



**LOCKHEED MARTIN**  
*We never forget who we're working for®*

**SECTION J – ATTACHMENT 10**

**MASTER SMALL BUSINESS SUBCONTRACTING PLAN**

**LOCKHEED MARTIN CORPORATION  
INFORMATION SYSTEMS & GLOBAL SERVICES  
JANUARY 1, 2011– DECEMBER 30, 2014**

***FOR SMALL, VETERAN-OWNED, SERVICE-DISABLED VETERAN-OWNED,  
HUBZone, SMALL DISADVANTAGED and WOMEN-OWNED SMALL  
BUSINESS CONCERNS***

**THIS MASTER SUBCONTRACTING PLAN IS PREPARED IN ACCORDANCE WITH SECTION 834 OF PUBLIC LAW 101-189 AND IS PURSUANT TO FEDERAL ACQUISITION REGULATION FAR 52.219.9 AND IS APPLICABLE TO ALL IS&GS OPERATING COMPANIES WITH THE EXCEPTION OF JOINT VENTURES.**

The Signature of the following authorized cognizant representative evidences approval of this Subcontracting Plan.

John Zuccaro  
Senior Manager, Supply Chain Management  
Information Systems & Global Services

Date: January 18, 2011



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## 2. OVERVIEW

Lockheed Martin Corporation (LMC) is a large U.S. government contractor with over \$30 billion dollars in annual sales. The Corporation has four core business areas. Each LMC business area is comprised of one or more operating companies (also known as business units), which are located throughout the United States. Supplier Diversity Professionals are located at each operating company having a procurement function and the Corporation's headquarters located in Bethesda, Maryland.

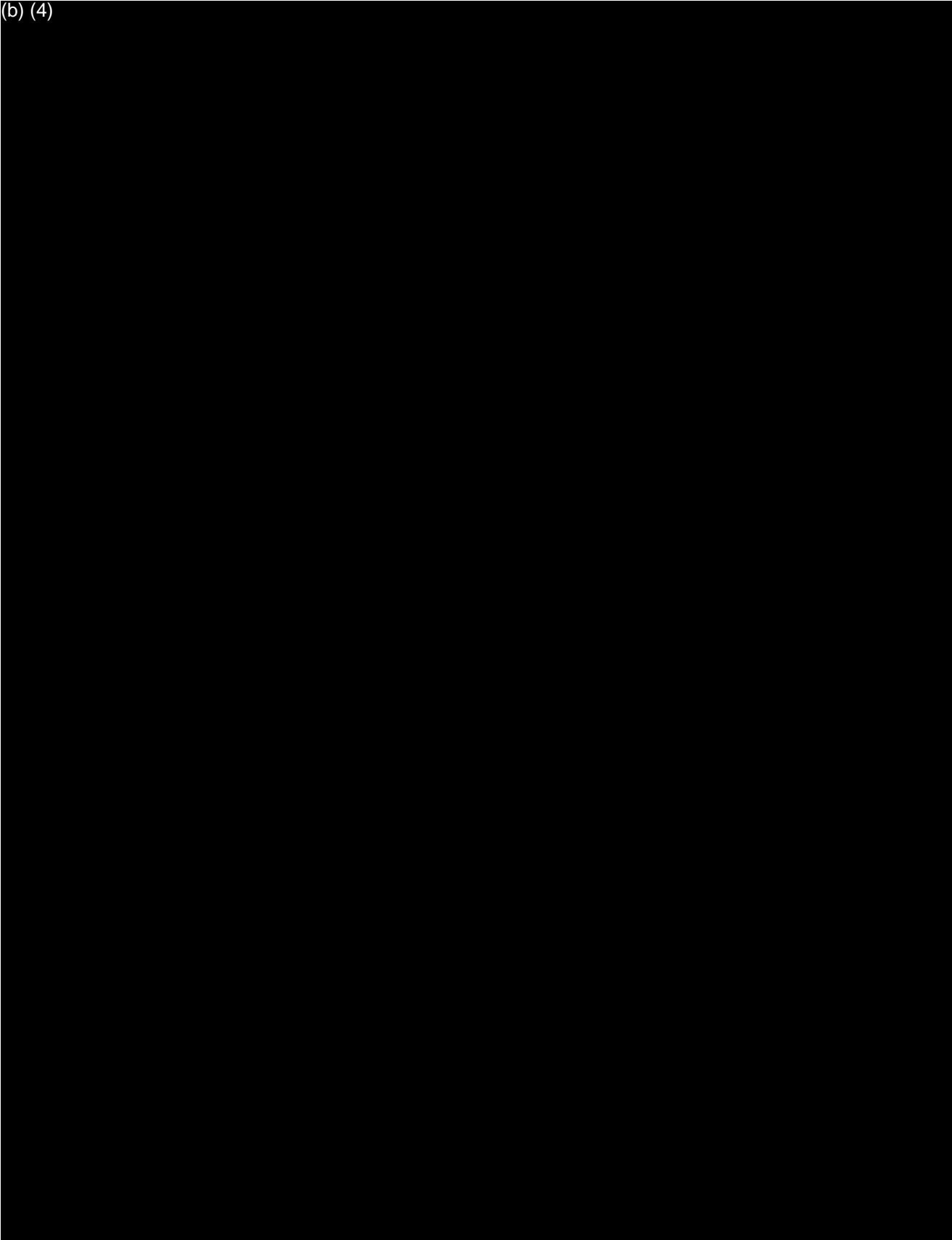
- Aeronautics (AERO): Fort Worth, TX - World leader in air power projection including combat, air mobility, special mission/reconnaissance aircraft and design & development of advanced systems.
- Electronic Systems (ES): Bethesda, MD – Premier systems and software engineering capability in air and missile defense, precision munitions, force transformation, and homeland security.
- Space Systems (SS): Denver, CO - Leader in military, civil and commercial space products and services.
- Information Systems & Global Services (IS&GS), Gaithersburg, MD - Leading federal services and Information Technology contractor with a strong heritage of delivering world-class solutions and delivering advanced technology across a broad spectrum of domains.

The recent formation of the IS&GS business area is an evolution of the Corporation's horizontal integration strategy and a further integration and alignment of capabilities and resources – connecting cultures, capabilities, people and processes. It is designed to enhance flexibility and agility in providing comprehensive solutions to customers' operational and business challenges.

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## 6. DEFINITIONS

The definitions used are in accordance with the Federal Acquisition Regulation Parts 2, 19, and 25.

Note: Any small business that qualifies for multiple statuses will also be considered as a part of each of those multiple categories.

## 7. SUBCONTRACTING PLAN

### A) General

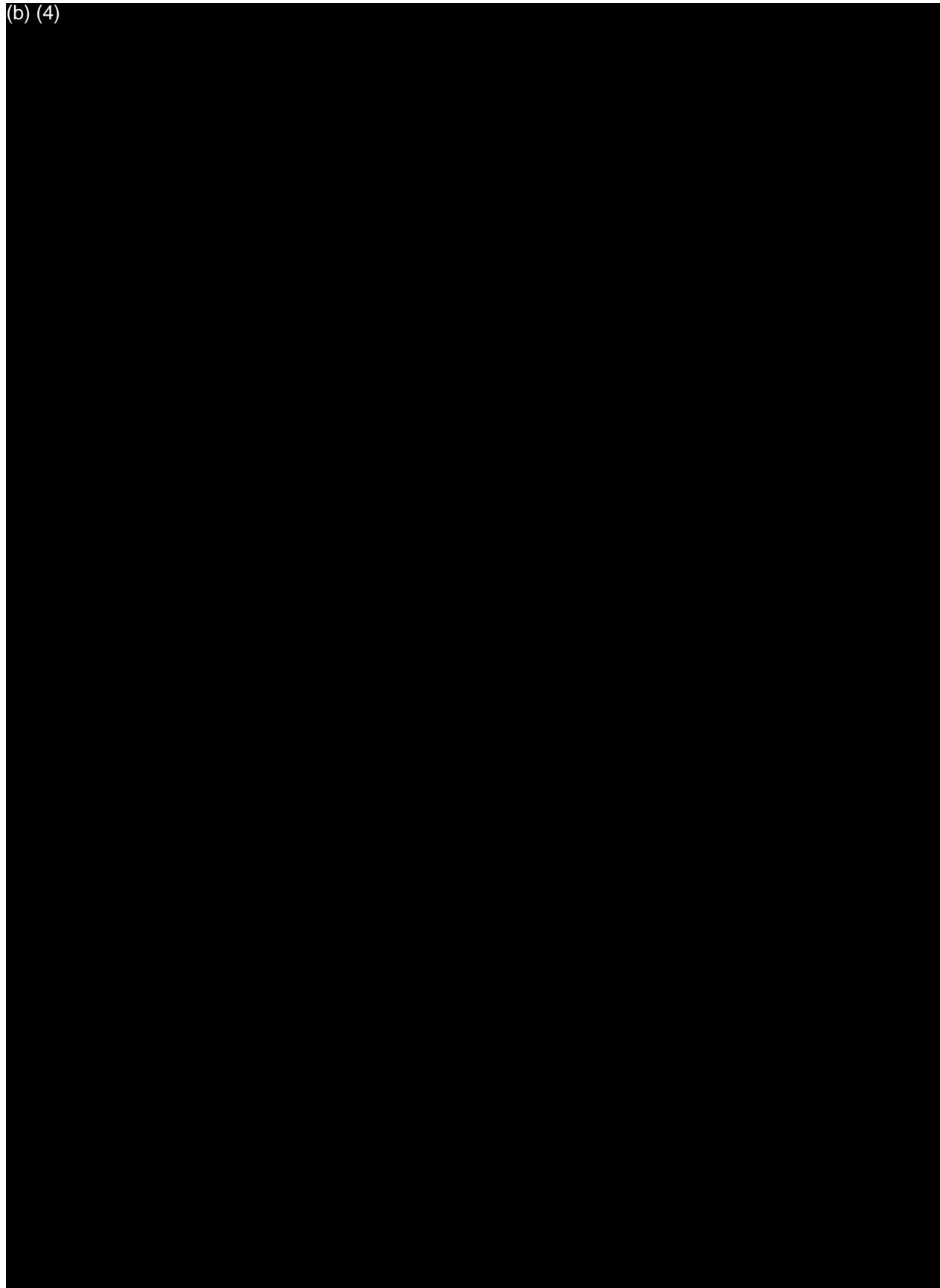
In accordance with FAR 52.219-9, Small Business Subcontracting Plan, this Subcontracting Plan contains all the required elements of an individual Subcontracting Plan and may be incorporated by reference in United States prime contracts awarded to LM IS&GS.

