail / Web Address	Phone
Enterprise Operations			
Susannah Raheb Supplier Diversity Sr. Mgr.	(b) (6)		
Emily R. Mann Business Area Lead			
Orysia Buchanan SD Program Manager			
Patricia A. McHugh Corporate Reporting Lead			
Marquita Peoples-Gadson SD Support Specialist			
Pat DeSanto CSP Program Manager			
AERONAUTICS			
Jim Tanksley Business Area Lead	(b) (6)		
C. J. Anderson			
Dianna Salgado			
Dorothy James-McAllister			
Dudley Mecum			
Emma J. Stevens			
Mershelle Davis			
Miranda Todd			
Kate Connolly			
Raven Smith			
John Suckson			
Sonny Trunell			
Valerie Chatman			
Vanessa Bull			
MISSILES AND FIRE CONTROL (MFC)			
Phyllis Grant Business Area Lead	(b) (6)		
Lisa Coursey			
Connie Winters			
April Jackson			
MISSION SYSTEMS AND TRAINING (MST)			
Gary Harter Business Area Lead	(b) (6)		
Claudia Jara			
Kim Luker			
Robyn Snyder			
Sheila Oechslein			
Teresa Torres			
INFORMATION SYSTEMS & GLOBAL SOLUTIONS			
Melissa Norris Paula Jackson	(b) (6)		
SPACE SYSTEMS			
Bob Thompson Business Area Lead	(b) (6)		
Betty L. Padilla			
Diane Garrett			
Michelle Butzke			
Pat Roybal			

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subsequently reproduced on 5/16/2019 as
MSJ002004.**

**The information previously withheld under
an Exemption b(3) assertion was released.**

EXHIBIT 5
Corporate Supplier Diversity Program Procedures (CSP-113 and OPM-002)

LOCKHEED MARTIN



Corporate Headquarters
Corporate Policy Statement CPS-113
Revision No: 10
Effective: May 5, 2015
Copyright 2015 Lockheed Martin Corporation
Current policies and procedures are on the Lockheed Martin Intranet

Acquisition of Goods and Services

[Compliance and Authority](#)
[Standard Terms and Conditions, Corporate Agreements](#)
[Supplier Diversity Program](#)
[Supply Chain Security Program](#)
[Make or Buy](#)
[Sustainable Products](#)
[Procurement/Sourcing Systems](#)
[General Applicability Statement](#)

(b) (4)



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(b) (4)



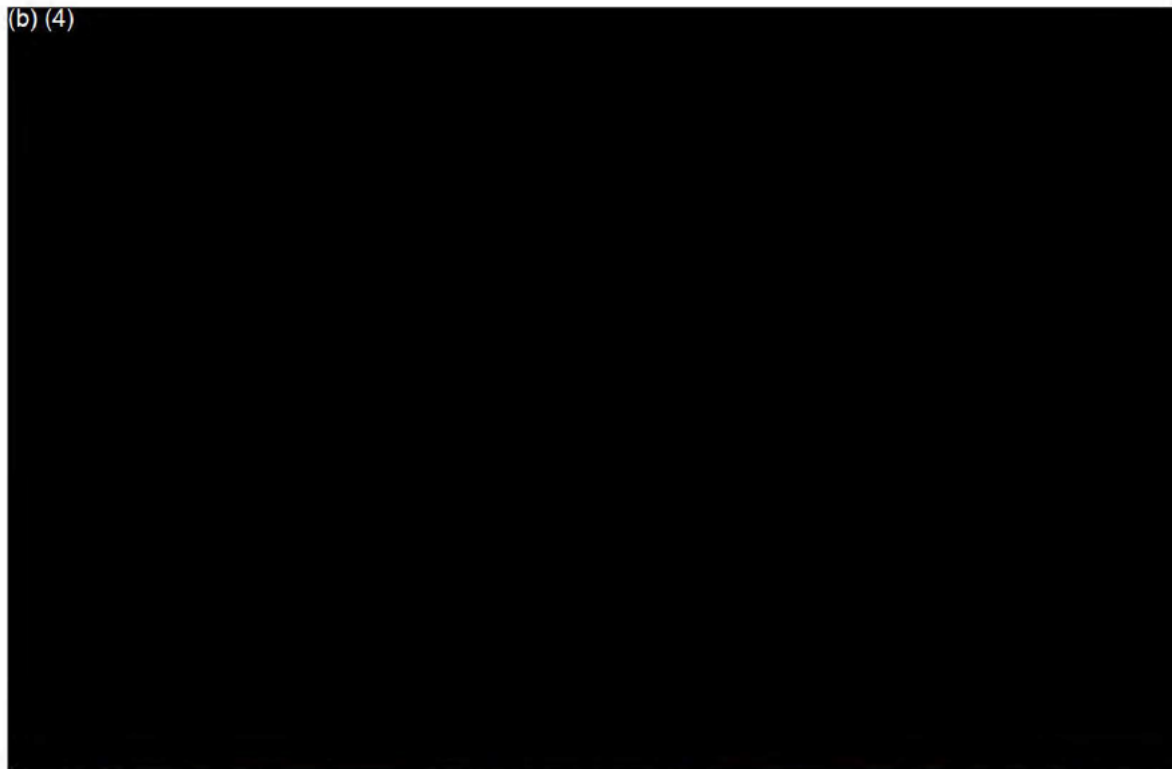
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(b) (4)



//s// Patrick S. Sunderlin
Global Supply Chain Operations Chair



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Corporate Headquarters
Operations & Program Management Procedure OPM 002
Effective: May 5, 2015
Revision: 10
Copyright 2015 Lockheed Martin Corporation
Current policies and procedures are on the Lockheed Martin Intranet

Supplier Diversity Program

(b) (4)



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(b) (4)



//s// Amy Gowder
Global Supply Chain Operations Chair

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EXHIBIT 6
GFY 2016 DOD Subcontracting Projections by Business Area

	GFY 2016 Subcontracting Goals												
	TOTAL	SB		SDB		WOSB		HUBZone		VOSB		SDVOSB	
	\$	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
Aeronautics	(b) (4)												
AS T	(b) (4)												
AFPC	(b) (4)												
IS &GS	(b) (4)												
Space Systems	(b) (4)												
Corp Challenge/Rounding	(b) (4)												
Total LM Projection	(b) (4)												



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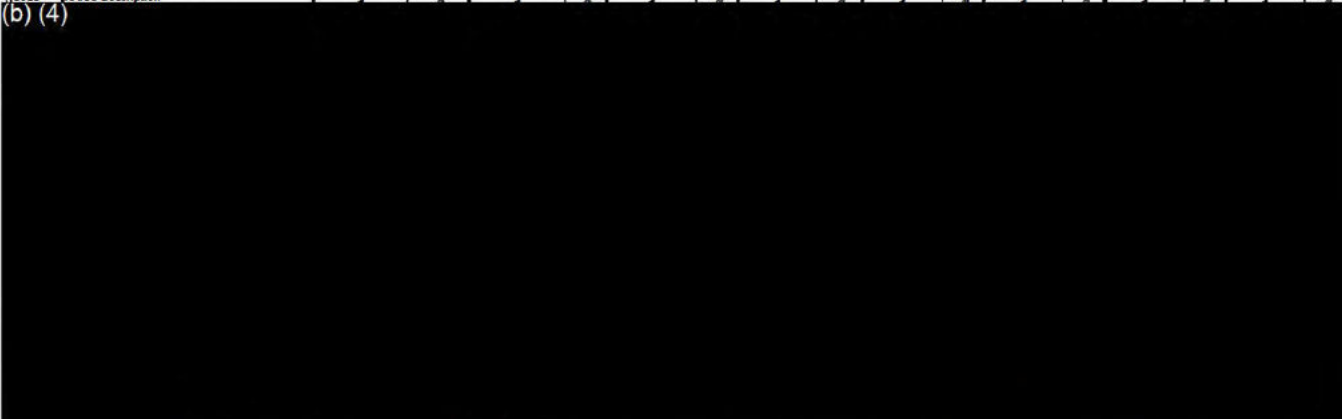
EXHIBIT 7
 GFY 2016 Products and Services Forecast by NAICs Codes

Products and Services

Lockheed Martin Proprietary Information

NAICS Code	NAICS Description	Total		LB		SB		SDB		WOSB		HUBZ		VOSB		SDVOSB	
		\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%

(b) (4)



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EXHIBIT 8

(b) (4)

(b) (4) GFY 2014

		SB				SDB				WOSB			
Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual	
%	%	\$	\$	%	%	\$	\$	%	%	\$	\$	%	%

(b) (4)

LARGE				EST SPEND			
Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual	
%	%	\$	\$	%	%	\$	\$

(b) (4)

(b) (4) GFY 2015

		SB				SDB			
Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual	
%	%	\$	\$	%	%	\$	\$		

(b) (4)

WOSB		LARGE				EST SPEND			
Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual	
%	%	\$	\$	%	%	\$	\$	%	%

(b) (4)

(b) (4) GFY 2014

		SB				SDB				VOSB			
Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual	
%	%	\$	\$	%	%	\$	\$	%	%	\$	\$	%	%

(b) (4)

LARGE				EST SPEND			
Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual	
%	%	\$	\$	%	%	\$	\$

(b) (4)

(b) (4) GFY 2015

		SB				SDB			
Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual	

(b) (4)

VOSB		LARGE				EST SPEND			
Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual		Goal / Actual	
%	%	\$	\$	%	%	\$	\$	%	%

(b) (4)

Exhibit 9
Lockheed Martin CAGE Codes and DUNS Numbers Listing

D&B DUNS NUMBERS	CAGE CODES	VENDOR	STREET	CITY	STATE	ZIP CODE
001690924	16331	Lockheed Martin Corporation	100 GLOBAL INNOVATION CIR	ORLANDO	Florida	32825-5003
002106276	80070	Lockheed Martin Corporation	2221 NIAGARA FALLS BLVD	NIAGARA FALLS	New York	14304-5709
002232973	3640	Lockheed Martin Corporation	1801 STATE ROUTE 17C	OWEGO	New York	13827-3998
002232973	3640	Lockheed Martin Corporation	1801 STATE ROUTE 17C	OWEGO	New York	13827-3998
002995582	08ZU4	Lockheed Martin Corporation	9970 FEDERAL DR	COLORADO SPRINGS	Colorado	80921-3616
003268869	98897	Lockheed Martin Corporation	86 S COBB DR SE	MARIETTA	Georgia	30063-0001
003419090	38597	Lockheed Martin Corporation	2323 EASTERN BLVD	BALTIMORE	Maryland	21220-4207
003419090	38597	Lockheed Martin Corporation	2323 EASTERN BLVD	BALTIMORE	Maryland	21220-4207
004181421	1DNT8	Lockheed Martin Special Products Co	3201 JERMANTOWN RD	FAIRFAX	Virginia	22030-2874
004506767	3DAJ9	Lockheed Martin Corporation	100 GLOBAL INNOVATION CIR	ORLANDO	Florida	32825-5003
004506767	3DAJ9	Lockheed Martin Corporation	PO BOX 70844 LM STS ACC5552834	CHICAGO	Illinois	60673
007113228	14213	Sandia Corporation	1515 EUBANK BLVD SE	ALBUQUERQUE	New Mexico	87123-3453
007113228	14213	Sandia Corporation	1515 EUBANK BLVD SE	ALBUQUERQUE	New Mexico	87123-3453
007113228	14213	Sandia Corporation	PO BOX 5520	ALBUQUERQUE	New Mexico	87185-5520
007688534	3LQT9	Lockheed Martin Corporation	4297 PACIFIC HWY	SAN DIEGO	California	92110-3236
008016958	81755	Lockheed Martin Corporation	1 LOCKHEED BLVD	FORT WORTH	Texas	76108-3619
008972556	1VQ29	Lockheed Martin Corporation	12257 S WADSWORTH BLVD	LITTLETON	Colorado	80125-8500
011174906	3FMK4	Lockheed Martin Corporation	12999 W DEER CREEK CYN RD	LITTLETON	Colorado	80127-5146
011367237	23892	Lockheed Martin Corporation	9221 CORPORATE BLVD	ROCKVILLE	Maryland	20850-3248
013907931	044G0	Lockheed Martin Corporation	4820 E DRY CREEK RD	LITTLETON	Colorado	80122
013921163	4N497	Lockheed Martin Corporation	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
014611318	08GY3	Lockheed Martin Corporation	100 CAMPUS DR	NEWTOWN	Pennsylvania	18940-1784
016107539	1B6J8	Lockheed Martin Services Inc.	3853 CALLE FORTUNADA	SAN DIEGO	California	92123-1856
016108909	27413	Lockheed Martin Corporation	2625 BAY AREA BLVD	HOUSTON	Texas	77058-1523
016913048	1W384	Lockheed Martin Corporation	6404 IVY LN STE 800	GREENBELT	Maryland	20770-1408
019172647	26629	Lockheed Martin Corporation	16 MAPLE RD	CHELMSFORD	Massachusetts	01824-3737
019710586	52088	Lockheed Martin Corporation	9500 GODWIN DR	MANASSAS	Virginia	20110-4166
020225678	41YL7	Lockheed Martin Corporation	4770 EASTGATE MALL	SAN DIEGO	California	92121-1970
021349816	62313	Lockheed Martin Corporation	ARKANSAS HWY205 HGHLD	CAMDEN	Arkansas	71701
022204072	06JJ5	Lockheed Martin Integrated Systems, Inc.	497 ELECTRONICS PKWY	SYRACUSE	New York	13221

