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About Lockheed Martin

Lockheed Martin is a worldwide organisation, principally engaged in the research, design, development, manufacture, integration and delivery of advanced technology systems, products and services. This breadth of skills provides the basis for specialist solution provision for our Government customers.

Our 1,500-strong UK employment base is predominantly technical (~83%). We employ over 135,000 permanent staff worldwide. Globally, we provide complete end-to-end solutions from initial options assessment and solution development, through design and development, to integration and in-service delivery and support.

Many UK Government requirements have parallels in other parts of the world. We frequently leverage a great deal of our worldwide skills and expertise through our reach-back processes in order to provide in-depth analysis and specialist solution provision to the UK Government.

Our customers are predominantly central and local Government. As a technology company that focuses heavily on Information and Communication Technology (ICT) solutions, we have been responsible for the end-to-end delivery of major UK public sector and MOD projects.

As a prime systems integrator, our strength is in providing solutions that are tailored to meet the business requirements of the customer. While we utilise 'off the shelf' components in our solutions, we find these rarely meet the specific and exacting needs of the customer. Since we do not manufacture ICT platforms we are able to offer unbiased solution recommendations to our clients.

Web Design, Development and Content Management

We provide an end-to-end capability for all aspects of web design, development and content management.

In our role as lead systems integrator, we bring considerable experience in dealing with central government. The features of solutions delivered to our particularly demanding customer base are related to the size of the resulting ICT deliverable, responsiveness to users, data security and our excellent support arrangements. We have the strength in depth to deliver these major national projects.

Our specialist solution provisions are not aligned to any specific products or platforms. We advise our customers on the optimum performance and cost-efficient solution for the requirements, readily accepting that on occasion our clients may insist on a particular application



or platform to integrate with existing architectures. Any contractual commitments or commercial ties with hardware or software vendors are therefore project specific.

Our capability includes:

- **Web sites**
- **Web-based logistic solutions**
- **Web-enabled database applications**
- **Secure web applications**
- **Web-based shared data environments**
- **Web-enabled collaborative working environments**
- **Automated data supply from remote sites**
- **Web-based GPS signal availability tools**
- **Web-based training and simulation systems**

e-Transaction Services

We are a leader in e-transaction services and provide solutions that integrate suppliers, customers and employees into collaborative working environments. We are also



a strong proponent and proactive implementer of collaborative environments, encompassing such productivity improvements as secure virtual conferences, work group collaboration



and common portals from which employees can easily access important corporate resources. We have provided e-transaction services to many diverse organisations such as the Royal Mail,

NATO and the UK Mental Health and Learning Disabilities Forum.

We have provided the following end-to-end e-transaction services:

- **Collaborative working environments**
- **Shared data tools and databases**
- **Real-time secure data management systems**
- **Logistic fleet management systems**
- **e-purchasing portals**
- **e-reconciliation and settlement solutions**
- **Network infrastructure design and build**
- **Web-based electronic cataloguing tools**
- **Web-based purchase order tools**

Application Development

We have the largest concentration of software expertise in any one organisation anywhere in the world. Lockheed Martin organisations currently hold five Carnegie-Mellon Software Engineering Institute's Capability Maturity Model (SEI CMM) Level 5 accreditations, and the only Systems Engineering CMMI Level 5 credential.



Our experience covers a broad range of business, scientific, and mission systems for enterprises of all sizes and degrees of complexity. By adhering to the rigorous standard

of the Capability Maturity Model for the software development lifecycle, we speed up, not slow down, the design, development and delivery of our customers' systems. Minimising defects and the need for rework, our processes allow us to deliver consistently the highest quality software products and services while meeting our customers' schedule and budget requirements.

We have considerable application development expertise, not only in the areas of Defence and Air Traffic Management, but also for customers such as Royal Mail.

End-to-end applications we have provided include:

- **Training simulators**
- **Safety critical systems**
- **Postal sorting solutions**
- **Real-time data systems**
- **Electronic chart displays**
- **High availability systems**
- **Air traffic management solutions**
- **Tactical data link analysis**
- **Synthetic training environments**
- **Printed and hand-written character recognition interpretation**
- **High reliability and integrity systems**
- **Asset management systems**
- **Highly secure applications**



Electronic Document and Records Management

We have considerable knowledge of Electronic Document and Records Management (EDRM) solutions from inception to delivery.

We provide a complete end-to-end EDRM service, including security issues, training and management of staff, the management of high volumes of data with complete accuracy, the inputting of information from diverse sources and different media, and the implementation and management of storage area networks.

Over a period of some ten years, we have deployed solutions for national Census projects. Each solution has been built on both the success and the lessons learned from the previous Census. We feel that the Census work is particularly relevant in demonstrating our end-to-end capability ensuring cost effective and time critical delivery of benefits.

As a prime systems integrator, our strength is in providing end-to-end solutions that are tailored to meet the business requirements of the customer.

We have provided the following end-to-end EDRM solutions:

- **Census solutions**
- **Supply chain systems**
- **Record searching**
- **Data warehousing**



- **Spares availability systems**
- **Logistic information systems**
- **Data mining tools**
- **Shared data environments**
- **Large volume data management - inputting, scanning, analysis**
- **High speed optical character recognition**
- **Secure record storage**
- **Large data storage area networks (routinely in excess of 23 terabytes)**
- **Internet response systems**
- **National electronic data archives**

The particular features of solutions we have delivered to our demanding customer base are related to the size of the resulting ICT deliverable, responsiveness to users, data security and our excellent support arrangements. Major systems that we have supplied have often required extremely high levels of availability. This has resulted in programme management and monitoring arrangements related to contractual service level agreements. Lockheed Martin has the strength in depth to deliver these major national and international projects, drawing on our worldwide resource pool.

Contact Us

You can access all our Specialist Solutions capability through Lockheed Martin UK - Simulation and Support.

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