1. The individual Subcontracting Plan for Small Business concerns will set forth the following variables, as well as any deviations hereto deemed necessary by the cognizant Contracting officer, which are applicable to the specific prime contract in which this individual plan is incorporated.
  - a. Goals for each SB category, expressed in percentages of total planned subcontracting dollars and of total contract value for the base and each option period.
  - b. Total dollars planned to be subcontracted.
  - c. Total dollars planned to be subcontracted to each SB category.
  - d. Description of the principle types of supplies/services to be subcontracted and the types planned for each SB category.
  - e. Description of the method used to develop the subcontracting goals.
  - f. Statement as to whether indirect costs are included in establishing goals.
  - g. Name of the administrator of the individual subcontracting plan (normally the Supplier Diversity Business Area Lead)

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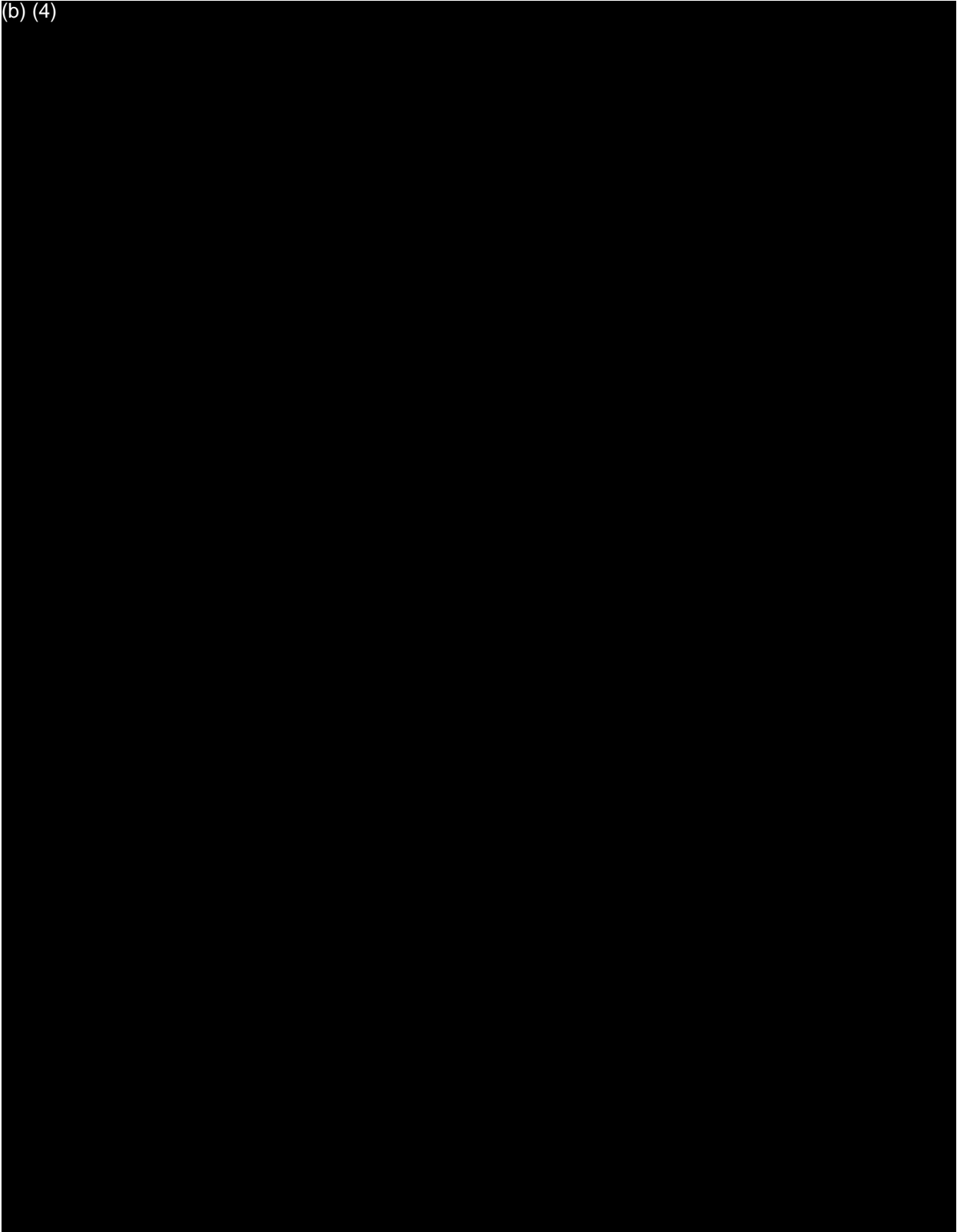


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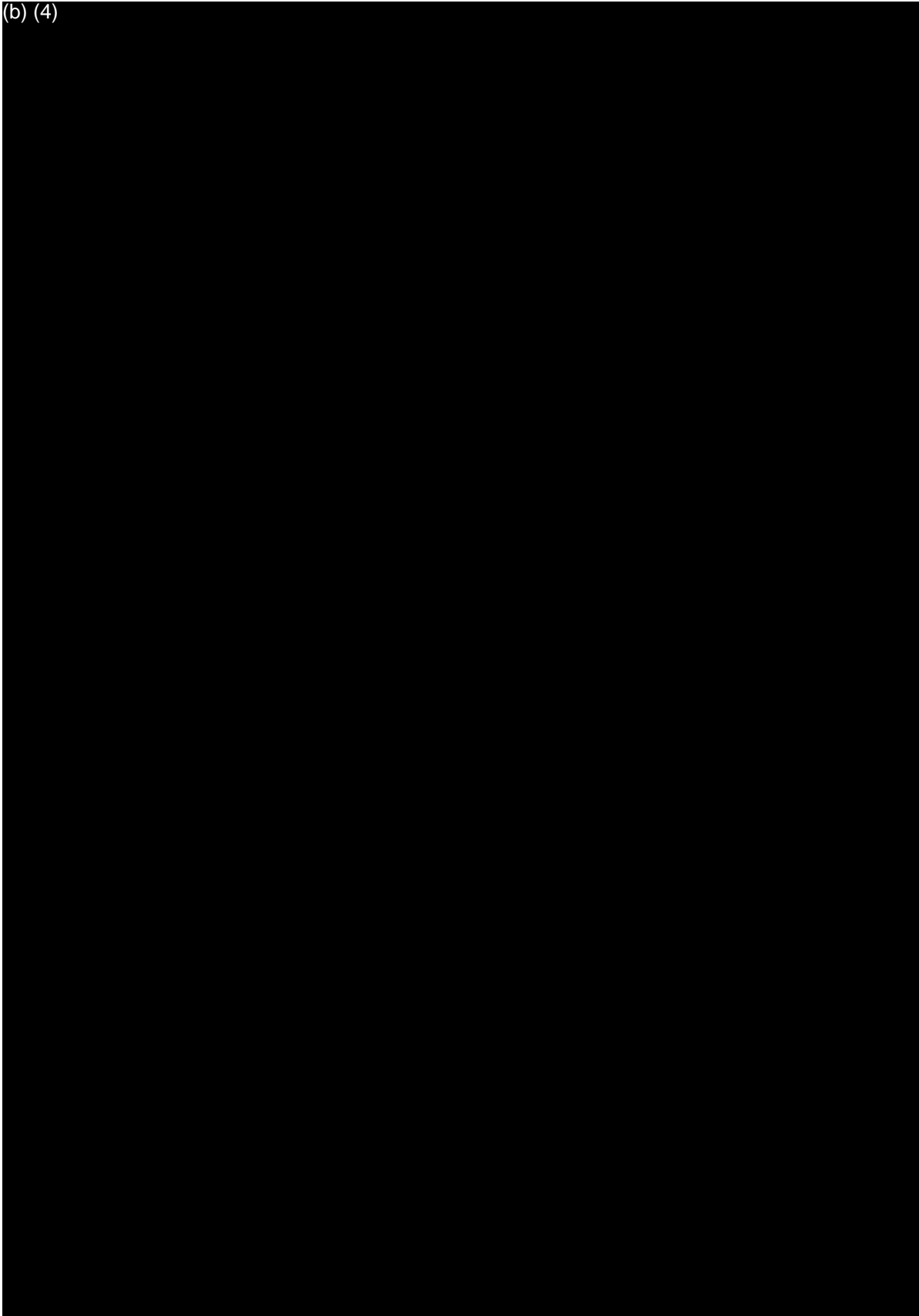