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D&B DUNS NUMBERS	CAGE CODES	VENDOR	STREET	CITY	STATE	ZIP CODE
025174561	08YH4	Lockheed Martin Systems, Inc.	500 WOODLAKE DR STE 2	CHESAPEAKE	Virginia	23320-8923
027053730	1GWH1	Lockheed Martin Corporation	9300 28TH ST N	PINELLAS PARK	Florida	33782-6122
027053730	1GWH1	Lockheed Martin Corporation	9300 28TH ST N	PINELLAS PARK	Florida	33782-6122
032046666	16848	Lockheed Martin Sippican, Inc.	22051 NETWORK PLACE	CHICAGO	Illinois	60673-1220
032046666	16848	Lockheed Martin Sippican, Inc.	7 BARNABAS RD	MARION	Massachusetts	02738-1421
036774834	08PL1	Lockheed Martin Corporation	17100 MURPHY AVE	IRVINE	California	92614-5916
037225935	2B877	Lockheed Martin Engineering & Sciences Company	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
038871729	1PF13	Lockheed Martin Corporation	7100 STANDARD DR	HANOVER	Maryland	21076-1321
039836705	54274	Lockheed Martin Corporation	9500 GODWIN DR 400043	MANASSAS	Virginia	20110-4166
039836705	54274	Lockheed Martin Corporation	9500 GODWIN DR 400043	MANASSAS	Virginia	20110-4166
040855413	00GK2	Lockheed Martin Space Operations	JOHN C STENNIS CNTR	BAY SAINT LOUIS	Mississippi	39529-0001
041512187	9J897	Lockheed Martin Corporation	4000 MEMORIAL PKWY SW	HUNTSVILLE	Alabama	35802-1326
041512187	9J897	Lockheed Martin Corporation	4000 MEMORIAL PKWY SW	HUNTSVILLE	Alabama	35802-1326
044306348	3R150	Lockheed Martin Aspen Systems Corporation	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
058605858	4D149	Lockheed Martin Government Services, Inc.	1 CURIE COURT	ROCKVILLE	Maryland	20850
058605858	4D149	Lockheed Martin Government Services, Inc.	6404 IVY LN STE 800	GREENBELT	Maryland	20770-1408
061993606	34675	Lockheed Martin Corporation	5600 W SAND LAKE RD	ORLANDO	Florida	32819-8907
061993606	34675	Lockheed Martin Corporation	498 OAK RD	OCALA	Florida	34472-3099
063216634	1C6N5	LMC Properties, Inc.	100 S CHARLES ST STE 1400	BALTIMORE	Maryland	21201-2703
063216634	1C6N5	LMC Properties, Inc.	100 S CHARLES ST STE 1400	BALTIMORE	Maryland	21201-2703
065490773	53100	Lockheed Martin Corporation	13800 OLD GENTILLY RD	NEW ORLEANS	Louisiana	70129-2218
065490773	53100	Lockheed Martin Corporation	13800 OLD GENTILLY RD	NEW ORLEANS	Louisiana	70129-2218
067943220	3GJ62	Lockheed Martin Aeronautics Services-International	244 TERMINAL RD	GREENVILLE	South Carolina	29605-5508
070110937	5Z058	Lockheed Martin Federal Healthcare, Inc.	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
070542696	029K9	Lockheed Martin Integrated Systems, Inc	5600 W SAND LAKE RD	ORLANDO	Florida	32819-8907
070792213	77171	Lockheed Martin Employee Association, Inc.	800 WALKER ST SE	MARIETTA	Georgia	30060-2730
070792213	77171	Lockheed Martin Employee Association, Inc.	800 WALKER ST SE	MARIETTA	Georgia	30060-2730
075457143	5D177	Lockheed Martin Corporation	4800 BRADFORD DR NW	HUNTSVILLE	Alabama	35805-1949
075796037	56232	Lockheed Martin Corporation	55 CHARLES LINDBERGH BLVD # 1	UNIONDALE	New York	11553-3689
078669280	90536	Lockheed Martin Corporation	MS U2F26	EAGAN	Minnesota	55121
078669280	90536	Lockheed Martin Corporation	9500 GODWIN DR	MANASSAS	Virginia	20110-4166

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D&B DUNS NUMBERS	CAGE CODES	VENDOR	STREET	CITY	STATE	ZIP CODE
090621657	7M285	Lockheed Martin Corporation	PO BOX 33083	LAKELAND	Florida	33807
090621657	7M285	Lockheed Martin Corporation	3655 TAMPA RD	OLDSMAR	Florida	34677-6308
091645606	2734	Lockheed Martin Corporation	3 EXECUTIVE CAMPUS # 600	CHERRY HILL	New Jersey	08002-4160
102110608	57402	Lockheed Martin Corporation	3130 ZANKER RD	SAN JOSE	California	95134-1965
108948845	058W3	Lockheed Martin Corporation	PIER RD	CAPE CANAVERAL	Florida	32920
110385650	093L7	Lockheed Martin Corporation	103 CHESAPEAKE PARK PLZ	BALTIMORE	Maryland	21220-4201
110693335	0A486	Lockheed Martin Corporation	2 FORBES RD	LEXINGTON	Massachusetts	02421-7306
111922600	3CUQ0	Lockheed Martin Corporation	LOCKHEED MARTIN CORPORATION GLOBAL	CHICAGO	Illinois	60673-7426
111922600	3CUQ0	Lockheed Martin Corporation	WILCOX PLZ 7000 CLMT AVE WILCOX	FORT WORTH	Texas	76116
112279778	79272	Lockheed Martin Corporation	230 MALL BLVD	KING OF PRUSSIA	Pennsylvania	19406-2902
112279778	79272	Lockheed Martin Corporation	230 MALL BLVD	KING OF PRUSSIA	Pennsylvania	19406-2902
114394778	71717	Lockheed Martin Systems Designers, Inc.	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
119173318	6Z339	Lockheed Martin Aircraft Center	244 TERMINAL RD	GREENVILLE	South Carolina	29605-5508
120505321	1NHT9	Lockheed Martin Global Telecommunications LLC	1001 ADAMS AVE	NORRISTOWN	Pennsylvania	19403-2401
121371538	65113	Lockheed Martin Corporation	3251 HANOVER ST BLDG 201	PALO ALTO	California	94304-1121
124136961	2D654	Lockheed Martin Corporation	1055 W MERCURY BLVD # 312	HAMPTON	Virginia	23666-3300
131841822	4A3W7	Lockheed Martin Corporation	1210 MASSILLON RD	AKRON	Ohio	44315-0001
131841822	4A3W7	Lockheed Martin Corporation	1210 MASSILLON RD	AKRON	Ohio	44315-0001
132985321	1P7S8	Lockheed Martin Corporation	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
135776545	1UMJ7	Lockheed Martin Gyrocam Systems, LLC	5600 W SAND LAKE RD MP-265	ORLANDO	Florida	32819-8907
136196933	2AAG3	Lockheed Martin Integrated systems, Inc.	1210 MASSILLON RD	AKRON	Ohio	44315-0001
137036740	08BX7	Lockheed Martin Corporation	266 CASPIAN DR	SUNNYVALE	California	94089-1014
137196304	3JEN1	Lockheed Martin Corporation	1701 NORTH ST	ENDICOTT	New York	13760-5553
141935069	9B500	Lockheed Martin Corporation	3251 HANOVER ST C	PALO ALTO	California	94304-1121
142406169	3PVS5	Lockheed Martin Procerus Technologies, L.C.	500 S GENEVA RD	VINEYARD	Utah	84058-5802
142406169	3PVS5	Lockheed Martin Procerus Technologies, L.C.	500 S GENEVA RD	VINEYARD	Utah	84058-5802
142673172	3QJJ0	Lockheed Martin Corporation	IRWIN RD BLDG 1250	FORT BLISS	Texas	79916
147286186	3VQB0	Lockheed Martin Corporation	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
147328210	3VUJ2	Lockheed Martin Corporation	3100 ZANKER RD	SAN JOSE	California	95134-1965
147457373	3VVQ1	Lockheed Martin Corporation	1300 S LITCHFIELD RD # 9	GOODYEAR	Arizona	85338-1513
149375479	2J881	Lockheed Martin Coherent Technologies, Inc.	135 SOUTH TAYLOR AVENUE	LOUISVILLE	Colorado	80027

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D&B DUNS NUMBERS	CAGE CODES	VENDOR	STREET	CITY	STATE	ZIP CODE
149375479	2J881	Lockheed Martin Coherent Technologies, Inc.	135 S TAYLOR AVE	LOUISVILLE	Colorado	80027-3025
149769754	74703	Lockheed Martin Aeronautical Systems Support Company	86 S COBB DR SE	MARIETTA	Georgia	30063-0001
150049880	1TC51	Lockheed Martin Corporation	P.O. BOX 8048	PHILADELPHIA	Pennsylvania	19101
150049880	1TC51	Lockheed Martin Corporation	199 BORTONS LANDING RD	MOORESTOWN	New Jersey	08057-3048
153249859	1Y2P4	Lockheed Martin Desktop Solutions, Inc.	2700 PROSPERITY AVE	FAIRFAX	Virginia	22031-4339
155109184	06CL8	Lockheed Martin Corporation	1111 LOCKHEED MARTIN WAY	SUNNYVALE	California	94089-1212
155797108	6MF21	Lockheed Martin Global Inc.	6801 ROCKLEDGE DR	BETHESDA	Maryland	20817-1803
158140041	3538	Lockheed Martin Corporation	497 ELECTRONICS PKWY # 5	LIVERPOOL	New York	13088-5394
170204544	1Q1J8	Lockheed Martin Global Telecommunications Inc.	5600 W SAND LAKE RD	ORLANDO	Florida	32819-8907
175951300	59671	Lockheed Martin Corporation	3201 JERMANTOWN RD	FAIRFAX	Virginia	22030-2874
176325579	23991	Lockheed Martin Corporation	230 MALL BLVD	KING OF PRUSSIA	Pennsylvania	19406-2902
179351267	58691	Lockheed Martin Corporation	6304 SPINE RD	BOULDER	Colorado	80301-3320
181814575	0A489	Lockheed Martin Aeroparts, Inc.	211 INDUSTRIAL PARK RD	JOHNSTOWN	Pennsylvania	15904-1961
181814575	0A489	Lockheed Martin Aeroparts, Inc.	211 INDUSTRIAL PARK RD	JOHNSTOWN	Pennsylvania	15904-1961
182949776	8Y381	Lockheed Martin Training Solutions, Inc.	100 GLOBAL INNOVATION CIR	ORLANDO	Florida	32825-5003
187858907	7Y124	Lockheed Martin Corporation	400 VRGNA AVE SW STE 400	WASHINGTON	District of Columbia	20024
188160782	23917	Lockheed Martin Corporation	1111 LOCKHEED MARTIN WAY	SUNNYVALE	California	94089-1212
192193647	5D687	Lockheed Martin Internationals Services Corp.	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
195328133	0BHW2	Lockheed Martin Technical Operations Company	1309 MOFFETT PARK DR	SUNNYVALE	California	94089-1134
196189385	4939	Lockheed Martin Corporation	5600 W SAND LAKE RD	ORLANDO	Florida	32819-8907
196596688	0RDP9	Lockheed Martin Corporation	1111 LOCKHEED MARTIN WAY	SUNNYVALE	California	94089-1212
199845736	36090	Lockheed Martin L brascope Corporation	811 SONORA AVE	GLENDALE	California	91201-2433
361163384	1M3P9	Lockheed Martin Corporation	7 FRANKFORD AVE BLDG 680	ANNISTON	Alabama	36201-4199
557216512	0PV88	Lockheed Martin Unmanned Integrated Systems, Inc.	133 WEST PARK LOOP	HUNTSVILLE	Alabama	35806
557216512	0PV88	Lockheed Martin Unmanned Integrated Systems, Inc.	133 W PARK LOOP NW	HUNTSVILLE	Alabama	35806-1745
602634834	94271	Lockheed Martin Corporation	459 KENNEDY DR	ARCHBALD	Pennsylvania	18403-1598
612084574	0WWN8	Lockheed Martin Corporation	35 CORPORATE DR STE 250	BURLINGTON	Massachusetts	01803-4244
617379607	75538	Lockheed Martin Technical Services , Inc.	55 S HINCHMAN AVE	HADDONFIELD	New Jersey	08033-3725
617379607	75538	Lockheed Martin Technical Services , Inc.	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328

