

SUPPLIER DIVERSITY

FEATURED SUPPLIER: TIGER CONTROLS

Lockheed Martin's U.S. Government Customer is Focused on Small Business

Small Business is HOTTER than ever! It is so important to them, that they have stringent compliance requirements through the Federal Acquisition Regulations. These regulations from the FAR provide for Prime Subcontractors to subcontract out to diverse socio-economic groups certain percentages of the total contract value. Failure to show Good Faith Effort, Failure to meet negotiated goals, or failure to follow proper processes can result in Lockheed Martin becoming less competitive for future business. The Supplier Diversity organization is the compliance arm of Lockheed Martin for working with small business. It is our responsibility to make sure that small businesses with capabilities that meet Lockheed Martin requirements are given an opportunity to compete. It is here where this story begins.

Years ago, Rotary and Mission Systems Supplier Diversity met a small business, Tiger Controls that was just starting out as an OEM Electrical and Electronic Parts Distributor. We networked for many years, but nothing came of our interactions. A couple of years went by and Lockheed Martin and Tiger Controls attended the same event through the Virginia Asian Chamber of Commerce (VACC) and reconnected. Tiger Controls had now grown into a mature company servicing such companies as Dominion Energy, and other large businesses. A rebirth of a relationship was established, and Tiger Controls was offered an opportunity to exhibit at the Manassas site. Tiger Controls jumped at the opportunity to showcase their capabilities! Their capabilities include being able to purchase items for Lockheed Martin that our onsite partners are restricted from buying, buying items that are not easily found, or that must be re-engineered, distribution of products of major electronic parts OEMs at discounted pricing, and providing Lockheed Martin with increased goals in socio economic areas of Small Disadvantaged and Woman Owned small business. Meeting a buyer while exhibiting led to conversations, and about two weeks later Tiger Controls got an opportunity to bid and won a 60K order. This was truly a success, demonstrating Lockheed Martin's commitment to offer the maximum opportunities for subcontracting.

After receiving their first order and demonstrating for over a year they have what it takes, Lockheed Martin nominated Tiger Controls for the Small Business Administration's Small Business Subcontractor of the year award, as well as nominating them for the Virginia Asian Chamber of Commerce Van Guard Award. The SBA notified Tiger Controls that they had won the Small Business Subcontractor of the Year for their Region. Three weeks later they also won the VACC Van Guard Award. In addition to an opportunity to bid, they were the recipient of two prestigious awards.

Following further proven performance of a 99 percent delivery score and a 100 percent quality rating, discussions were held about pursuing a credit only mentor protégé agreement. Lockheed Martin typically will consider only current Lockheed Martin subcontractors and those that have been in business for a minimum of 5 years to ensure financial stability, as protégés under the government agencies various mentor protégé programs. An exception can sometimes be made for high-tech companies. Tiger Controls met these qualifications. The internal funding was approved, and Lockheed Martin and Tiger proceeded to send in an application for a DOD Credit Only mentor protégé agreement. In January 2018 the agreement was approved for 10 months to provide for Lean Six Sigma and Cybersecurity NIST Compliance Training. Again, being a protégé provided another growth and development opportunity for Tiger Controls. The DOD Mentor Protégé Program is the catalyst for small business development and growth, and gave Tiger Controls the additional process control that helped them achieve new contracts. Their growth under this program went from that first 60K order in 2017, to a final year end number of 1.5M in sales with Lockheed Martin in 2018.



**If you are interested in learning more, contact:
Robyn Snyder, RMS Supplier Diversity Program Manager**