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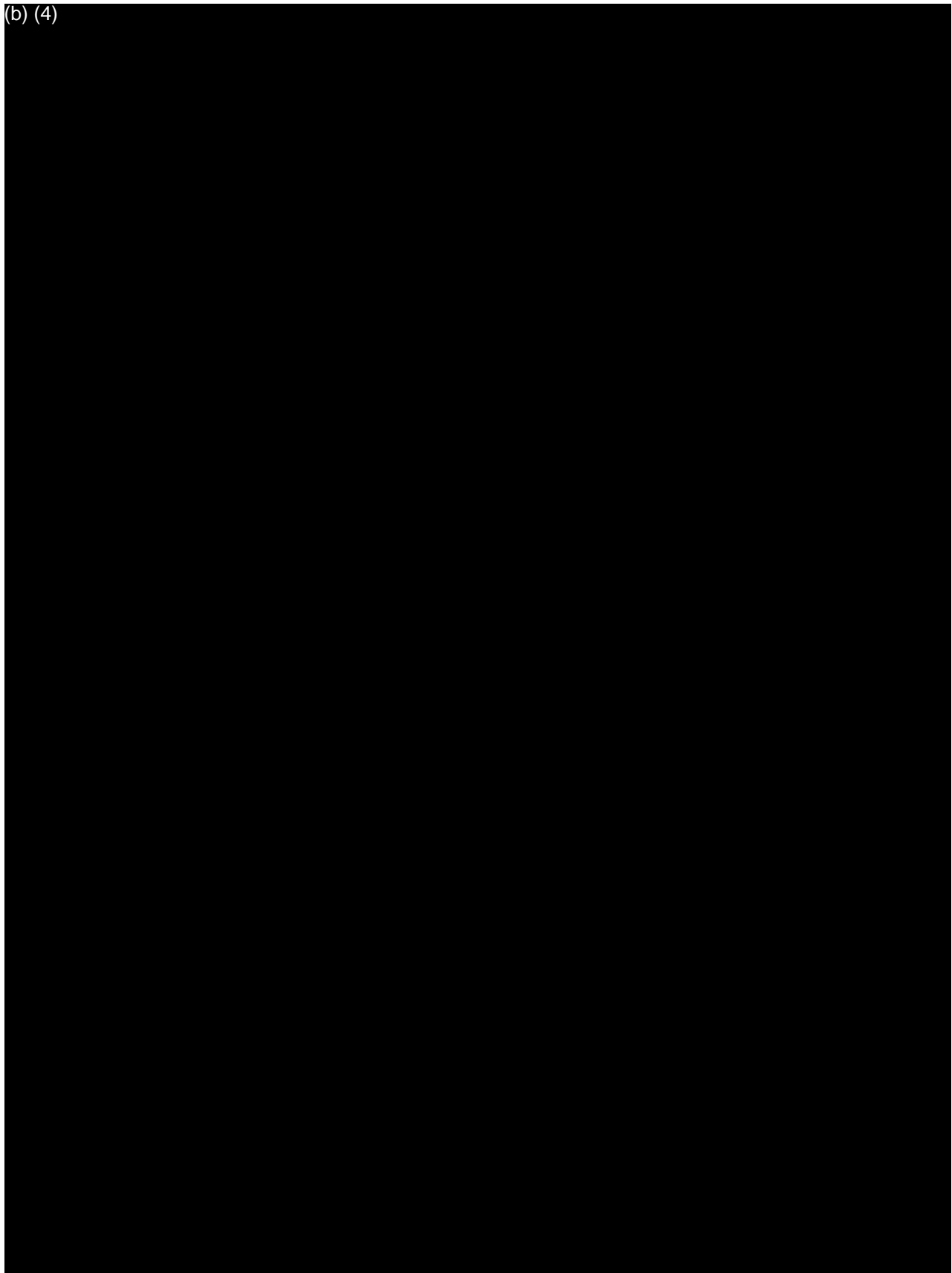


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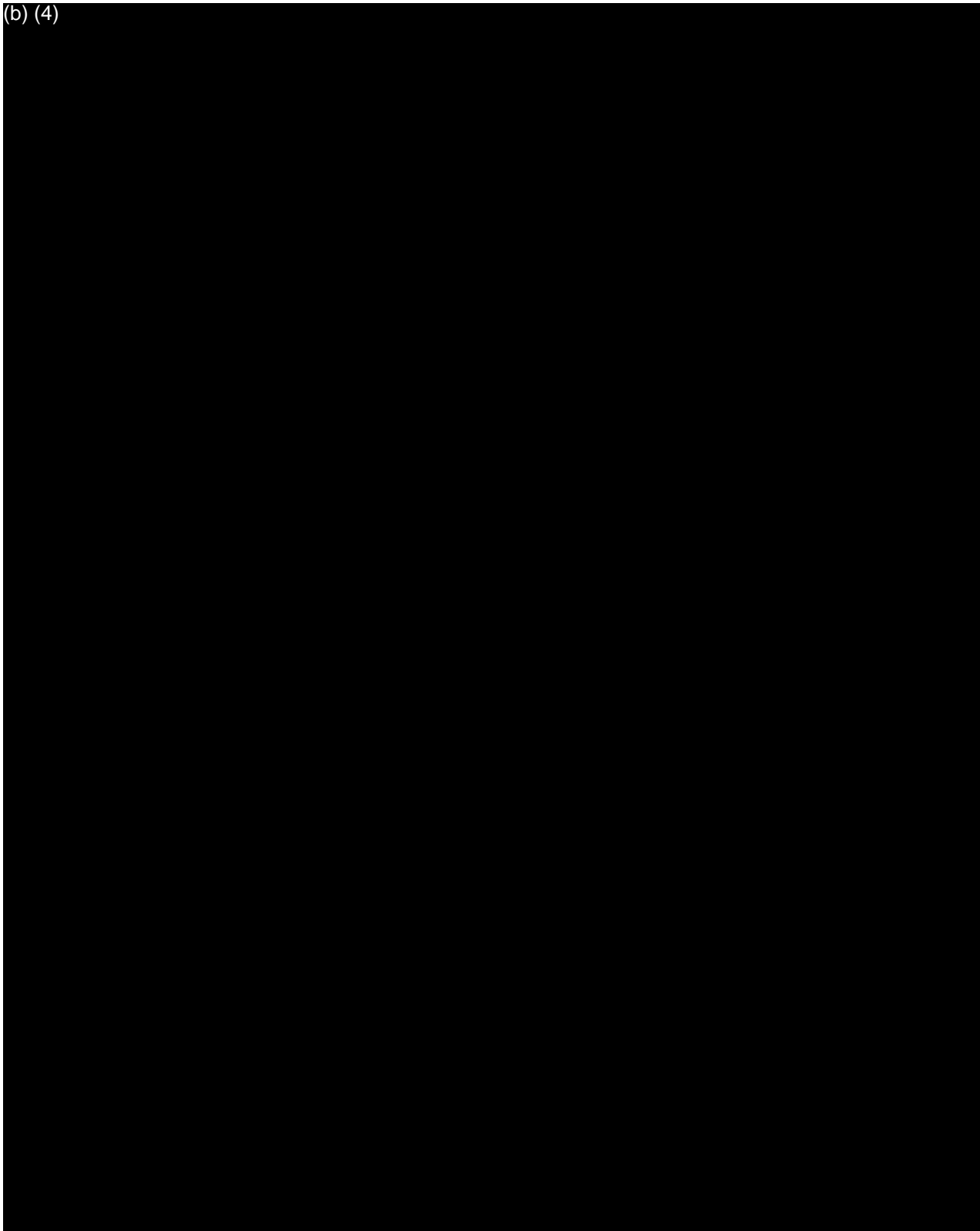
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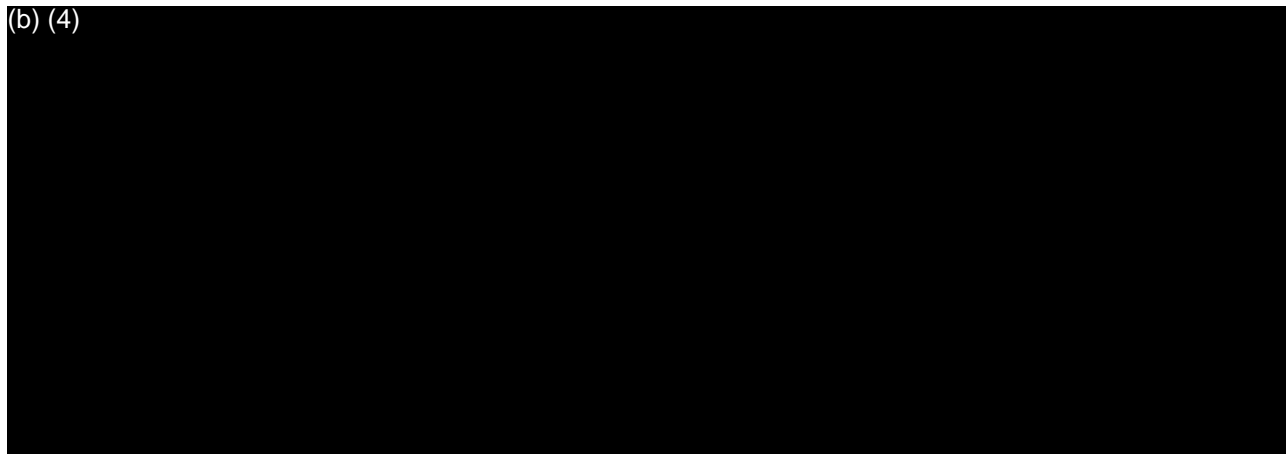