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D&B DUNS NUMBERS	CAGE CODES	VENDOR	STREET	CITY	STATE	ZIP CODE
618983050	0SET7	Lockheed Martin Technical Services , Inc.	300 LOCKHEED MARTIN DR	AMERICUS	Georgia	31719-8175
619434590	0L1E5	Lockheed Martin Corporation	1011 LOCKHEED WAY	PALMDALE	California	93599-0001
619434590	0L1E5	Lockheed Martin Corporation	PO BOX 905199	CHARLOTTE	North Carolina	28290-5199
619434590	0L1E5	Lockheed Martin Corporation	1011 LOCKHEED WAY	PALMDALE	California	93599-0001
786003350	3T755	Lockheed Martin Corporation	580 W CHEYENNE AVE # 130	NORTH LAS VEGAS	Nevada	89030-3967
787662220	066N5	Lockheed Martin Overseas Corporation	6801 ROCKLEDGE DR	BETHESDA	Maryland	20817-1803
787662220	066N5	Lockheed Martin Overseas Corporation	6801 ROCKLEDGE DR	BETHESDA	Maryland	20817-1803
790552504	4MZH8	Lockheed Martin Corporation	13560 DULLES TECH DR	HERNDON	Virginia	20171-3414
790552579	4MZK6	Lockheed Martin Corporation "National"	13560 DULLES TECH DR	HERNDON	Virginia	20171-3414
794571448	64059	Lockheed Martin Corporation	1701 W MARSHALL DR	GRAND PRAIRIE	Texas	75051-2704
801518747	0WMS3	Lockheed Martin Aculight Corporation	22121 20TH AVE SE	BOTHELL	Washington	98021-4408
805258373	77609	Lockheed Martin Services Inc.	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
808668743	0XYD8	Lockheed Martin Corporation	5500 COUNTY ROAD 37	TROY	Alabama	36081-8127
808668743	0XYD8	Lockheed Martin Corporation	5500 COUNTY ROAD 37	TROY	Alabama	36081-8127
809442366	500L4	Lockheed Martin Corporation	15052 CONFERENCE CTR	CHANTILLY	Virginia	20151-3858
809764327	0CJ95	Lockheed Martin Corporation	2025 RESEARCH PKWY STE A	COLORADO SPRINGS	Colorado	80920-1031
827429312	563J1	Lockheed Martin Corporation	2323 EASTERN BLVD	BALTIMORE	Maryland	21220-4207
828850169	1FUD6	Lockheed Martin Logistics Services, Inc	244 TERMINAL RD	GREENVILLE	South Carolina	29605-5508
834951691	02GJ5	Lockheed Martin Corporation	6801 ROCKLEDGE DR	BETHESDA	Maryland	20817-1877
834951691	02GJ5	Lockheed Martin Corporation	PO BOX 730093	DALLAS	Texas	75373-0093
839379781	02CD6	Lockheed Martin Corporation	346 BOLLAY DR	GOLETA	California	93117-5550
839379781	02CD6	Lockheed Martin Corporation	346 BOLLAY DRIVE	GOLETA	California	93117
848028494	2769	Lockheed Martin Corporation	6801 ROCKLEDGE DR	BETHESDA	Maryland	20817-1803
848028494	2769	Lockheed Martin Corporation	199 BORTONS LANDING RD	MOORESTOWN	New Jersey	08057-3048
849133640	1BV49	Lockheed Martin Corporation	685 CITADEL DR E	COLORADO SPRINGS	Colorado	80909-5368
878933951	0YTZ8	Lockheed Martin Aspenmed Services, Inc.	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
940019474	2F600	Lockheed Martin Operations Support Inc.	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
940019474	2F600	Lockheed Martin Operations Support Inc.	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328
942512757	55316	Lockheed Martin Corporation	100 E 17TH ST	RIVIERA BEACH	Florida	33404-5664
942512757	55316	Lockheed Martin Corporation	100 E 17TH ST	RIVIERA BEACH	Florida	33404-5664
943786715	0NYX6	Lockheed Martin Corporation	2800 AIRPORT DR	HARLINGEN	Texas	78550-3664
945483238	3N592	Lockheed Martin Corporation	10325 MEANLEY DR	SAN DIEGO	California	92131-3011
948593264	09PE1	Lockheed Martin Advanced Environmental Systems, Inc.	700 N FREDERICK AVE	GAITHERSBURG	Maryland	20879-3328

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D&B DUNS NUMBERS	CAGE CODES	VENDOR	STREET	CITY	STATE	ZIP CODE
948604350	1U563	Lockheed Martin Logistics Management Inc.	244 TERMINAL RD	GREENVILLE	South Carolina	29605-5508
962972159	622B7	Lockheed Martin Corporation	5749 BRIAR HILL RD	LEXINGTON	Kentucky	40516-9721
963313684	63DZ3	Lockheed Martin CDL Systems USA, Inc.	1525 PERIMETER PKWY NW STE 520	HUNTSVILLE	Alabama	35806-3558
963313684	63DZ3	Lockheed Martin CDL Systems USA, Inc.	1525 PERIMETER PKWY NW # 520	HUNTSVILLE	Alabama	35806-3560
965515869	5D278	Lockheed Martin Corporation	BLDG 8401	LOMPOC	California	93437
968654202	04RY2	Lockheed Martin Corporation	1008 N JOHN REDDITT DR	LUFKIN	Texas	75904-2628



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Exhibit 10
Listing of Open Contracts Covered Under the CSP

LIST OF NON-CLASSIFIED CONTRACTS COVERED UNDER CSP	RELATED CAGE CODE	RELATED DUNS NUMBER
F3365797L2018	81755	008016958
F3365797L2019	98897	003268869
F3365799C0059	81755	008016958
N0001902C3002	81755	008016958
F3365701C0014	81755	008016958
F3365700L2039	0L1E5	619434590
F0470102C0002	06887	872978978
F0470102C0003	06887	872978978
N0003904C2009	06887	872978978
FA861505C6002	81755	008016958
N0002401C5168	02769	848028494
SPM54006DBP01	563J1	827429312
FA881806D0024	3YXP0	147329176
N0002406C5120	02769	848028494
W58RGZ06C0169	04939	196189385
FA861507C6031	81755	008016958
FA861507C6032	81755	008016958
FA862504D64520003	98897	003268869
FA865005G55030003	81755	008016958
N0017804D40790012	4FZ81	780820002
FA882307C0001	3VUR8	147459577
N0003007C0100	06887	872978978
F4262001D0058SCBC	81755	008016958
NRO00007C0062	08YH6	113168686
FA861507C6034	81755	008016958
N0001907C0097	81755	008016958
W31P4Q07C0154	04939	196189385
FA670308C0001	98897	003268869
W31P4Q08C0359	04939	196189385
FA877104D0008TB01	4TE14	801371365
FA852709C0056	02769	848028494
N0003010C0100	06887	872978978
F4262001D0058SCBT	81755	008016958
N0002409C4201	16331	001690924
HQ000604D00060022	5D177	075457143
N0002409C4216	16331	001690924
N0001909C0010	81755	008016958

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LIST OF NON-CLASSIFIED CONTRACTS COVERED UNDER CSP CONTINUED	RELATED CAGE CODE	RELATED DUNS NUMBER
N0017809C2001	52088	019710586
N0002409C5110	02769	848028494
W9113M07D00060032	1H2F6	068514251
FA850406D00010419	98897	003268869
W31P4Q10C0085	64059	794571448
N0001910C0002	81755	008016958
FA860710C2798	81755	008016958
FA865008D38580016	81755	008016958
N0001409D07020002	02769	848028494
N6833510C0225	16331	001690924
W58RGZ10C0028	04939	196189385
W900KK09D03140011	16331	001690924
W31P4Q10C0086	64059	794571448
W900KK11C0004	16331	001690924
W900KK11C0005	16331	001690924
FA865008D38580017	81755	008016958
F0960403D0031182182	3VRZ1	147286418
F4262001D00580955	81755	008016958
F0960403D0031192192	3VRZ1	147286418
N6893610D0044	98897	003268869
N0001910C0064	3VUR8	147459577
FA865008D38580020	81755	008016958
W9113M10C0034	0WMS3	801518747
W31P4Q10C0240	77609	834951691
FA865010C7069	81755	008016958
N0002410D42030006	52088	019710586
W9113M07D00060048	1H2F6	068514251
FA862610D21330001	04939	196189385
FA850407D00030011	98897	003268869
F1962800C0019	3VPT9	147285949
W31P4Q11C0001	64059	794571448
N0038305D005B7180	03538	158140041
FA865011C3101	81755	008016958
W31P4Q07G0001/00170017	64059	794571448
FA881806D00240112	3YXP0	147329176
N0038305D005B7186	03538	158140041
N6893610D00350002	16331	001690924
N0017804D4079MUT2	4FZ81	780820002
FA862511C6597	98897	003268869

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N0001410D00170001	81755	008016958
FA862011C3007	3VPT9	147285949
W31P4Q11C0206	77609	834951691
N0001909D00150027	98897	003268869
W900KK09D03140013	16331	001690924
N0017804D4079NS02	4FZ81	780820002
F4262001D00581015	81755	008016958
W91WAW08D00110015	4FZ81	780820002
W900KK09D03140014	16331	001690924
FA865011C2201	03640	002232973
W58RGZ11C0120	04939	196189385
FA255011C8002	08YH6	113168686
N0003011C0019	06887	872978978
F4262001D00581038	81755	008016958
N0038311D006N7002	03538	158140041
F4262001D00581082	81755	008016958
F4262001D00581023	81755	008016958
W81XWH08D00390013	77609	834951691
F4262001D00580922	81755	008016958
W31P4Q11C0242	04939	196189385
N0001909D00220053	81755	008016958
FA865008D38580026	81755	008016958
N0001911C0083	81755	008016958
F3365702D00090075	81755	008016958
M6785410D22000022	03538	158140041
W31P4Q12C0002	64059	794571448
W900KK09D03140017	16331	001690924
W900KK11D00010004	16331	001690924
FA850411D00040003	98897	003268869
W81XWH08D00390014	77609	834951691
FA853008D00080021	1WQX4	031480416
W911W410D00250008	77609	834951691
N6833511C0403	03640	002232973
FA86501121181	65113	121371538
FA853008D00080023	1WQX4	031480416
W9113M07D00060065	1H2F6	068514251
W58RGZ11C0182	04939	196189385
N6893610D00350004	16331	001690924
W900KK11D00010005	16331	001690924

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LIST OF NON-CLASSIFIED CONTRACTS COVERED UNDER CSP CONTINUED	RELATED CAGE CODE	RELATED DUNS NUMBER
W58RGZ12C0018	04939	196189385
W58RGZ12C0009	04939	196189385
FA865008D38580027	81755	008016958
N0038311D006N7008	03538	158140041
FA862504D64520007	98897	003268869
F3460199D00020086	1FGL4	125456652
N6833509D00060075	16331	001690924
FA861512C6012	81755	008016958
F4262001D00581107	81755	008016958
FA861512C6011	81755	008016958
F4262001D00581161	81755	008016958
HQ014712D00030001	3VQB0	147286186
GS00Q09BGD0039D12PD00538	4VP27	807174276
W31P4Q12C0081	64059	794571448
N0038311D006N7010	03538	158140041
W91QUZ06D00172A11	4JV82	785137154
HQ014712D00030004	3VQB0	147286186
F0960403D0031234234	3VRZ1	147286418
N0003010G0029VX12	56232	075796037
S5105A12F0023	71717	114394778
W31P4Q12C0167	64059	794571448
HR001112C0039	0L1E5	619434590
N0038311D006N7011	03538	158140041
N0010409GRS300017	52088	019710586
F4262001D00581222	81755	008016958
W31P4Q12C0151	64059	794571448
F4262001D00581231	81755	008016958
N0001912C0004	81755	008016958
FA880812F0001	4X260	836196972
W31P4Q12C0001	75051	794571448
N0038311D006N7012	03538	158140041
N0042112D00080003	1FUD6	023110377
N0003012C0023	06887	872978978
N0042112D00080004	1FUD6	023110377
N6833512C0204	16331	001690924
N6893612C0212	0WMS3	801518747
SPRPA109G002Y5052	03640	002232973
SPRPA109G002Y5050	03640	002232973
N0003010G0029VX13	56232	075796037

