

SUPPLIER DIVERSITY

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<http://www.man.fs.lmco.com>

Program Update

Mentor-Protégé Program Success Stories to Report as 2004 Moves On

The DoD Mentor-Protégé Program was enacted in 1990 (Public Law 101-510) and implemented under the direction of former Senator Sam Nunn and Former Secretary of Defense William Perry to increase DoD, prime, and subcontract opportunities for small businesses. The Manassas site provides an illustration of how Lockheed Martin is successfully working with small disadvantaged and minority businesses. A DoD Mentor since 1994, Undersea Systems fostered relationships with three previous protégé firms, successfully graduating them from the program in December 2000. From this liaison, numerous success stories were reported.

In February 2003, a new Mentor-Protégé Program sponsored by SPAWAR began with two protégé firms: M & M Technical Services, INC. (M & M) of Woodbridge, Virginia and Fulcrum Corporation of Fairfax, Virginia; both are diverse engineering Services firms. In a year's timeframe, the program was kicked off and is already reaping tangible benefits with visible evidence of the program's impact.

M & M Technical Services, INC. began working on ISO 9001:2000 Registration at the advent of the program in February 2003. Their hard work and dedication to this endeavor culminated in successful completion of a pre-assessment on January 20, 2004 followed by a very successful formal assessment on February 23 and 24, 2004. National Quality Assurance (NQA) conducted the assessments and M & M has been awarded Registration to the ISO 9001:2000 standard. Additionally, four members of M & M's staff were certified by MS2, Undersea Systems as ISO 9001 Auditors. Working with Lockheed Martin on their ISO 9001 and SEI CMMI® initiatives with (Paul Shimp, director of Mission Success and

Don White, CMMI® authorized lead appraiser), M & M is well positioned to achieve its milestones in record time.



Supplier Diversity M&M Team

In the marketing arena, MS2, Undersea Systems has positioned M & M for new business opportunities by working with them to tailor their strategic plan and refocusing their marketing activities to better utilize and obtain IDIQ and GWAC vehicles. Under the guidance of Joe Grosson, director of Logistics, M & M has successfully become a participant in the General Services Administration (GSA) 8a Federal Acquisition Services for Technology (FAST) Government Wide Acquisition Contract (GWAC), which will allow M & M to secure sole source procurements of up to \$3M on a GSA procurement vehicle.

MS2, Undersea Systems has not only provided M & M with technology transfer, but has also provided a DELTEK Accounting System and access to Federal Sources, Inc. (FSI) IT market intelligence through the Mentor-Protégé Program. M & M is now preparing to complete Level 2 SEI CMMI®



Registration by the end of July 2004 by working with MS2, Undersea Systems Authorized CMMI[®] Lead Appraiser Don White. Furthermore, M & M experienced a forty-seven percent increase in revenue, and a fifty percent increase in staff that can be directly attributed to the Mentor-Protégé Program. M & M is well positioned to achieve its TQM milestones in record time. Additional information about M & M's capabilities can be found at M & M's webSite at: www.mmtsi.com.

You may ask: Why participate in a DoD Mentor-Protégé Program. "The Mentor-Protégé Program not only benefits small businesses," said program manager, Leona Johnson. "It also benefits Mentor firms by expanding the pool of qualified subcontractors and advancing their own skill base by which to attract customers. It makes good business sense to not only develop our partners, but to use them as well in DoD subcontracting opportunities. The DoD Mentor-Protégé

Program represents a lifelong partnership."

As a reminder, protégé firms can be awarded subcontracts under this contract on a non-competitive basis to the extent that skills and expertise match potential opportunities (Public Law 101-510, Section 831 as amended). For more information on MS2, Undersea Systems' Mentor-Protégé Program, contact Leona Johnson at Leona.johnson@lmco.com.

Continued success stories are anticipated. Program progress will continue to be highlighted in upcoming months.

For more information on Lockheed Martin's Supplier Diversity Program, contact [Robyn Snyder at robyn.h.snyder@lmco.com](mailto:Robyn.Snyder@lmco.com)