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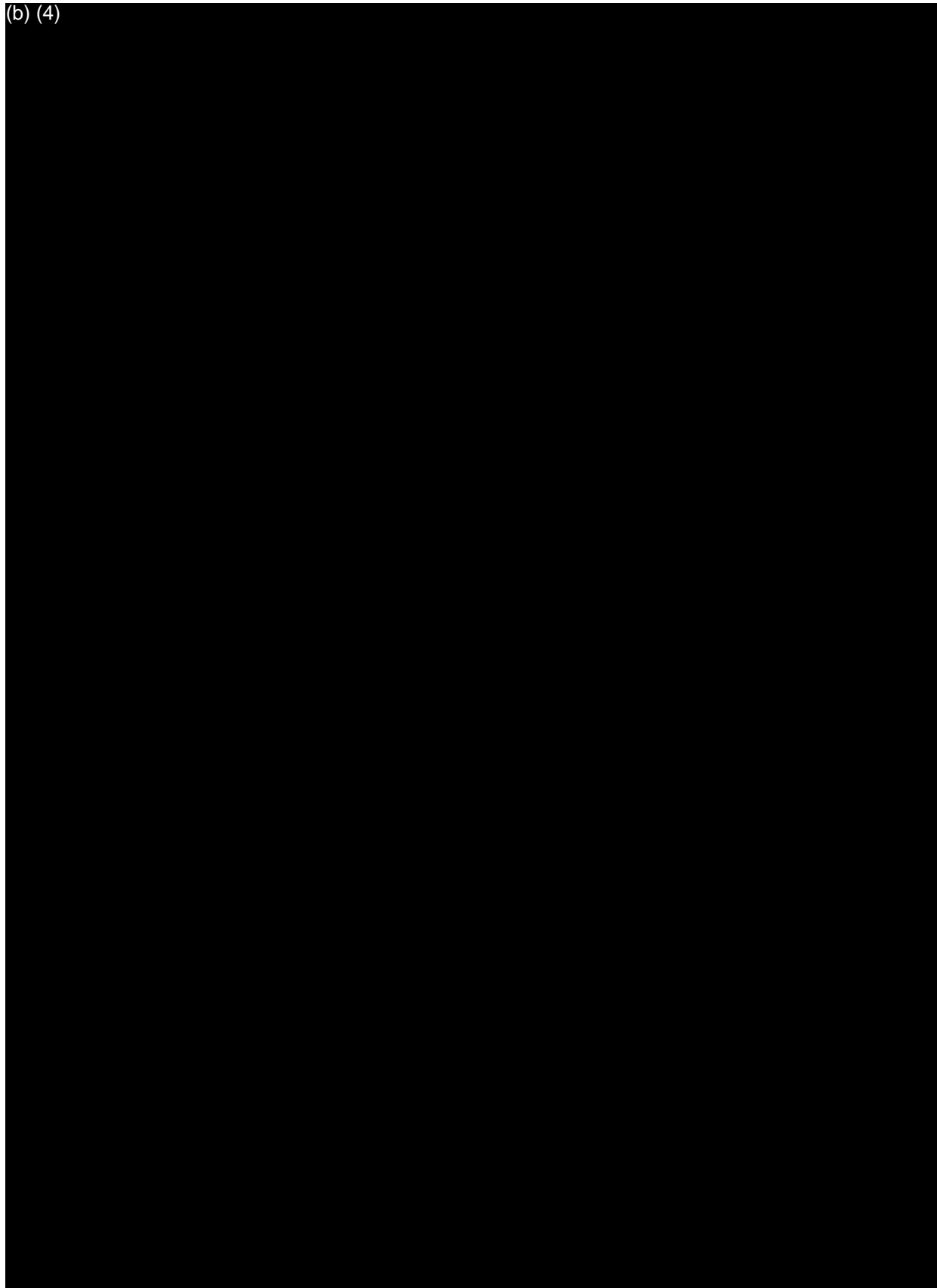


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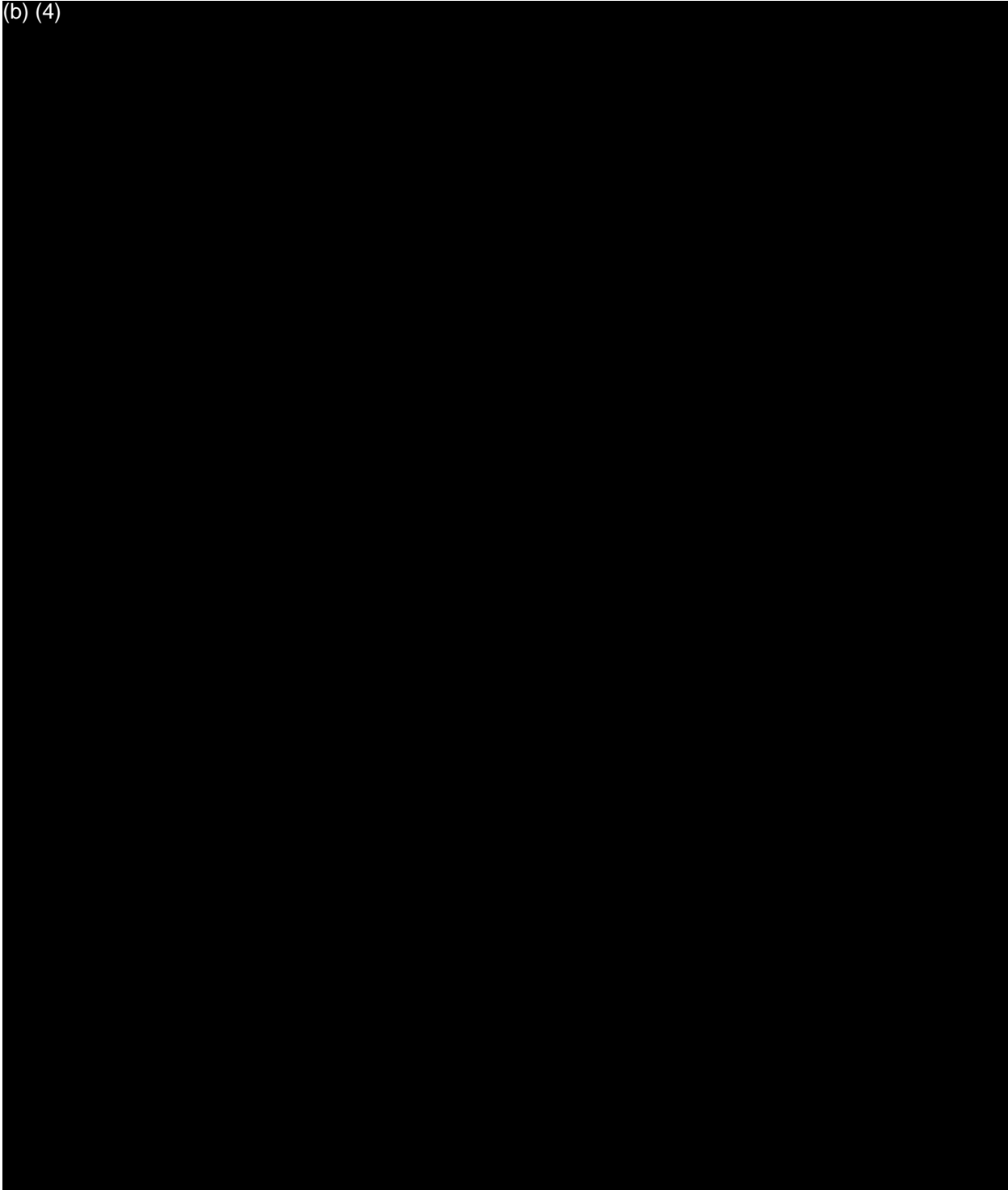


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## 8. APPROVED MASTER SUBCONTRACTING ADDENDUM

FOR SMALL, VETERAN-OWNED, SERVICE-DISABLED VETERAN-OWNED, HUBZone, SMALL DISADVANTAGED and WOMEN-OWNED SMALL BUSINESS CONCERNS

**Submitted to:** **National Science Foundation**  
Division of Acquisition and Cooperative Support  
(DACS)  
4201 Wilson Boulevard, Suite 475  
Arlington, VA 22230

**Contract Name:** **ASC Polar**

**RFP/Contract #:** **RFP# DACS08P2215**

**Period of Performance:** **04-01-2012 thru 03-31-2025 (including all options)**

**Total Contract Value:** **1,882,295,283**

**Total Subcontract/Materials Value:** (b) (4)

**LM Plan No:** **DACS08P2215**

**Revision:**

**Contractor:** **Lockheed Martin Corporation**  
**Information Systems & Global Solutions**  
**Engineering Services Segment**  
**700 N. Frederick Avenue**  
**Gaithersburg, MD 20879**