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SPRPA109G002Y5051	03640	002232973
W91QUZ06D0017BD04	4JV82	785137154
N0001913C0017	98897	003268869
FA945112C0144	2J881	149375479
W911W61220008	03640	002232973
W900KK11D00010006	16331	001690924
FA881012C0001	06887	872978978
N0001909G00054049	03640	002232973
W900KK12C0053	64059	794571448
N0001912C0116	03640	002232973
W911SE07D0039BR01	4X260	836196972
N0003012C0058	06887	872978978
N0003011G0049QX07	06887	872978978
FA861512C6016	81755	008016958
FA861513C6048	81755	008016958
F3460199D00020089	1FGL4	125456652
F3460199D00020090	1FGL4	125456652
SPRWA113D0002	563J1	827429312
FA865008D38580032	81755	008016958
W900KK11D00010101	16331	001690924
M6785410D22000030	03538	158140041
N0010409GRS301346	52088	019710586
N0025311D00030028	52088	019710586
N0002413C4202	16331	001690924
F4262001D0058SCD7	81755	008016958
W58RGZ13C0021	04939	196189385
N6833509D00060094	16331	001690924
F4262001D00581288	81755	008016958
N0038311D006N7019	03538	158140041
W31P4Q13C0068	64059	794571448
FA882313C0002	08YH6	113168686
F4262001D0058SCE1	81755	008016958
FA862113C6256	4A3W7	131841822
FA873013D00060003	3VPT9	147285949
N0038311D006N7020	03538	158140041
N0001909D0015RK07	98897	003268869
N0001910D00150017	98897	003268869
F4262001D0058SCD8	81755	008016958
FA852513D0001	98897	003268869

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N0038311D006N7023	03538	158140041
N0038311D006N7021	03538	158140041
N0038311D006N7022	03538	158140041
FA852513D00010001	98897	003268869
FA881013C0001	06887	872978978
N0002413C4208	16331	001690924
N0001913D00050004	81755	008016958
W58RGZ13C0029	04939	196189385
N0003010G0029VX14	56232	075796037
N0001913D00050008	81755	008016958
FA881806D00240166	3YXP0	147329176
N0025311D00030037	52088	019710586
N0038309G002H7077	98897	003268869
N0001913C0141	0L1E5	619434590
N6339413C1307	6C8L3	828041934
FA850414C0003	98897	003268869
HM157213C0002	3VUS0	147460526
W31P4Q13D00300002	64059	794571448
FA875013C0121	3VUR8	147459577
N0010409GRS301437	52088	019710586
N0002413C4105	6C8L3	828041934
FA854013C0016	1Q1J8	170204544
W31P4Q13C0100	64059	794571448
HC102812D00210005	3VTD1	147286699
SPE4A113G0007	563J1	827429312
W81XWH08D00390015	77609	834951691
FA852513D0004	98897	003268869
FA852513D00040001	98897	003268869
W58RGZ13C0112	03640	002232973
N0003013C0043	06887	872978978
SPRMM113CWB09	02769	848028494
FA865008D38580034	81755	008016958
FA854013C0025	04939	196189385
N0003013C0039	06887	872978978
FA852209D00040038	04939	196189385
W31P4Q13D00300005	64059	794571448
N0001913D00110001	03640	002232973
SPRPA109G002Y0004	03640	002232973
F4262001D00581344	81755	008016958

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F4262001D00581374	81755	008016958
N0001913D00050021	81755	008016958
F4262001D00581119	81755	008016958
SPRPA109G002Y5101	03640	002232973
SPRPA109G002Y5102	03640	002232973
N0025311D00030051	52088	019710586
N0001913D00050024	81755	008016958
FA865013C5209	0L1E5	619434590
SPRWA113D2000THA0	03640	002232973
SPRWA113D2000THA1	03640	002232973
SPRWA113D2000THA2	03640	002232973
HQ014712D00030010	3VQB0	147286186
HQ014712D00030011	3VQB0	147286186
HDTRA108D00160020	4X260	836196972
HDTRA108D00160019	4X260	836196972
F4262001D00581390	81755	008016958
FA852113C0009	06887	872978978
F4262001D00581391	81755	008016958
FA852513D00030007	98897	003268869
FA850406D00010814	98897	003268869
N0038313G004N7000	04939	196189385
FA852712G002210051005	3VRZ1	147286418
FA852712G002210061006	3VRZ1	147286418
SPRWA113D2000THA4	03640	002232973
SPRWA113D2000THA5	03640	002232973
SPRWA113D2000THA6	03640	002232973
N0001913D00110005	03640	002232973
HQ014712D00030009	3VQB0	147286186
SPRWA113D2000THA7	03640	002232973
FA862610D21330005	04939	196189385
W900KK13D00020003	16331	001690924
FA853008D00080027	1WQX4	031480416
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LIST OF NON-CLASSIFIED CONTRACTS COVERED UNDER CSP CONTINUED	RELATED CAGE CODE	RELATED DUNS NUMBER
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LIST OF NON-CLASSIFIED CONTRACTS COVERED UNDER CSP CONTINUED	RELATED CAGE CODE	RELATED DUNS NUMBER
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LIST OF NON-CLASSIFIED CONTRACTS COVERED UNDER CSP CONTINUED	RELATED CAGE CODE	RELATED DUNS NUMBER
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W31P4Q14C0124	64059	794571448

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W31P4Q13D00300012	64059	794571448
W31P4Q14C0136	64059	794571448
FA851913D00030007	16331	001690924
N6339413D13010006	02769	848028494
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FA851913D00030009	16331	001690924
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SPRWA113D2000THB0	03640	002232973
W909MY14C0037	04939	196189385
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SPRTA114C0134	03640	002232973
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N0001913D00110020	03640	002232973
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SPRWA113D2000THAW	03640	002232973
SPRWA113D2000THAZ	03640	002232973
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N0038312G010F7037	03640	002232973
FA852513D00030016	98897	003268869
N0038312G010F7036	03640	002232973
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FA881806D0024195	3YXP0	147329176
W31P4Q15C0028	64059	794571448

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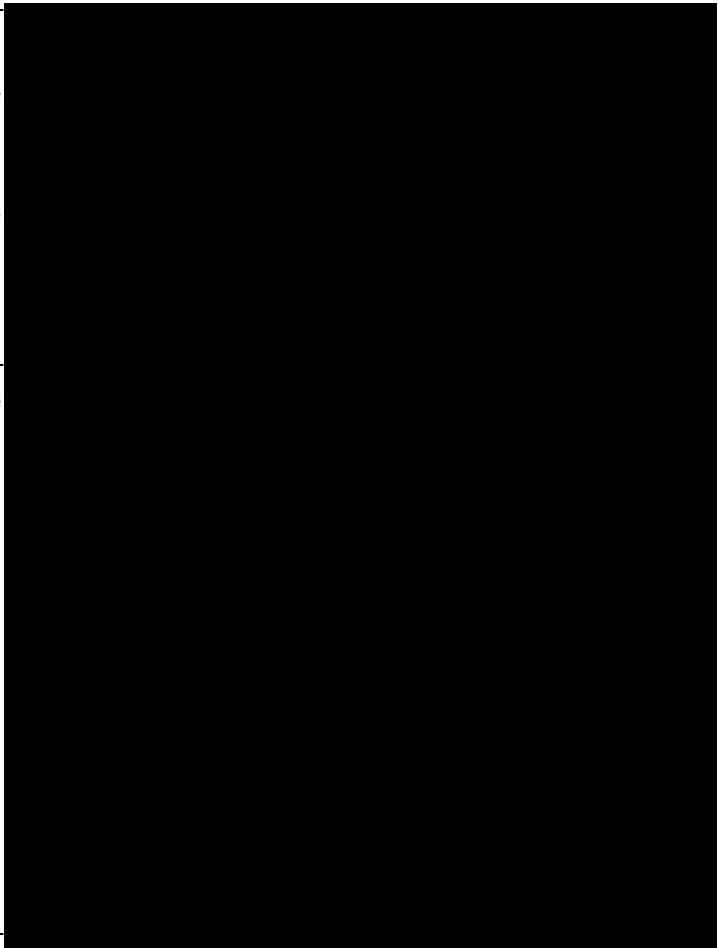
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LIST OF NON-CLASSIFIED CONTRACTS COVERED UNDER CSP CONTINUED	RELATED CAGE CODE	RELATED DUNS NUMBER
N0001914G00205507	81755	008016958
SPRHA515C0004	03538	158140041
SPRWA113D2000THCF	03640	002232973
HDTRA108D00160026	4X260	836196972
W909MY12D00170016	1UMJ7	135776545
GS23F0150SFA8730-15-F-0054	3VUR8	147459577
FA868214D00290009	04939	196189385
N0018912DZ0100171	6C8L3	828041934
N0002412G43294L30	38597	003419090
N0010414GA1011071	52088	019710586
W909MY12D0017ZS03	1UMJ7	135776545
FA825115D00880001	03640	002232973
N0002410D42030065	52088	019710586
W31P4Q13D00300019	64059	794571448
N0025311D00030082	52088	019710586

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#	Title	Concern	Lockheed Martin Response	Status
1	eSRS reporting (2014)	<p>The SSR report was found to be inaccurate. This review noted three suppliers counted as SDB that were not SDB. A total of \$7,351,653.26 for the SDB category is disallowed. LM was informed during the exit briefing that the FY14 SSR report was going to be rejected so they can apply necessary corrections to the dollars shown under the SDB category. A recap of the finding documented under Part III 2 (a) follows:</p> <ul style="list-style-type: none"> o Mustang Technology Inc., supplier was counted as SDB but is not; disallow \$5,600,000 (only one Purchase Order issued in FY14) o Vantage Applications Inc., supplier was counted as SDB but is not SDB; disallow \$186,571.35 (only one PO issued in FY14) o Mackee, Inc., supplier was counted as SDB but is not SDB; disallow \$1,565,081.91 for all POs issued in FY14 		
2	Self-certification at the time of award (2014)	<p>CFR 121.411 (b) states "even if a concern is on a small business source list it must qualify and self-certify as a small business at the time it submits its offer". LM's subcontractors did not submit a written self-certification at the time of the offer since subcontractors only log into EXOSTAR annually or when there is status change. Subcontractors do not log into EXOSTAR when they receive each subcontract.</p>		
3	Prime contractor's acceptance of a supplier electronic self-certification as to size (2013)	<p>LM relies on subcontractors' electronic self-certifications as to size. The federal register July 16, 2013 added a new provision to CFR 121.411(b) even if a concern is on a small business source list it must qualify and self-certify as a small business at the time it submits its offer. Prime contractor may accept an electronic self-certification as to size, if the subcontract contains a clause providing that the contractor plans to rely on SAMS for self-certification verification as to be current, accurate and complete as of the date of the offer for the subcontract. LM purchase orders do not contain the clause as this is a very recent change. LM will be required to make changes to add a clause to their subcontracts to validate the offeror verifies at time of offer that their size (certs and reps) in SAM are current, accurate and complete as of the date of the offer for the subcontract if they want to continue to accept electronic size self-certifications.</p>		

4	Electronic Signature/Signature on same page the supplier acknowledges its size status (2013)	13CFR121.411 (f) that states and quote: "An authorized official must sign the certification on the same page containing the size status claimed by the concern." According to SBA, the FAR council is working on publishing a final rule on the subject of electronic signature and the electronic self-certification that should combine the new requirements in order for everyone to use consistent guidance. Once this final rule is published and during the comments period, it is recommended that LM submit their comments to the FAR council for consideration.
5	The purchase order does not contain the NAICS code (2013)	Lockheed Martin must assure that any systemic changes with financial implications be specific and comprehensive. As such, LM will request a meeting with the SBA to clarify 13CFR125.3(c)(v) specific to inclusion of the NAICS code on the purchase order. A corrective action plan will be defined subsequent to the discussion.

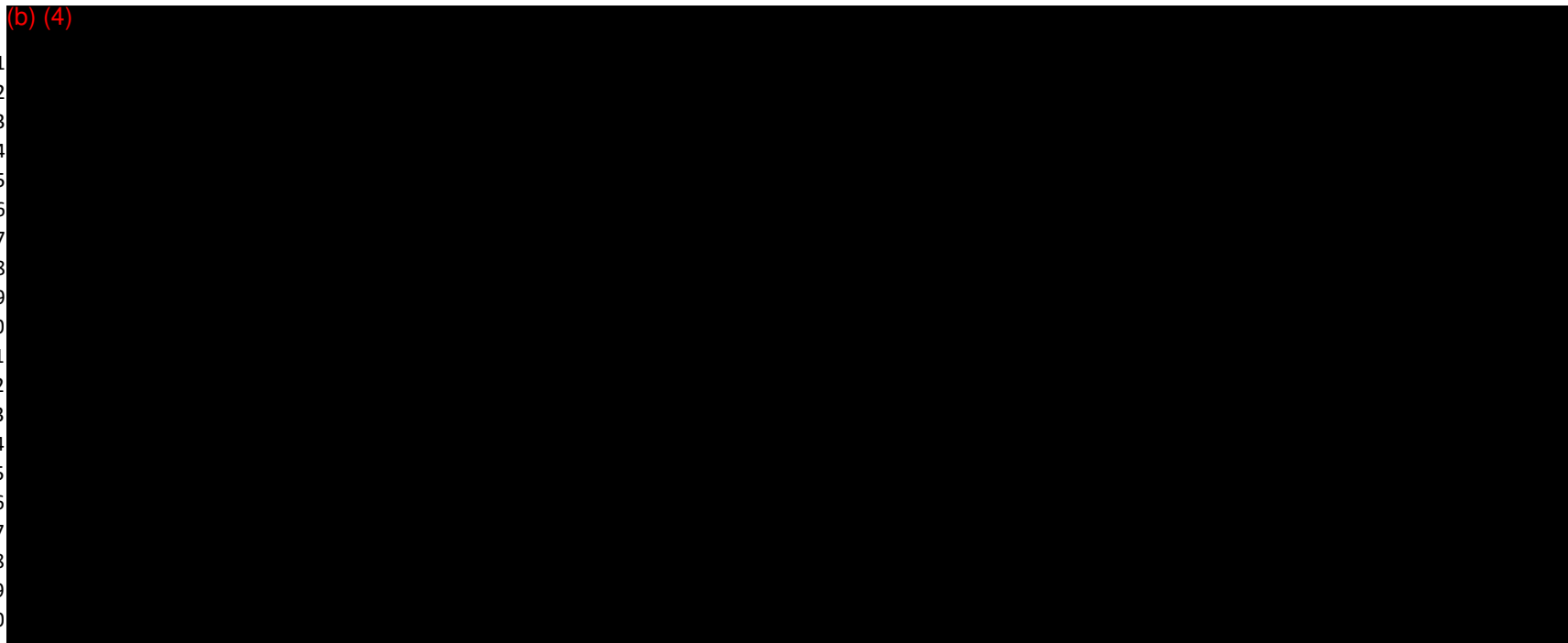


\$700K+

(b)(4)

(b) (4)

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USA00511

From: Raheb, Susannah L
 To: Vasquez, Luz
 Cc: Deskins, Nancy H (b)(4)
 Subject: (b)(4)
 Date: Friday, December 12, 2014 7:06:11 AM
 Attachments: (b)(4) (b)(4)

Hi Luz,

Thank you for allowing us time to investigate and respond to your question. When we first reviewed the report, we did notice the dollars were less than the semi-annual report and attributed this to the large funding release adjustment in September. After further investigating in response to your email, we have found a strange glitch with this report. For some reason when running the report on Oct 23, the system didn't include the negative funding adjustment in this report. We re-ran the program report and it now shows up.

We then wanted to verify this was an isolated incident versus an overall systemic issue, so we then looked into the overall semiannual report and the Air Force military report to make sure the adjustment was included. We were able to verify it was included in both reports so they are correct as submitted. We also re-ran all of the program-level reports and everything matches up. So the good news is it is an isolated incident, but we cannot explain why the system didn't include the adjustment in the original report. We have asked our systems specialists to investigate since this is such an anomaly.

I've enclosed the updated report as well as details on the commitments and decommitments during the reporting period.

Please let me know if you wish to further discuss. I can include our systems specialists in the discussion as well.

Thanks,
 Suzanne

-----Original Message-----

From: Raheb, Susannah L
 Sent: Thursday, December 11, 2014 10:50 AM
 To: 'Vasquez, Luz'
 Cc: Deskins, Nancy H
 Subject: RE: (b)(4) (b)(4)

Luz,

I really apologize for taking so long to get back with you. We have found a system anomaly with this particular report, but I want to make sure it's isolated incident versus a systemic issue. So far, everything is validating, but I've asked Pat to re-rerun and compare all program level reports just to make sure. She should be able to have this complete by this afternoon. I'll provide more details as well as an updated report once the review is complete.

Thanks,
 Suzanne

-----Original Message-----

From: Vasquez, Luz (b)(6) (b)(6)
 Sent: Tuesday, December 09, 2014 12:40 PM
 To: Raheb, Susannah L
 Cc: Deskins, Nancy H (b)(4) (b)(4) (b)(4) (b)(4)
 Subject: EXTERNAL: RE (b)(4) (b)(4) (b)(4) (b)(4)

I'm still not clear on the (b)(4) program, if the original value was (b)(4) with a decommit of (b)(4) it should come down to (b)(4) plus the allocation of indirects. When I look at the direct spend reported it shows 729. Would you take a closer look at the report and see if it makes sense to you, and if it does go ahead and explain in detail the breakdown because I can't pair it up.
 (b)(4)

PS Sorry, I know you are at a conference, but I need to get this report out soon.

thanks,

Luz M Vasquez
 Program Manager
 Comprehensive Subcontracting Program
 DCMA Small Business Center/DCMA-AQSCC
 (b)(6) (b)(6)

From: Raheb, Susannah L (b)(6) (b)(6)
 Sent: Monday, December 08, 2014 3:59 PM
 To: Vasquez, Luz
 Cc: Deskins, Nancy H
 Subject: RE: (b)(4) (b)(4)

Luz,

Here's the response. I apologize for the delay. They are on Pacific Time and wanted to run the response by the program manager before sending. Also, I am providing a few other programs details that you may question since the numbers have declined due to decommitments.

Please let me know if you have further questions.

Thanks,
 Suzanne (b)(4) (b)(4)

(b)(4) - The PO was released into the procurement system at full multi-year contract value of (b)(4). A manual update was made in the amount of (\$296,587,794) to reflect actual GFY 14 funding released.
 (b)(4)

NRO - PO 4101040908 to (b)(4) de-committed for \$34,390. This is a large business - de-commitment happened Sept, 2014. The purpose of this amendment is to close this PO short at costs incurred.

C130J Navy - HUBZone dollars are lower than mid-year - PO 6533586693 had a de-commitment of \$7,334 - September, 2014.

-----Original Message-----

From: Vasquez, Luz (b)(6) (b)(6)
 Sent: Monday, December 08, 2014 3:26 PM
 To: Raheb, Susannah L
 Subject: EXTERNAL: RE (b)(4) (b)(4)

Any news yet?

-----Original Message-----

From: Raheb, Susannah L (b) (6) (b)(6)
 Sent: Friday, December 05, 2014 3:38 PM
 To: Vasquez, Luz
 Cc: Deskins, Nancy H
 Subject: RE: (b) (4) (b)(4)

Hi Luz,

I just wanted to let you know that I am working on responding to your question. It was one that we had identified, but I am trying to get direct input from the Business Area. Everyone is out today so I would expect to have an answer on Monday.

Have a great weekend,
 Suzanne

-----Original Message-----

From: Vasquez, Luz (b) (6) (b)(6)
 Sent: Thursday, December 04, 2014 2:41 PM
 To: Raheb, Susannah L
 Cc: Deskins, Nancy H
 Subject: EXTERNAL (b) (4) (b)(4)

Hello Suzanne (b)(4)

Maybe the contract you were thinking about is related to the AF (b) (6). I see a discrepancy with the numbers, please look it over and let me know.

thanks

Luz M. Vasquez
 Program Manager
 Comprehensive Subcontracting Program
 DCMA Small Business Center/DCMA-AQSCC

(b) (6) (b)(6)

DCMA appreciates your feedback. Please provide feedback by clicking on <https://pubapp.dcmamil/CustSat/main.jsp> <<https://bluemaatl.dcmamil/owa/redir.aspx?C=b9955337a0d84bbb8c8045bdf0d373ce&URL=https%3a%2f%2fpubapp.dcmamil%2fCustSat%2fmain.jsp>>

<<https://pubapp.dcmamil/CustSat/main.jsp>>3<<https://bluemaatl.dcmamil/owa/redir.aspx?C=b9955337a0d84bbb8c8045bdf0d373ce&URL=https%3a%2f%2fpubapp.dcmamil%2fCustSat%2fmain.jsp>>> to help us better support your needs. For #1 We fall under Products and Services as Pre-Award Acquisition Planning Support -Small Business Support and under #6 we are listed in the HQ & Center Support dropdown as "DCMA Small Business Center."

(b) (4)



From: Crawford, MARTHA
To: [Vasquez, Luz](#)
Subject: [Non-DoD Source] RE: FY18 goal achievement
Date: Thursday, February 15, 2018 10:24:59 AM

Thank you for the feedback Luz, we'll provide an update as quickly as possible.

Martha

-----Original Message-----

From: Vasquez, Luz (b) (6) (b)(6)
Sent: Thursday, February 15, 2018 11:04 AM
To: Crawford, MARTHA (US) (b) (6) (b)(6)
Subject: EXTERNAL: FY18 goal achievement

Good Morning Martha

I just completed reviewing your FY18 Q1 report. Sikorsky is slightly falling short in 3 out of 6 goals. Even when there are still 3 more quarters of ongoing procurements, DCMA request you to provide a monthly goal status report with any update towards your outreach efforts. Also, please provide me an update on the acceptance of the final inspection of the first deliveries of (b) (4), I want to ensure the milestones for your Alternate Source initiative are met and/or if there are any issues in meeting the objectives that we are fully aware of where Sikorsky is with this initiative.

(b)(4)

Thank you much,
V/R,

Luz M. Vasquez
Defense Contract Management Agency
Comprehensive Subcontracting Program
Small Business Compliance Center (AQS)

(b) (6)

(b)(6)

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From: Crawford, MARTHA
To: [Vasquez, Luz](#)
Subject: [Non-DoD Source] RE: FY18 goal achievement
Date: Thursday, February 15, 2018 10:24:59 AM

Thank you for the feedback Luz, we'll provide an update as quickly as possible.

Martha

-----Original Message-----

From: Vasquez, Luz (b) (6)
Sent: Thursday, February 15, 2018 11:04 AM
To: Crawford, MARTHA (US) (b) (6)
Subject: EXTERNAL: FY18 goal achievement

Good Morning Martha

I just completed reviewing your FY18 Q1 report. Sikorsky is slightly falling short in 3 out of 6 goals. Even when there are still 3 more quarters of ongoing procurements, DCMA request you to provide a monthly goal status report with any update towards your outreach efforts. Also, please provide me an update on the acceptance of the final inspection of the first deliveries (b) (4), I want to ensure the milestones for your Alternate Source initiative are met and/or if there are any issues in meeting the objectives that we are fully aware of where Sikorsky is with this initiative.

Thank you much,
V/R,

Luz M. Vasquez
Defense Contract Management Agency
Comprehensive Subcontracting Program
Small Business Compliance Center (AQS)
(b) (6)

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From: [Vasquez, Luz](#)
To: [Crawford, MARTHA](#)
Cc: (b) (6) (b)(6)
Subject: RE: Sikorsky FY18 CSP plan
Date: Thursday, August 31, 2017 1:48:00 PM
Importance: High

Hello Martha,

Please see below recommendations and findings on your FY18 CSP submission:

Section 10. Allocation rate Explanation: Please add a statement to your paragraph 2 of this section, after the SDB example to note that the methodology is the same for each small business category utilized.

Section 13. Equitable subcontracting. This section of your plan is incomplete as it leaves the government with a list of Sikorsky's procedures numbers and other compliance numbers and titles with no description of efforts. The plan should describe the efforts Sikorsky has in place to ensure small business concerns have an equitable opportunity to compete for subcontracts. You might consider price factors, however, that does not necessary translate to efforts to level the plain field. This section should have a description of efforts along with the references.

Section 14. Records. The plan does not provide assurances that Sikorsky will maintain source list, guides, or other data that identify each small business category for the purpose of soliciting in accordance with FAR 52-219-9(d)(11)(i). Please update to meet this requirement.

Section 15. Subcontracting Flow down provisions. The last sentence needs to be corrected as is it could be taken as if Sikorsky will be the one submitting periodic reports for its subcontractors. Please revise

Section 17 and Section 18. Target Industries. What is the relationship between work transition and your target industry proposed goals? Work transition should assist with Sikorsky's efforts to move spend from a commodity that is mainly large to small, as such increasing your SB base for that particular commodity. Based on your gate reviews, (b)(4) what percentage of your (b) (4) are subcontracted to large? When I read your plan, Section 17 and 18 have no relationship, it seems as the considerations made in your two commodities are based on an increase of purchase orders to your existing SB suppliers, not a work transition change. The issue with that approach is if the supplier changes size status the spend will move to large (b)(4)

(b)(4) Further, in your target Industries you identify a goal of (b) (4) and (b) (4) goals, what is the baseline for each commodity? What's the impact to your goals? Is (b) (4) going to significant change in your supplier base? It also states metrics will be provided quarterly. Define quarterly goals, if you are using the MRP system there should be an estimate on when these orders will be placed and the total value, the aggregate of total dollars should be reported quarterly and used as milestones. Keep in mind that the goal will not change.