**Plan No.** **DACS08P2215**  
**Contract No.** **RFP# DACS08P2215**  
**Date** **October 25, 2011**

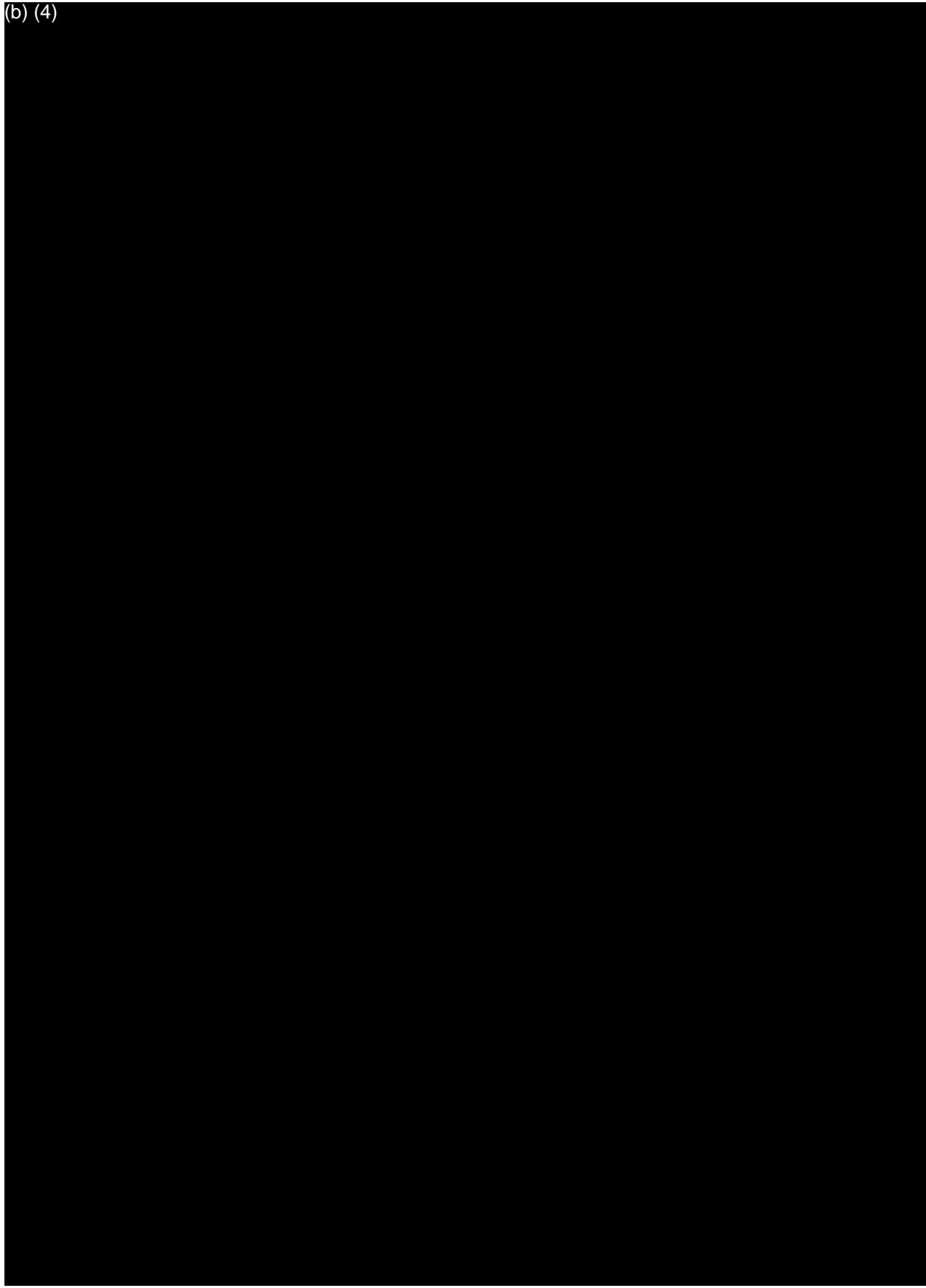


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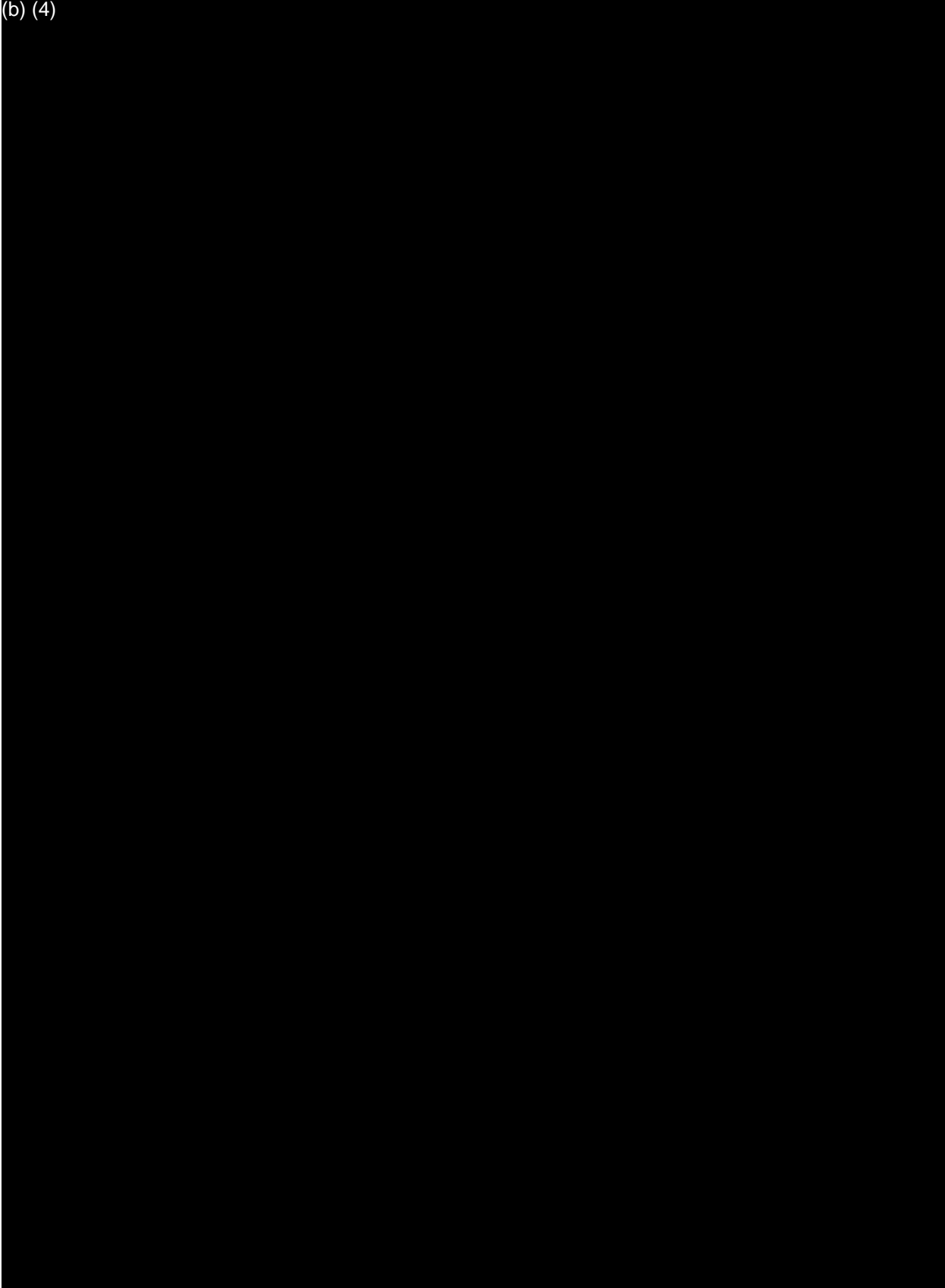


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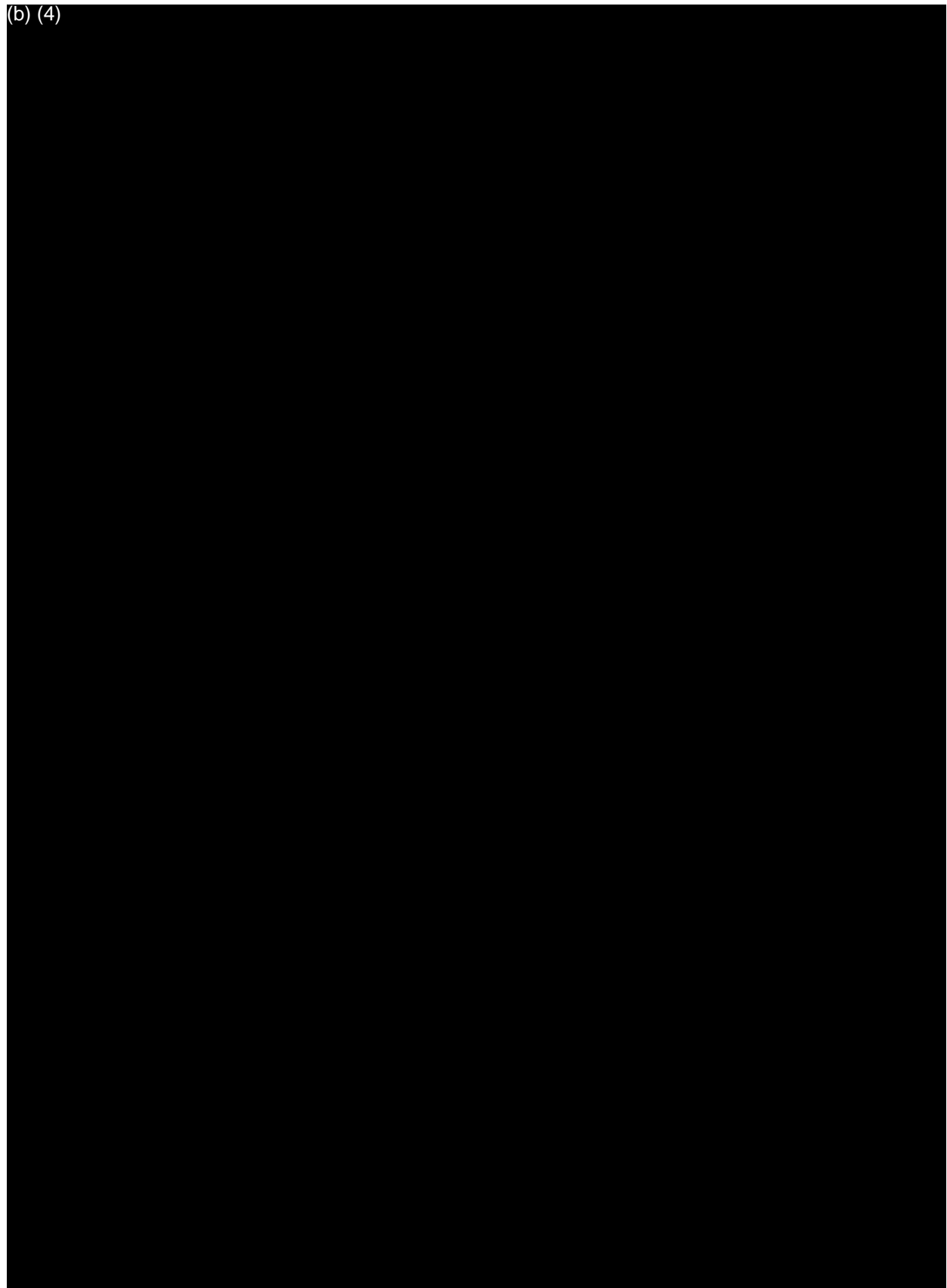
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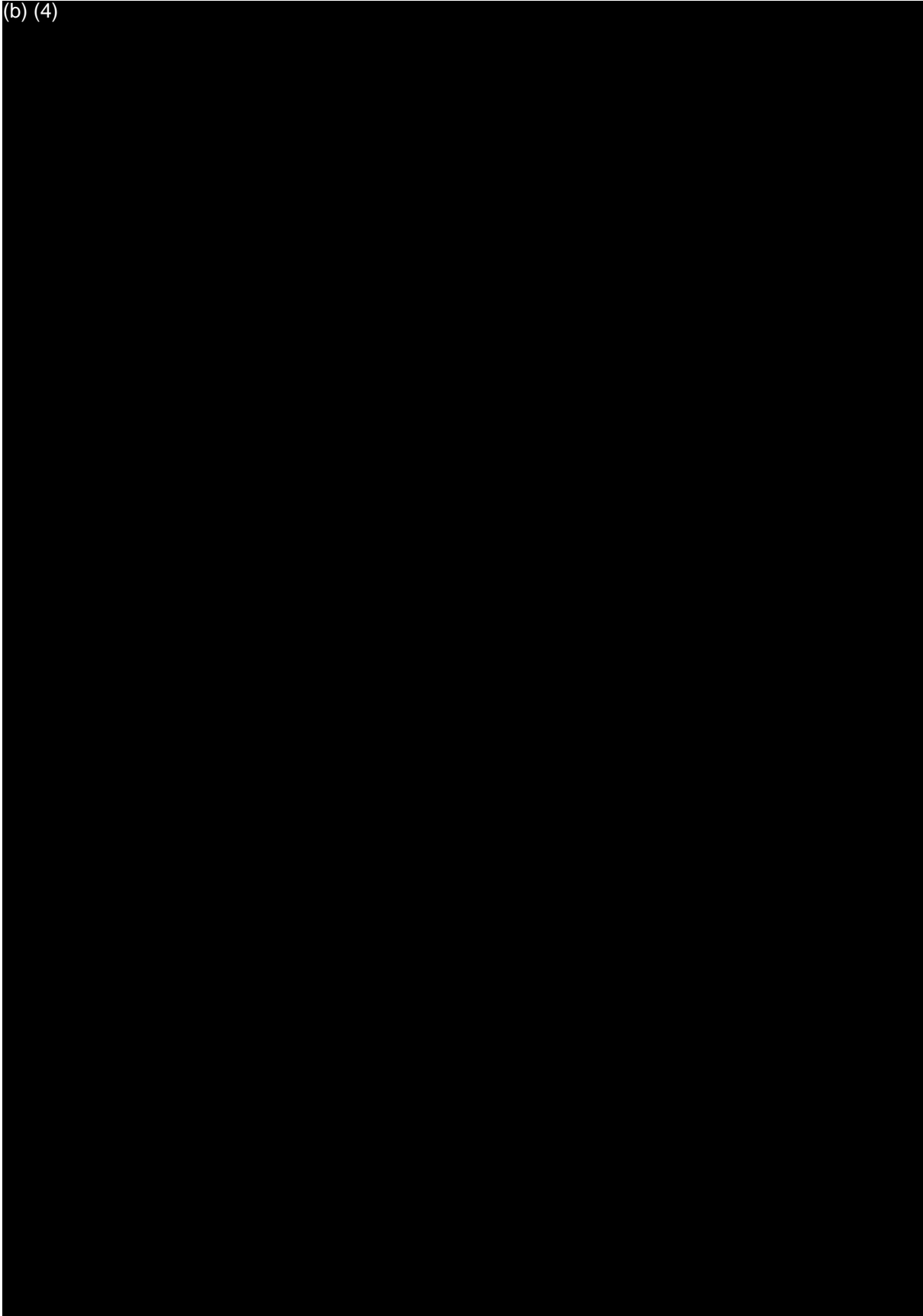