In your initiatives,

(b)(4)

1. Alternate source, is same initiative for the past few years with a migration of work estimated at (b) (4) At this point these estimated values should be firm values, please revise the narrative and take a closer look at the values and projected procurements. The goal should be an annual goal, we don't want to carry over efforts, and we want to narrow it to a year projection. Your narrative also talks about a Mentor Protégé effort. That would be an excellent initiative on its own. Consider looking into this. Again we need milestones per quarter

2. 3rd Part provided training for Sikorsky employees. This is the same initiative as FY17, the RFQ for this initiative was to be placed in FY17 and the PO in Q4 for FY17. The only difference with the write up for this year is a sentence that adds additional next level training and training modules updates. In FY17 Sikorsky identified the WOSB training SB supplier, is this initiative for the same WOSB supplier to add training and update manual, why does it has to be bid again and going through same bidding process when it took 2 years to identify the SB supplier

and should be in place already. Also. I thought Sikorsky's Supply Management University and LM are capable of handling manual updates. This initiative needs to be removed and replaced. Again we need outcome, milestones and method of measuring success

3. After Market spares. Define numerous long term agreements, no need for open targets, needs to be measurable, state number of agreement this year and also an estimated dollar value per agreement or combined.

Section 21. SBIR efforts, excellent, this could be a good initiative for FY18, with focus on FY18 proposals submitted to Navy/Army. It tracks spend, agency, and outcome of effort, take a look at it, is a good candidate for the initiatives section

Missing from the plan, please add

1. Assurances that Sikorsky will make a good faith effort to acquire articles, equipment, supplies, services, or materials, or obtain the performance of construction work from the small business concerns that the offeror used in preparing the bid or proposal. Please provide a brief synopsis on how does Sikorsky plans to meet this requirement.
2. Assurances that Sikorsky will provide the contracting officer with a written explanation if the contractor fails to acquire articles, equipment, supplies, services or materials or obtain the performance of construction. Please provide a brief synopsis of how Sikorsky plans to meet this requirement.
3. Assurances that the contractor will not prohibit a subcontractor from discussing with the contracting officer any material matter pertaining to payment to or utilization of a subcontractor. Same as above
4. Assurances that Sikorsky will pay its small business subcontractors on time and in accordance with the terms and conditions of the subcontract, and notify the contracting officer if the offeror pays a reduced or an untimely payment to a small business subcontractor (see 52.242-5). Same as above, the plan need to describe.

The plan needs to be revised and the above requirements need to be addressed. I'm given the go to start negotiating your plan so we can discuss by phone or email communications at this point. I'm looking at your goals next. I'm available Monday through Friday next week.

Thanks much

Luz M. Vasquez
 Defense Contract Management Agency
 Comprehensive Subcontracting Program
 Small Business Compliance Center (AQS)

(b) (6)

(b)(6)

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-----Original Message-----

From: Crawford, MARTHA (b) (6) (b)(6)
 Sent: Friday, August 18, 2017 3:33 PM (b)(6)
 To: Vasquez, Luz (b) (6)
 Subject: [Non-DoD Source] RE: Sikorsky FY18 CSP plan

Thank you Luz, we'll take a look and provide feedback.

Martha

-----Original Message-----

(b)(6)

From: Vasquez, Luz (b)(6)

Sent: Friday, August 18, 2017 3:17 PM

To: Crawford, MARTHA (US)

Subject: EXTERNAL: Sikorsky FY18 CSP plan

Martha

I plan to review your plan this coming Monday; however, I scanned directly to your target Industry and Initiatives and didn't see where you addressed the following:

1. intended outcome, identify milestones and describe methods for measuring success.

(b)(4)

(b)(4)

In your target Industries you identify a goal of (b)(4) and (b)(4) what is the baseline for both commodities? What's the impact to your goals? Is (b)(4) going to significant change in your supplier base? It also state metrics will be provided quarterly. Define quarterly goals.

In your initiatives,

(b)(4)

1. Alternate source, is same initiative for the past few years with a migration of work estimated at (b)(4) At this point these estimated values should be firm values, please revise the narrative and take a closer look at the values and projected procurements. The goal should be an annual goal, we don't want to carry over efforts, we want to narrow it to a year projection. Your narrative also talks about a Mentor Protégé effort. That would be an excellent initiative on its own. Consider looking into this. Again we need milestones per quarter

2. training this is the same initiative as FY17, consider revising, and again we need outcome, milestones and method of measuring success

3. After Market spares. define numerous long term agreements, no need for open targets, needs to be measurable.

As I review the plan I will provide you with recommendations and will be available for discussions as well.

Thanks in advance

Luz M. Vasquez

Defense Contract Management Agency

Comprehensive Subcontracting Program

Small Business Compliance Center (AQS)

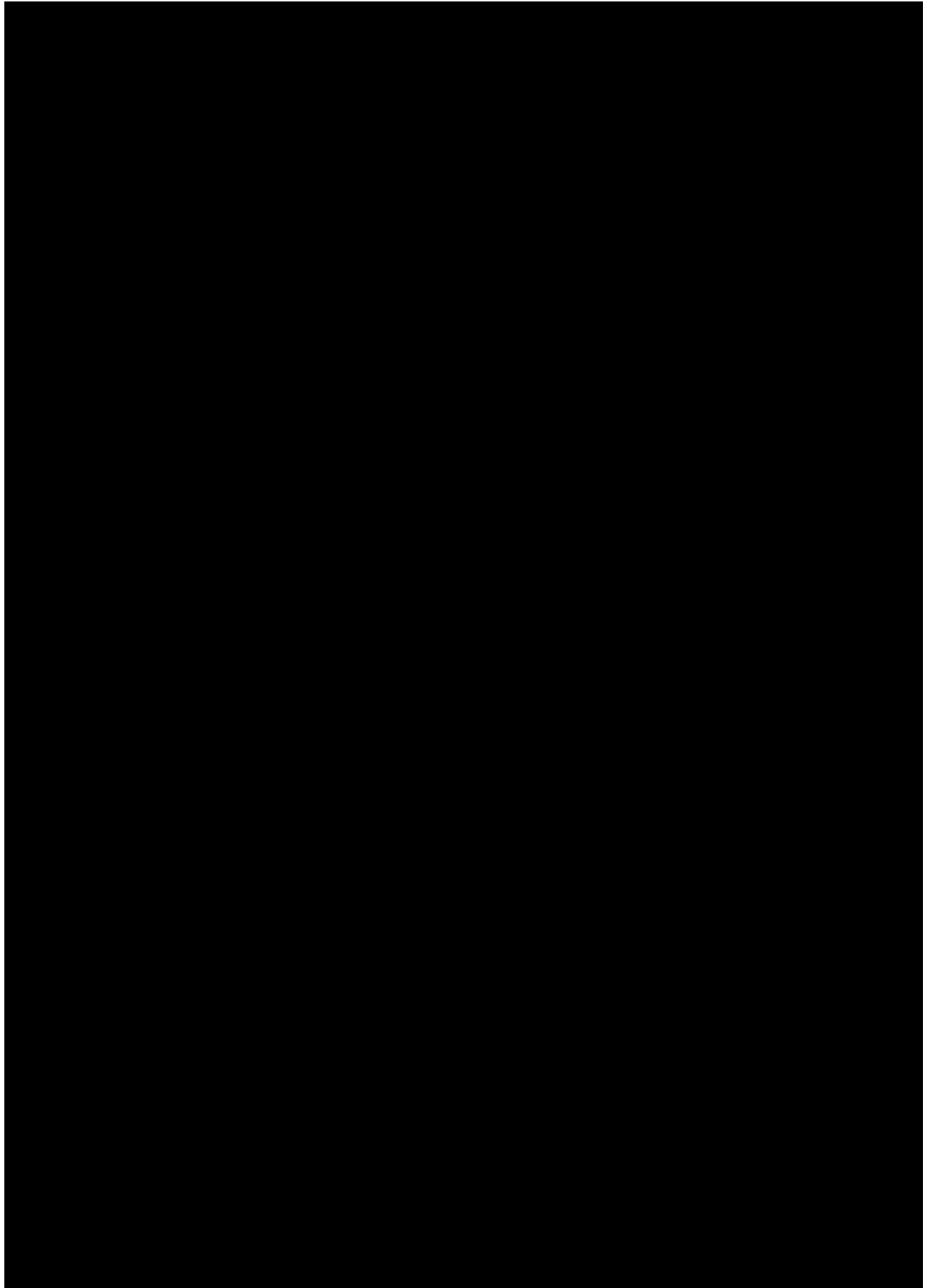
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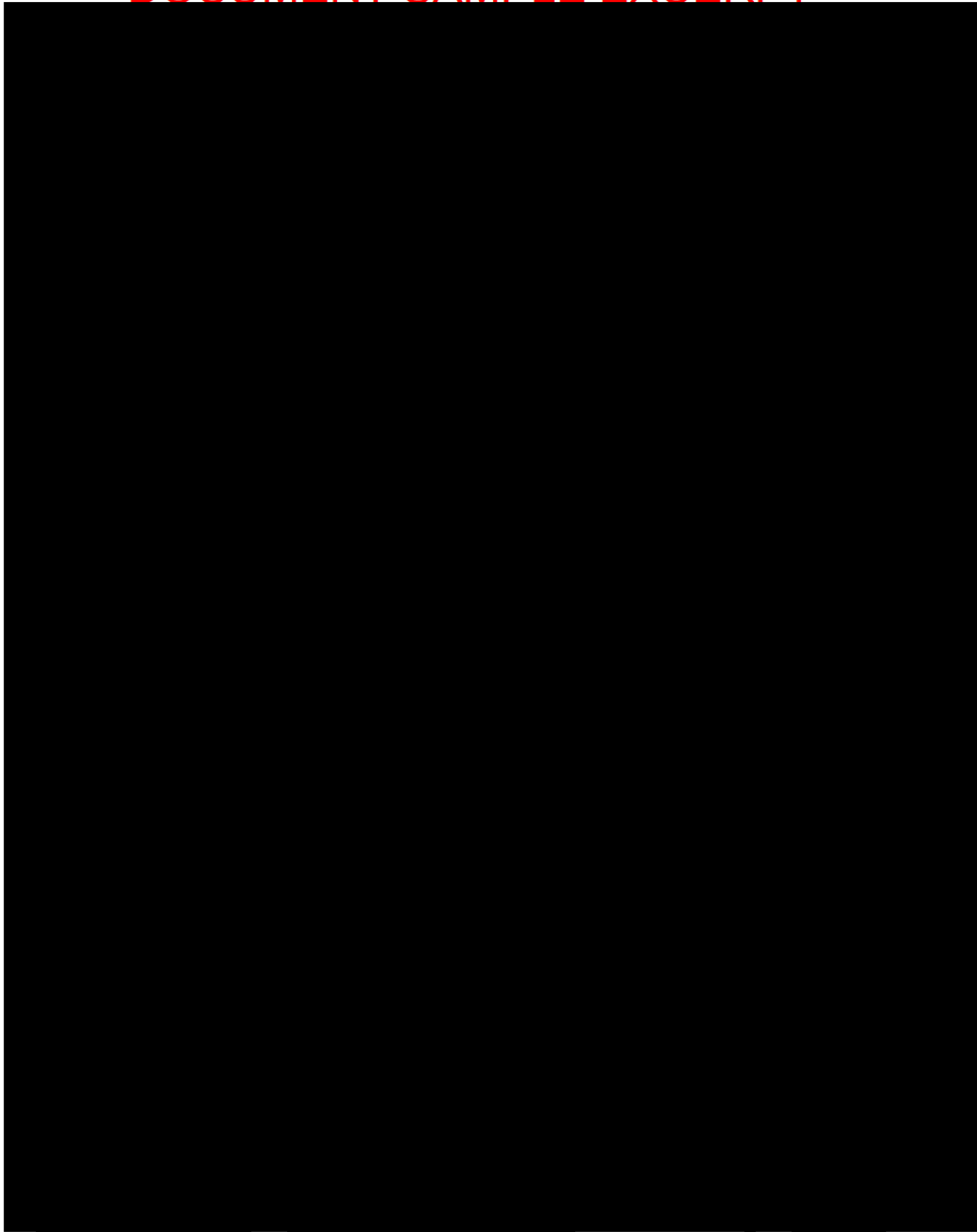
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**Attachment to USA00345 "POs
Universe 01132017.xlsx"
WITHHELD IN FULL
pursuant to Exemption 4**

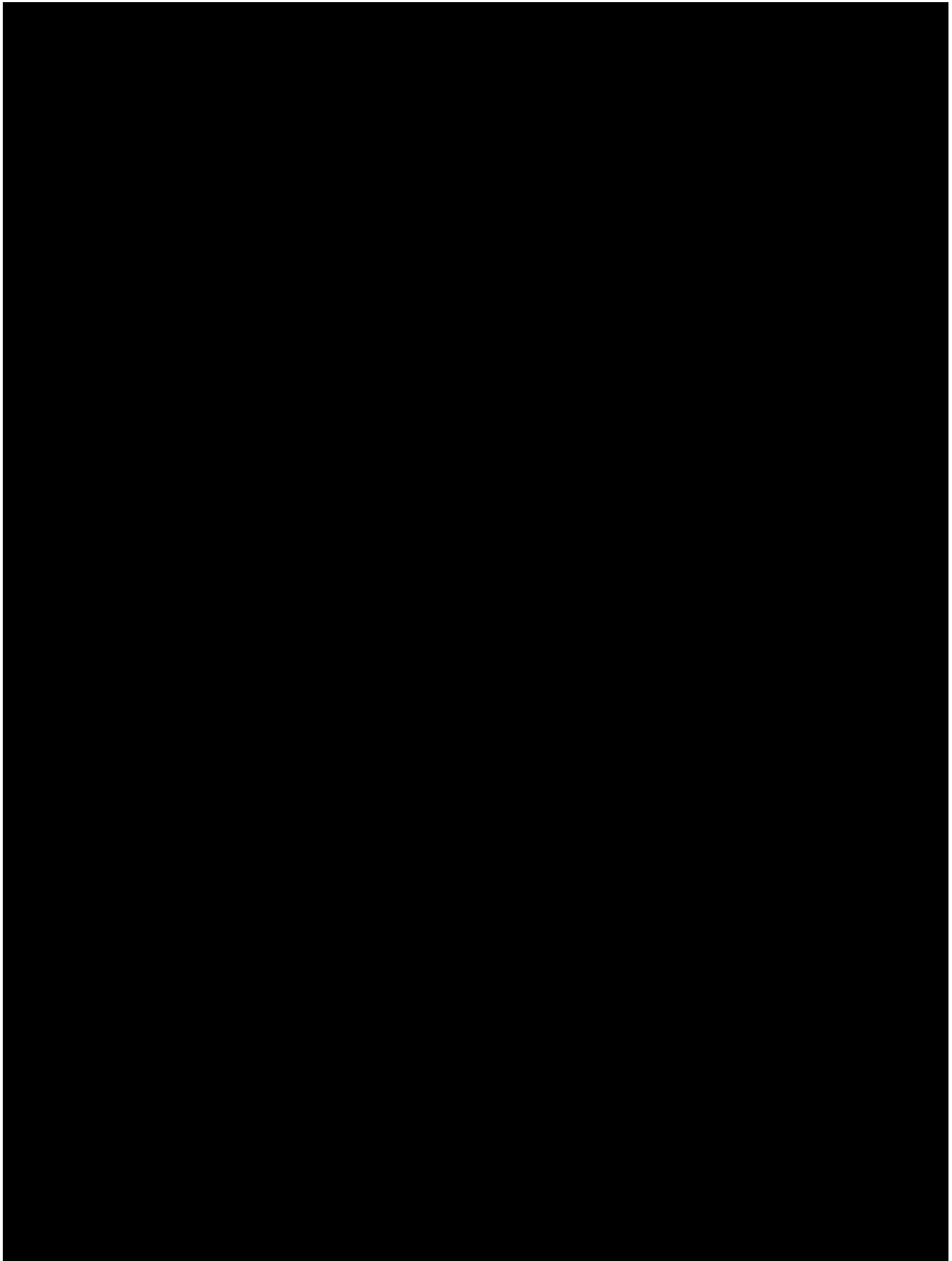
DOCUMENT SAMPLE EXCERPT



DOCUMENT SAMPLE EXCERPT



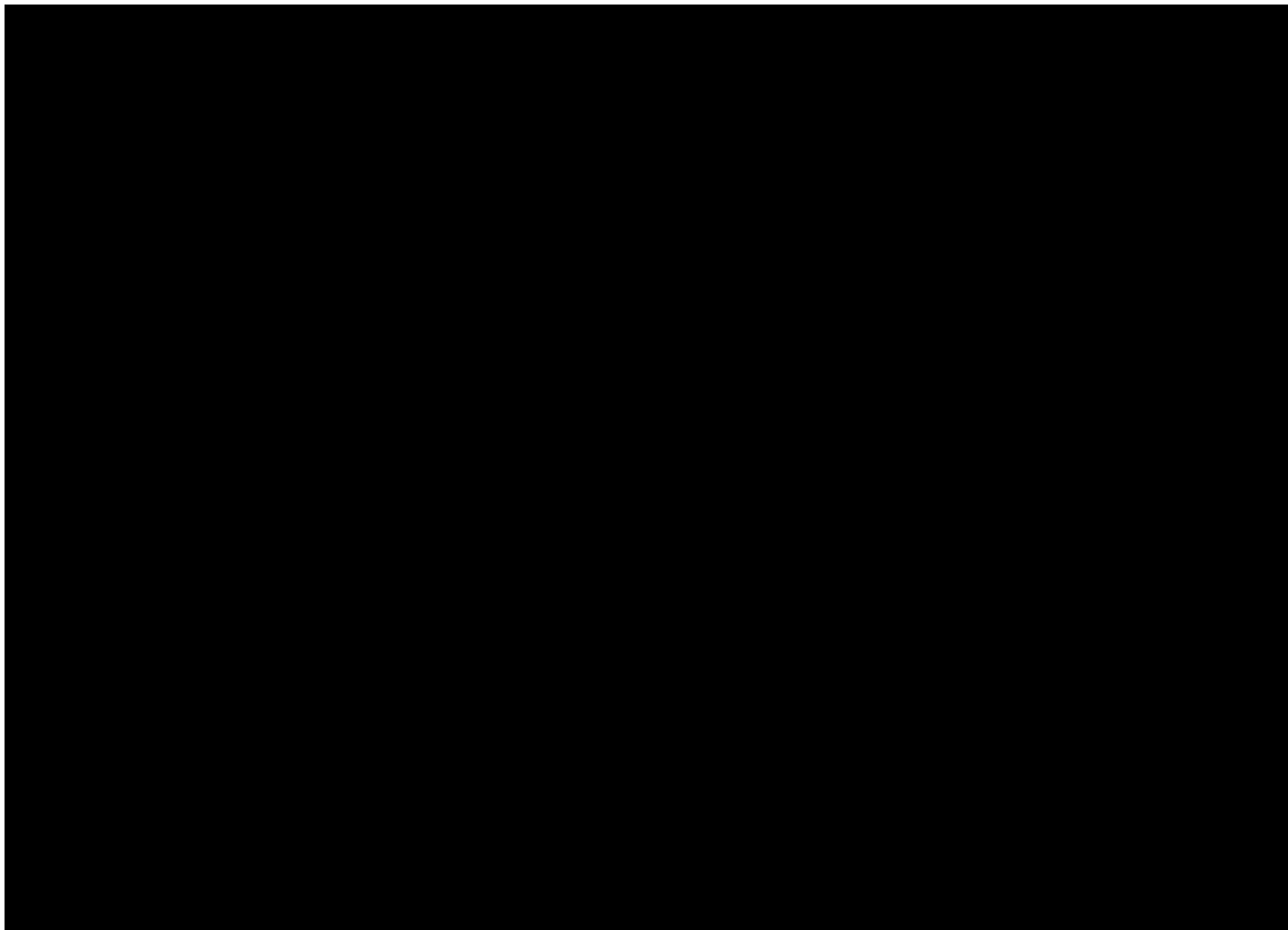
DOCUMENT SAMPLE EXCERPT



**Attachment to USA00361
"Sikorsky_FY17640_GFY
2017_PO_Selection_File.xlsx"
WITHHELD IN FULL
pursuant to Exemption 4**

DOCUMENT SAMPLE EXCERPT

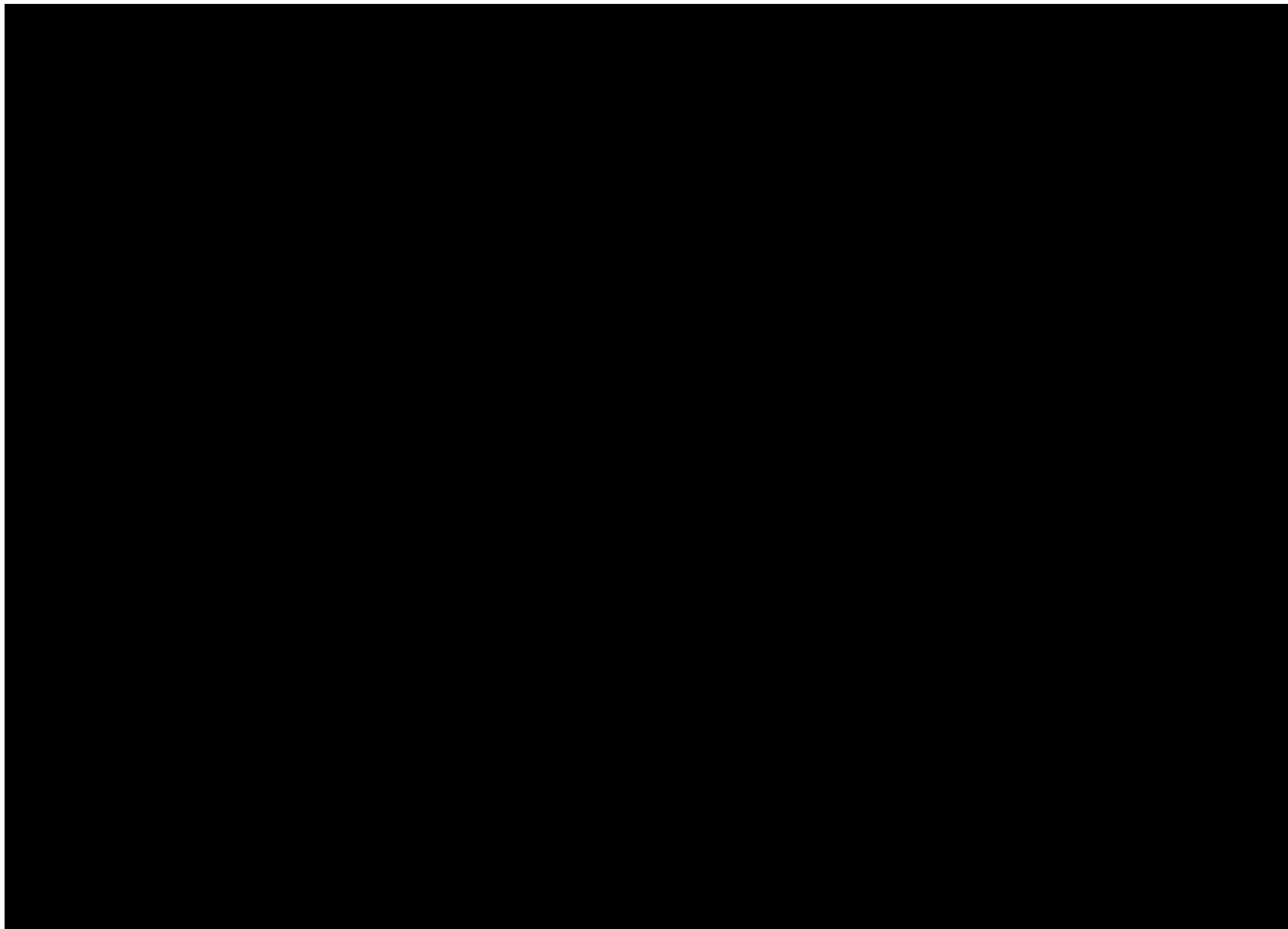
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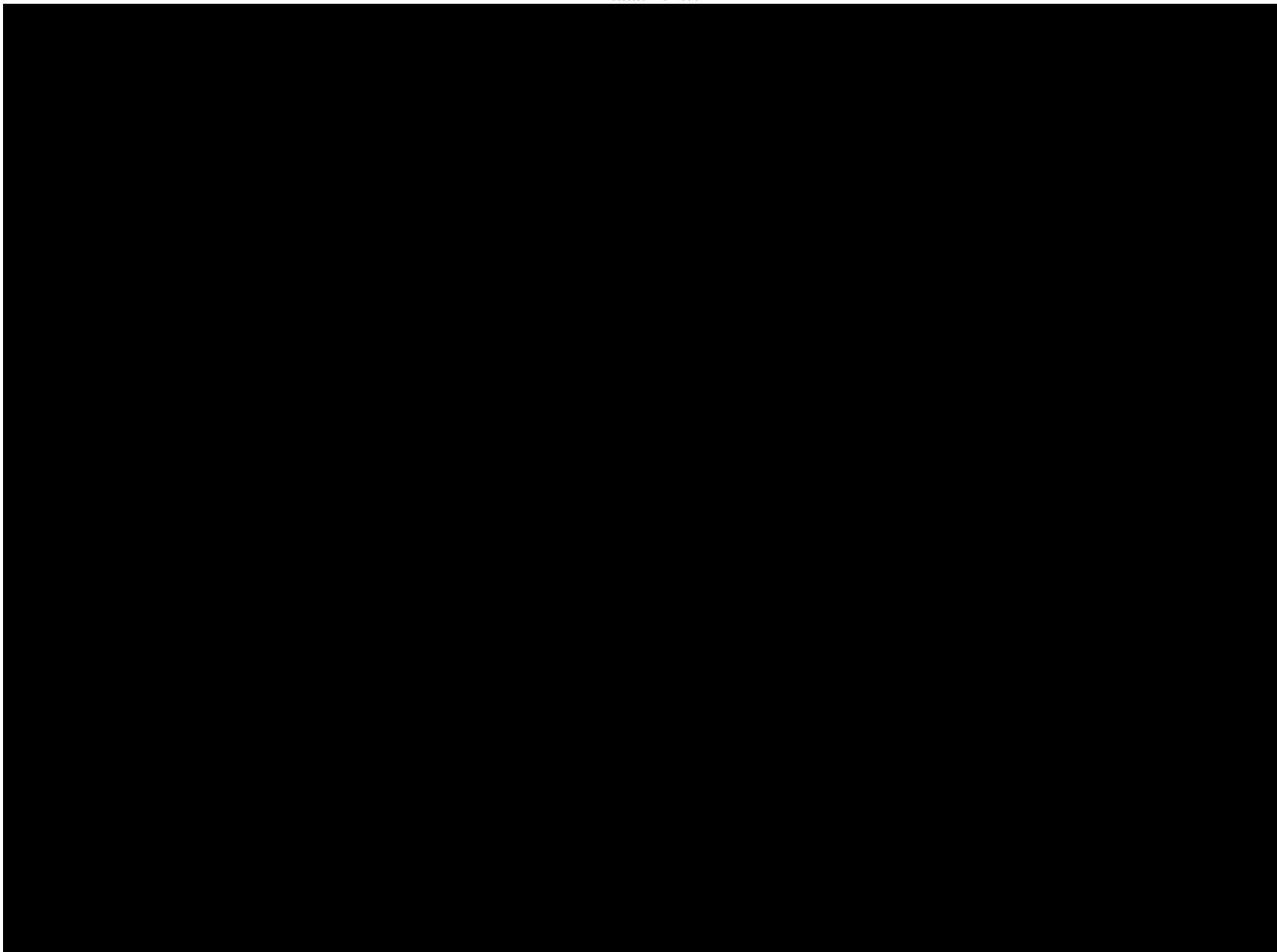
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DOCUMENT SAMPLE EXCERPT