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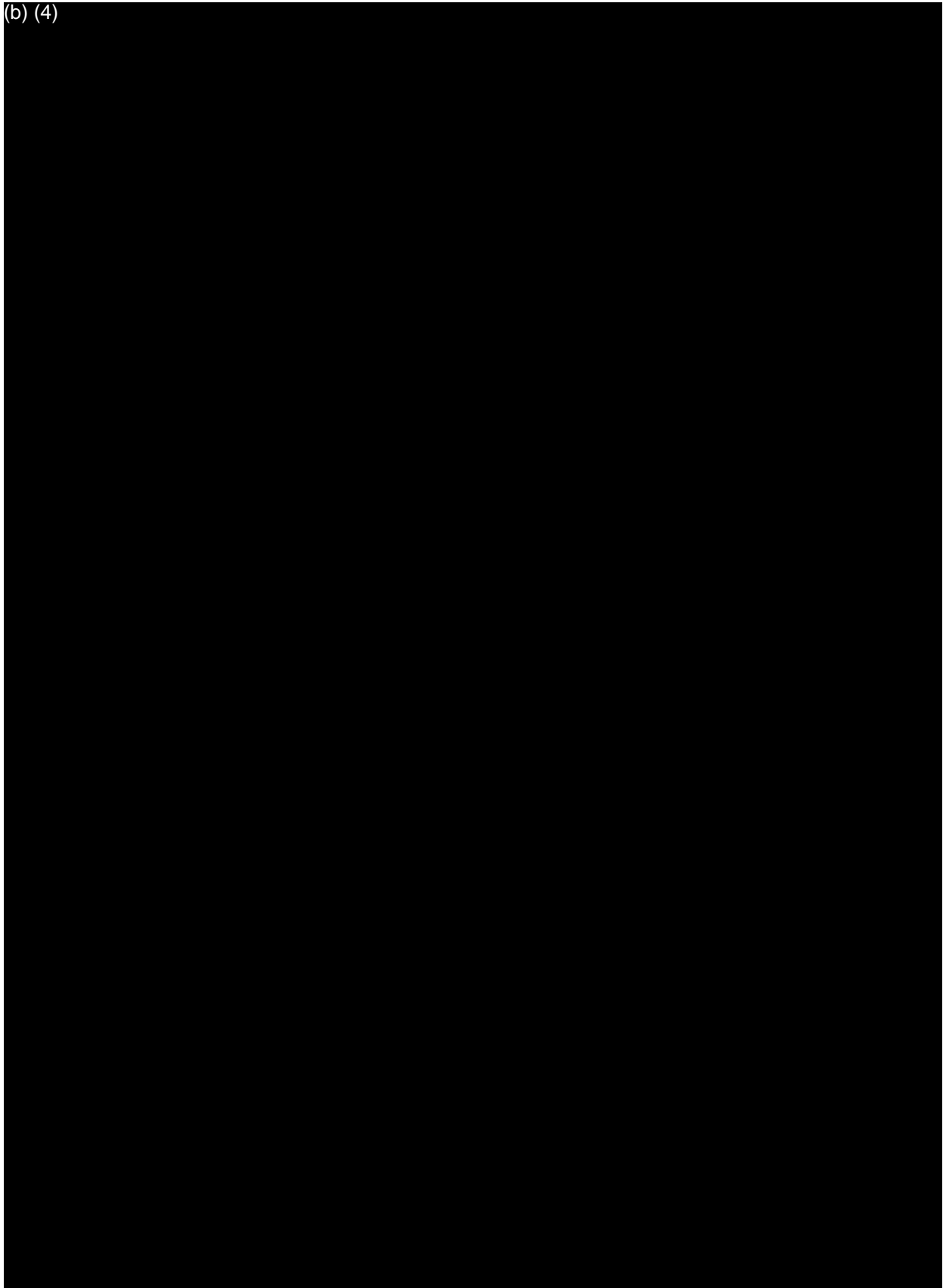


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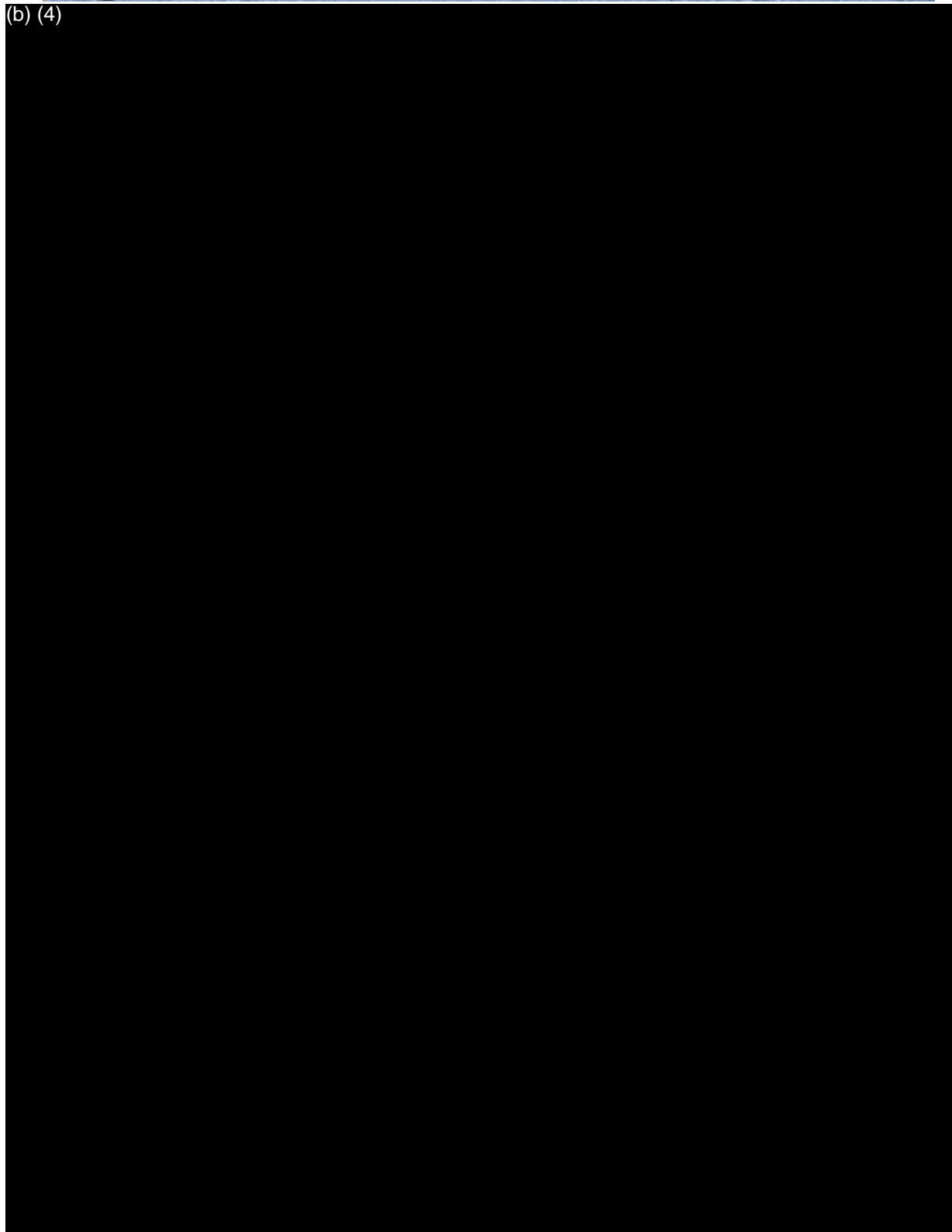


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## 10. AWARDS

LM's commitment to Small Business is illustrated by the awards listed below:

<i>Small Business Program Awards</i>	<i>Year(s)</i>	<i>Granting Authority</i>
<b>Best Corporations for Veteran Owned Business</b>	2005, 2006,2007	Veterans Business Journal
<b>Billion Dollar Roundtable for spending \$1B annually on minority owned or woman-owned suppliers</b>	2003-2010	Minority Business News
<b>Corporate Achievement Award</b>	2008	US Department of Veteran Affairs
<b>Corporate Advocate of the Year Awards</b>	2002, 2003  2005, 2008  2006 2006,2007	National Minority Supplier Development Council National Center for American Indian Enterprise Development Women's Business Council of Southwest Silicon Valley Chamber of Commerce Industry Council for Small Business Development US Pan Asian Chamber of Commerce- SW
<b>Div50- America's Top Corporation for Multicultural Business Opportunities</b>	2005, 2007, 2008, 2009, 2010	DiversityBusiness.Com
<b>Large Prime Contractor of the Year Award</b> in recognition of the outstanding support to small business subcontracting initiatives	2008	Johnson Space Center - NASA
<b>Nunn Perry Awards</b>	2000 (2), 2006 (1), 2007 (3), 2009 (2), 2010 (1) 2011 (1)	Department of Defense
<b>SADBU Mentor of the Year Award</b>	2008 2009	Small & Disadvantaged Business Utilization (SADBU) Consortium
<b>Small Business Program Manager of the Year – Sandia National Laboratories</b>	2007	Department of Energy
<b>STAR Award</b> for Supplier Diversity Excellence	2007	Dallas Ft Worth Minority Business Council
<b>Veteran Champion of the Year Award</b>	2007	Small Business Administration- Philadelphia Regional District
<b>2009 New York Regional MED Week Supplier Diversity Honoree</b>	2009	US Department of Commerce MBDA
<b>2009 Top Supplier Diversity Program</b>	2009	Black EOE Journal "2009 Annual Yearbook", Hispanic Network Magazine "2009 Best of the Best", Professional Woman's Magazine "2009 Best of the Best"
<b>2009 Nunn Perry Award Aeronautics and Angeles Composite Technologies</b>	2009	Mentor Protégé Conference
<b>2009 Nunn Perry award Electronic Systems and Geodetics, Inc.</b>	2009	Mentor Protégé Conference
<b>2010 and 2011 Best 10 Corporations for Veteran-Owned Businesses</b>	2010, 2011	NaVOBA
<b>2010 Nunn Perry Award Aeronautics and Aegisound</b>	2010	Mentor Protégé Conference



Small Business Program Awards	Year(s)	Granting Authority
Best Company for Diversity AND Supplier Diversity	2010	Selected by readers of Diversity Careers
NMSDC Corporation of the Year Nominee	2010	NMSDC
Advocate of the Year, Nancy Deskins	2010	Minority Business Development Agency
Large Business Prime Contractor of the Year Award for 2010	2011	U.S. Dept. of Treasury

Figure SDBPP-3. Summary of Lockheed Martin Small Business Awards.

## 11. REPORTING AND COOPERATION

LM IS&GS will submit periodic reports at such times and in such detail as the contracting agency or the Small Business Administration (SBA) may require to determine the extent of compliance with this SB subcontracting plan. Reports will be submitted via the Electronic Subcontracting Reporting System (eSRS) and will be prepared in accordance with instructions on those forms. Examples of reports submitted previously can be found in **Appendix I**. LM will also cooperate fully in any studies or surveys which the contracting agency or the SBA may require verifying such compliance. The principal reports used for collecting and tracking SB commitment activity are as follows:

- Semi-Annual Individual Subcontracting Report ISR (SF-294)
- Semi Annual Summary Subcontracting Report SSR (SF-295); (Each fiscal year-end report will include a breakout in IS&GS format of subcontract awards, in whole dollars, to small disadvantaged business concerns by North American Industry Classification System [NAICS] Major Group)

Reporting Period	Report Due	Due Date
Oct 1 - Mar 31	ISR	4/30
Apr 1 - Sept 30	ISR	10/30
Oct 1 - Sept 30	SSR	10/30
Contract Completion	Year End SDB Report	30 days after completion