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Sikorsky Aircraft



Janet Duffey
Vice President, Supply Management

August 04, 2015

Ms. Micole Stephens
Program Manager
Comprehensive Subcontracting Program
Defense Contract Management Agency
DCMA Small Business Center/DCMA-ASQSCC
1523 Central Road
Arlington Heights, IL 60005

Dear Ms. Stephens:

Sikorsky Aircraft Corporation ("Sikorsky") is in receipt of DCMA's 640 Review covering Government Fiscal Year ("GFY") 2014. This response includes two sections. The first includes a discussion of Sikorsky's concerns with over-arching issues impacting DCMA's 640 review. The second section includes Sikorsky's response to each of DCMA's individual recommendations, as well as our proposed corrective action plan where warranted.

In line with Sikorsky's commitment to continuous improvement, we appreciate DCMA's efforts in evaluating our small business program and identifying areas where we can further improve its processes and practices. As described in detail below, Sikorsky has incorporated many of DCMA's suggested improvements into its corrective action plan ("CAP"). Nevertheless, Sikorsky does not agree with the entirety of DCMA's recommendations, the decision to assign a marginal rating, and DCMA's approach to this 640 review. We hope that this letter provides a basis to engage in further discussions on these issues, with the ultimate goal of amending Sikorsky's rating in DCMA's final rating report. In order to better address the issues contained in DCMA's recommendations and this response, we request that an in-person meeting be organized between all relevant DCMA personal and Sikorsky's senior management. Our SBLO will follow-up on this request with DCMA following transmission of this response.

1

The information contained in this document and all attachments is considered confidential commercial or financial information. The disclosure of this information would cause competitive harm to Sikorsky Aircraft Corporation and its affiliates, and is thus protected under 5 U.S.C § 552(b) (4) and 18 U.S.C. § 1905. Should the Government receive any request under the Freedom of Information Act or decide to otherwise make the information contained in this document and all attachments publicly available, please advise us before taking any such action. This document contains no technical information controlled by ITAR or EAR.

USA00371

MSJ000675

I. Sikorsky's General Concerns with DCMA's Approach and Methodology

a. Failure to Abide by the Rating Criteria Contained in the DCMA-SBA Memorandum of Understanding and DCMA Form 640

Attachment 1 to the November 12, 2009 DCMA-SBA Memorandum of Understanding ("MOU") contains the relevant criteria for the five potential ratings assigned to small business programs. In order to assess a marginal rating, DCMA must show the following: (1) that the contractor is deficient in meeting key subcontracting plan elements or one or more requirements of a corrective action plan from a prior review; and, (2) that the contractor has failed to comply with the submission requirements in eSRS on the majority of their contracts with subcontracting plans and shows no evidence of flow-down to applicable subcontractors.

[REDACTED] Under the first factor, DCMA has indicated that Sikorsky met or exceeded four of five small business goals,

[REDACTED]

[REDACTED]

[REDACTED] In fact, DCMA found that Sikorsky could not "fully support records of ISR in eSRS..."

[REDACTED] See DCMA-SBA MOU, Attachment 1 ("Outstanding: ... The contractor demonstrates existing policies and processes that ensure...90% on-time submission of subcontract reports.").

[REDACTED]

[REDACTED]

[REDACTED]

DCMA Instruction 119 states in relevant part that an on-site review is "required for contractors with new small business liaison officers (SBLO)." DCMA-INST 119, ¶ 3.2.4.3 (February 10, 2014) (emphasis added).

[REDACTED]

[REDACTED]

[REDACTED]

DCMA's guidance for 640 reviews states that the "640 Guide provides a *uniform standard* throughout DCMA to evaluate a contractor's performance and compliance to subcontracting requirements." DCMA-INST 119, ¶ 3.2 (emphasis added). [REDACTED] last year's 640 review of Sikorsky produced a rating of outstanding, [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

time, DCMA informed Sikorsky that 'this call could be your exit interview.' [REDACTED]

[REDACTED]

a. Recommendation No. 1: Accuracy of SSR

[REDACTED] *It is recommended that the SSR reported to DoD include only dollars attributed to DoD.*

[REDACTED]

[REDACTED] DCMA's position that spend associated with non-DoD agencies should be excluded from our SSR reports, [REDACTED]

[REDACTED]

[REDACTED] previous DCMA reviewers did not view this practice as cause for a marginal rating, and did not require a corrective action plan to address this issue.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED] DCMA's previous 640 reviews, which did not identify this issue as cause for a marginal rating. [REDACTED]

[REDACTED]

b. Recommendation No. 2: Reproduction of SSR Data

When the SSR was completed, the information was not preserved at the time of submission. As a result, transactions made after that date had an impact on the purchase orders that are a part of the FY14 SSR. Sikorsky was unable to reproduce a report that displays the dollar amounts reported on the FY 14 SSR. It is recommended that Sikorsky take a snapshot of the purchase order file the moment that the SSR is completed, so that the SSR can be duplicated.

[REDACTED]

[REDACTED]

[REDACTED]. DCMA included this recommendation under box 1 of DCMA Form 640, which requires DCMA to evaluate whether or not "SSR reports [were] submitted in accordance with FAR requirements and SSR instructions." [REDACTED]

[REDACTED] DCMA's comment that transactions made after the submission of our SSR could impact the purchase orders included in the GFY14 SSR.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

spend that is applied to the SSR. Additionally, assure that only [REDACTED] are reported to DoD.

[REDACTED]

[REDACTED]

[REDACTED], DCMA's use of the word "additionally" in the last sentence [REDACTED]

[REDACTED] DCMA's use of the phrase "indirect subcontracting" and DCMA's statement that our "allocation rate was applied to the indirect subcontracting rate..." [REDACTED]

[REDACTED] DCMA's recommendation to exclude "indirect" spend from subcontracting reports. The vision statement for DCMA's Office of Small Business Programs is to "advocate for small businesses through our mission of overseeing large business subcontracting programs..." [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

e. Recommendation No. 5: Allocation Rate v. Indirect Subcontracting

Sikorsky is adhering to the method described in the FY14 CSP. The Allocation rate stated in the SBLO procedural manual differs from the FY14CSP. FY14 Comprehensive subcontracting plan (CSP) Section 10, proportional Allocation Calculation and Section 11, Summary Subcontracting report calculation methodology describes the methodology utilized by the firm to determine and allocate indirect subcontracting dollars for the SSR.

[REDACTED]

The method as stated is not the indirect subcontracting and this formula must be corrected in future Subcontracting Plans.

[REDACTED]

[REDACTED]

f. Recommendation No. 6: Segregation of DoD Spend

[REDACTED]

[REDACTED] record keeping must be corrected so that the correct dollars are reported to each Executive Agency.

[REDACTED]

[REDACTED]

g. Recommendation No. 7: ISR Submission from Subcontractors

[REDACTED]

[REDACTED]. However the execution of what was stated in the manual and the plan was not carried through. Compliance with this FAR element was not demonstrated. Sikorsky was unable to fully support records of ISR in eSRS as required, by ensuring that their subcontractors who received/receives a subcontract of \$650,000 or over submits ISR via eSRS for review and approval of the SBLO. Sikorsky had difficulty locating supporting contract numbers. Therefore DCMA found Sikorsky non-compliant with FAR 52.219-9(d)(10). DCMA does not find this acceptable. It is recommended that Sikorsky maintain capability to provide supporting documentation to ensure the subcontractors with applicable Small Business Plans are submitting ISRs in accordance with FAR. This finding was also issued as a result of the FY13 review.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED], DCMA asserts that Sikorsky is in non-compliance with FAR 52.219-9(d)(10). FAR 52.219-9(d)(10) provides, in relevant part, that the contracting officer (and by extension the prime contractor), must seek "assurances that the offeror will... (iii) submit the Individual Subcontract Report (ISR) and/or the Summary Subcontract Report (SSR)... [and] ensure that its subcontractors with subcontracting plans agree to submit the ISR and/or the SSR using eSRS."

[REDACTED]

[REDACTED]

h. Recommendation No. 8: Penalties for Misrepresentation

[REDACTED]

It is recommended that Sikorsky add the definitions of all small business concerns so that the supplier knows that they are signing and held accountable for, and include the penalty as stated in FAR 52.219-1 to its suppliers. These changes should be a part of the update to form SA1048.

[REDACTED]

[REDACTED]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

i. Recommendation No. 9: Subcontractor Size Definitions

Furthermore it is recommended that Sikorsky adopt the definitions listed in FAR part 19 without reference. Contractors should see what they are signing as without having to refer to an additional site.

[Redacted]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

j. Recommendation No. 10: NAICS Code on Purchase Orders

The information contained in this document and all attachments is considered confidential commercial or financial information. The disclosure of this information would cause competitive harm to Sikorsky Aircraft Corporation and its affiliates, and is thus protected under 5 U.S.C § 552(b) (4) and 18 U.S.C. § 1905. Should the Government receive any request under the Freedom of Information Act or decide to otherwise make the information contained in this document and all attachments publicly available, please advise us before taking any such action. This document contains no technical information controlled by ITAR or EAR.

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Sikorsky did not demonstrate that Purchase orders include NAICS codes. However Small Business Certification included the information but there is no cross reference. It is recommended that Sikorsky include NAICS codes on their purchase orders.

[REDACTED]

[REDACTED]

[REDACTED]

k. Recommendation No. 11: Follow-up on Previous Corrective Action Plans

Follow-up, Corrective Action indicated in FY13 Review was that Sikorsky provide supporting documentation to ensure the subcontractors with applicable Small Business plans are submitting ISRs in accordance with FAR 52.219-9(d)(10). There was difficulty tying the purchase order to the contract. Currently, Sikorsky is working on system improvements to improve this capability [REDACTED] (Reference Exhibit 1, subcontract number not identified and ISR's not accepted) Please address this in the FY14 Corrective Action Plan.

[REDACTED]

[REDACTED]
DCMA's assertion that we have not adequately addressed "all previous Corrective Action Plans," and specifically a corrective action plan for GFY13. Sikorsky received an outstanding rating for GFY13 [REDACTED]

[REDACTED]. DCMA's GFY13 640 report does refer to a DCMA "recommendation," and later calls that recommendation a "corrective action," [REDACTED]

[REDACTED] DCMA did expressly state in its GFY13 640 review that Sikorsky "has submitted the SSR as required by FAR 52.219-9(d)(1), and ensures that their subcontractors who received/receives a subcontract \$500,000, \$550,000, or \$650,000 or over submits ISR via