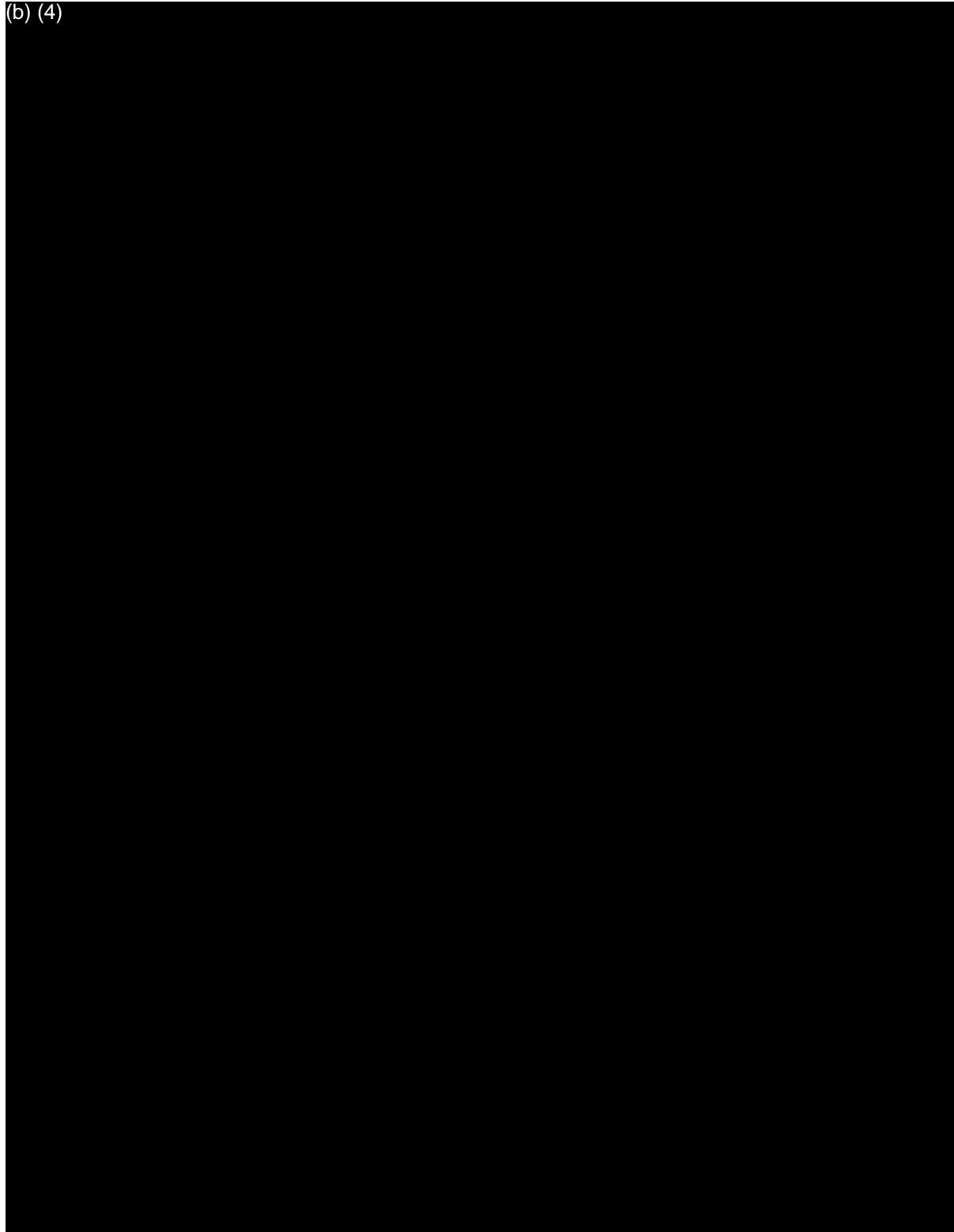


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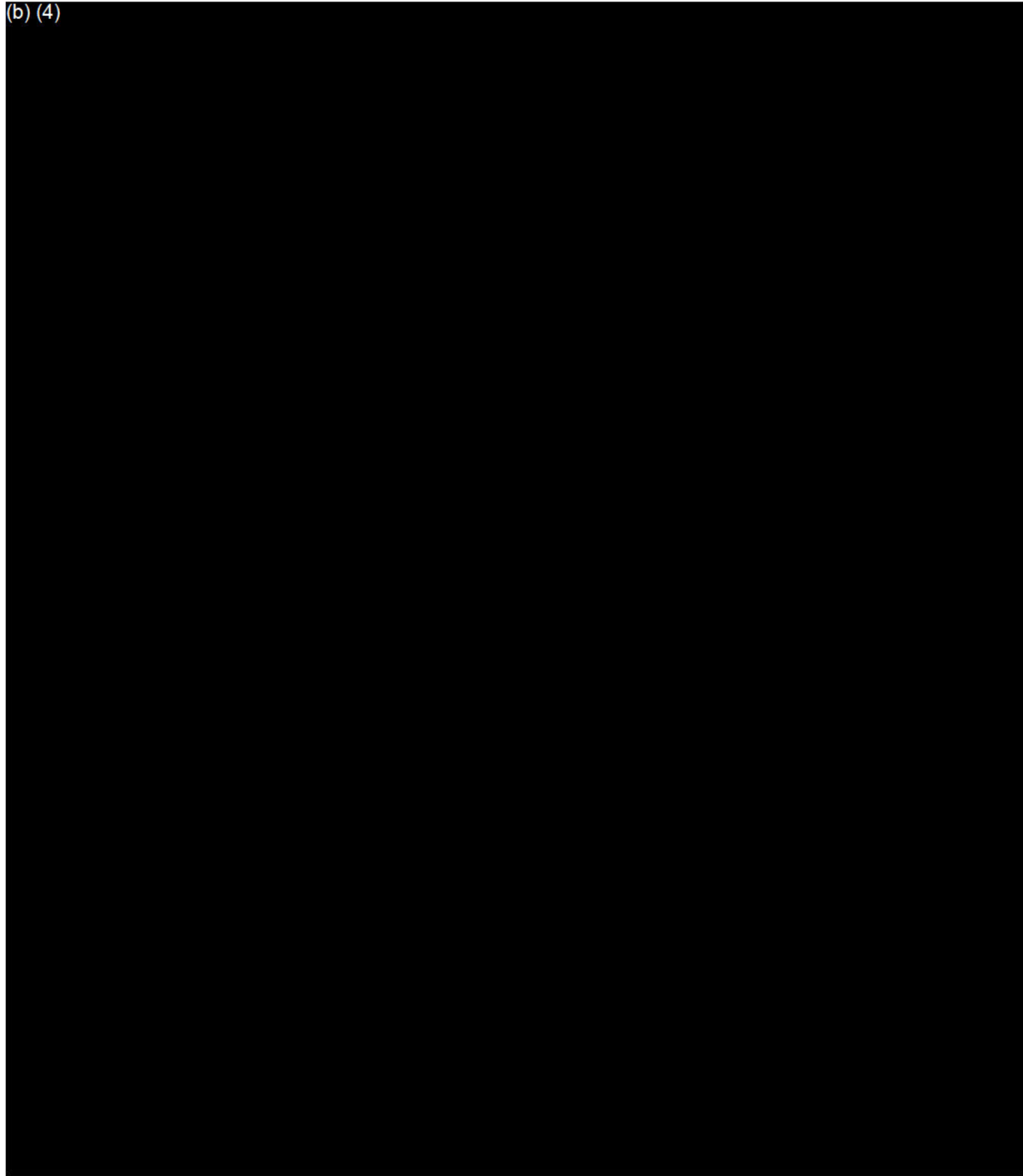






## APPENDIX 1: ESRS EXAMPLES

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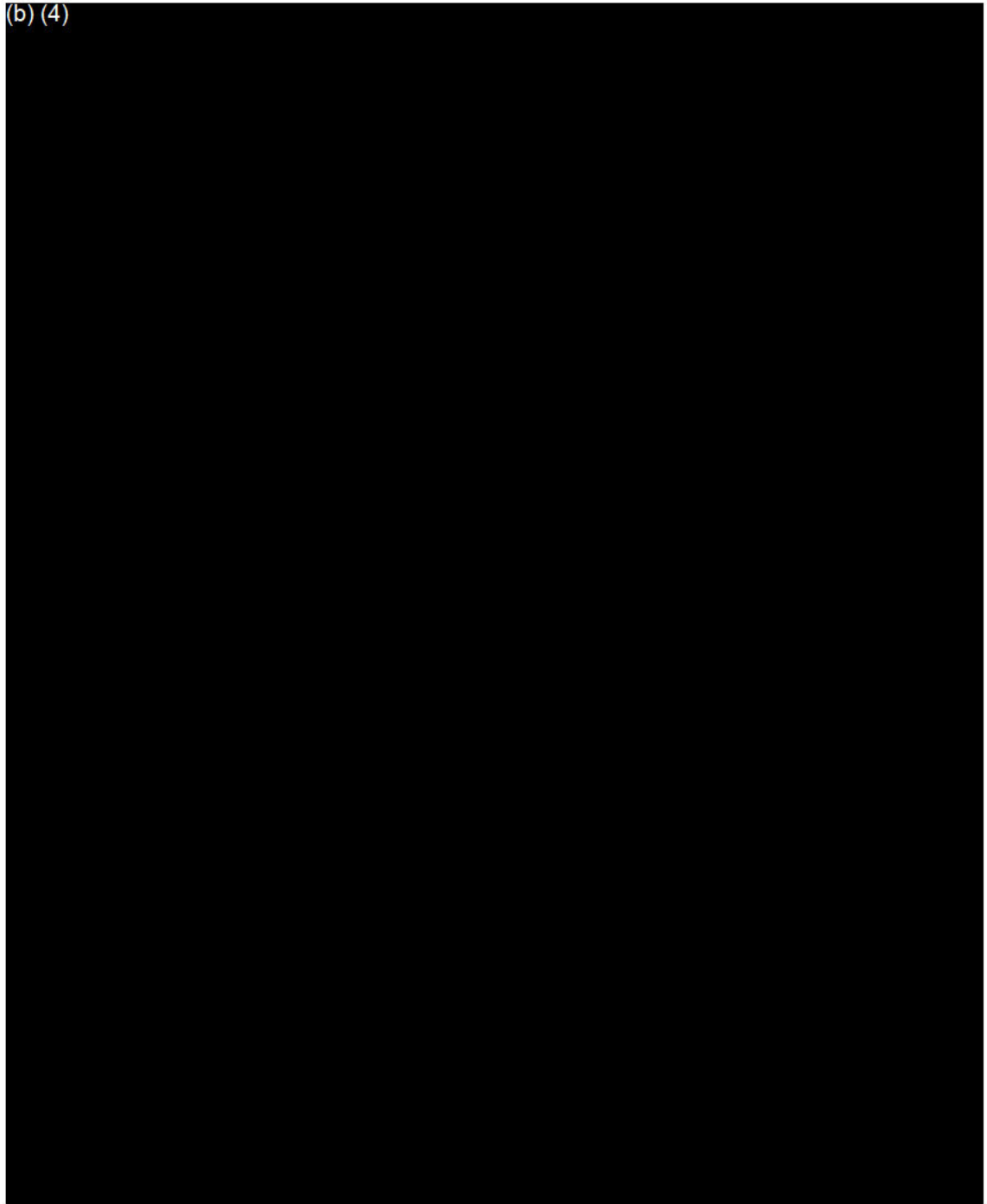


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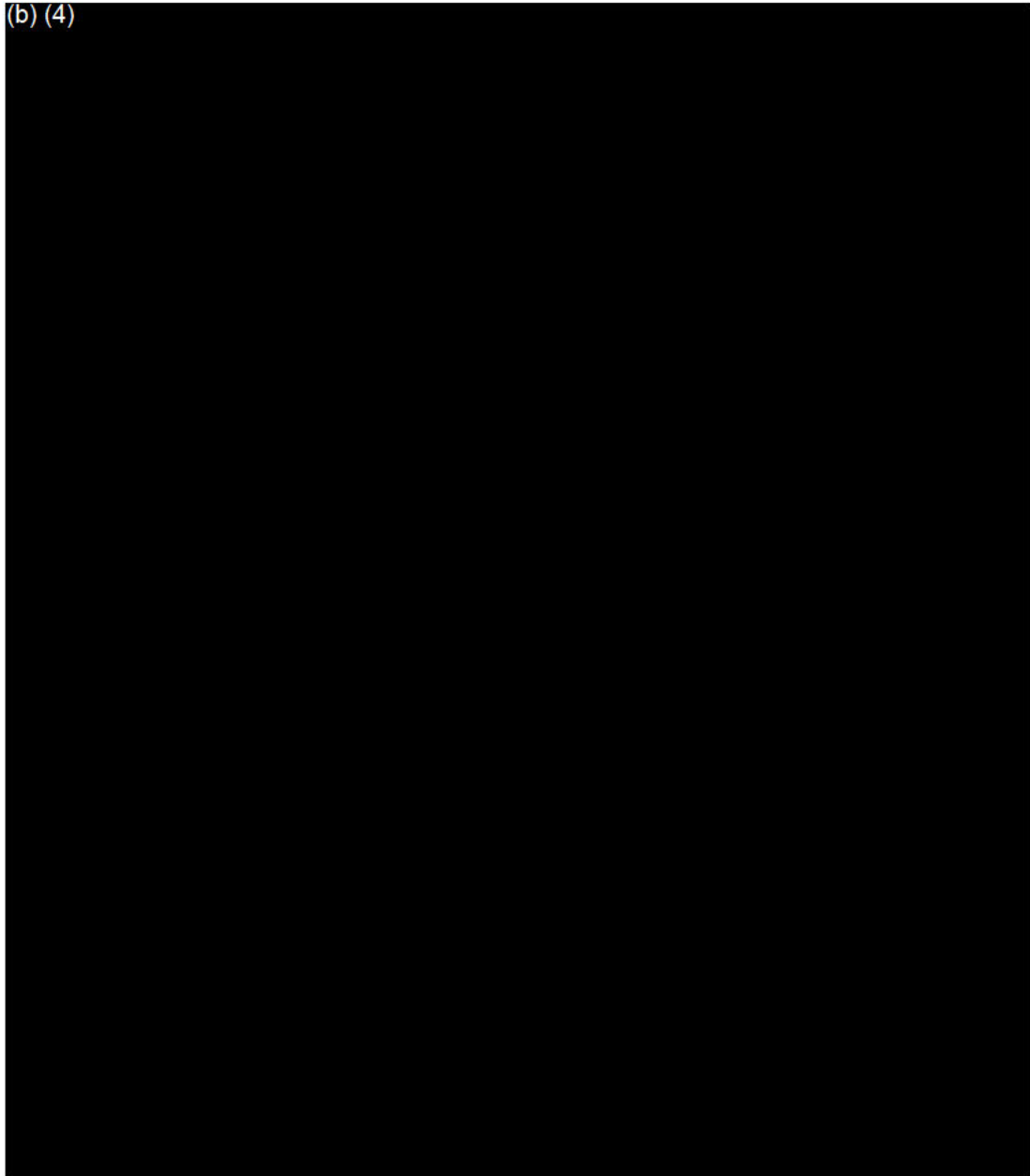


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