

The purpose of this quick reference guide is to describe the process and procedure for completing the Exostar Trading Partner Manager (TPM) profile registration process to register as a Lockheed Martin (LM) supplier. The process is initiated by a LM Buyer/SCA creating and submitting a TPM invitation request, which generates an email being sent to a supplier invitee (the main point of contact person).

### <u>TPM Sample Invitation Request email: (contains non-production system</u> information)

You have been invited by an Exostar Trading Partner Manager (TPM) Customer to join their supply network. You were nominated by the following Customer Buyer:

Name: USER11 P2PADFS Phone: 301-897-6000 Email: <u>user11.p2padfs@e2ktd.lmco.com</u>

ORGANIZATION DETAILS: Organization Name: Happy Valley Farm Exostar ID: 112331860

To transact with an Exostar Trading Partner Manager (TPM) Customer you must **complete the actions (2) indicated below. All potential/pending purchase orders will be held pending completion of the vendor profile and two-factor authentication registration.** 

1. Register with Exostar, which provides supplier profile and user identity management services for Lockheed Martin Procure to Pay (P2P) transaction system via the Exostar Managed Access Gateway (MAG). Click the following link to initiate the registration process:\_ https://portal.exostartest.com/tprmgr/pages/Invitee/pocHome.seam?rqstRef=tpr-poi-116752010&rqstNonce=p2pIm-718241474

If you have trouble with the above URL, please paste the following URL and form fields.

URL: https://portal.exostartest.com/tprmgr/pages/Invitee/pocHome.seam

Invitation Reference Code: tpr-poi-116752010 Invitation Confirmation Code: p2plm-718241474

LM Procure to Pay – TPM Registration Request Quick Reference Guide To assist you with the Exostar Trading Partner Manager (TPM) vendor registration process, the following help documents are available from <u>https://www.myexostar.com/?ht\_kb=tpm-training-resources</u>:

- TPM Vendor Registration Checklist
- TPM Vendor Registration User Guide

2. In order to securely access this Customer's Procure to Pay(P2P) and Exostar Trading Partner Manager (TPM) Systems, it is required to either purchase or be in possession of an approved 2-Factor Authentication credential. For more information on the process and recommended/approved credentials, please see <a href="https://www.myexostar.com/?ht">https://www.myexostar.com/?ht</a> kb=lockheed-martin#lockheed-mart

Additional Instructions (if any):

Please complete the Lockheed Martin vendor registration process.

If you have any questions regarding this request or need assistance with completing these actions, please contact Exostar Customer Service.

LM Procure to Pay – TPM Registration Request Quick Reference Guide Registration Process and Procedure (Step-by-Step):

Step	Action(s)				
1.	This sample have been so to join their s	TPM invitation ent an invitatio supplier networ	request email s n request by Loo k.	tates that you ckheed Martin	
	The email al	ways has these	e key characteris	stics:	
	From: Prod	Exostar Adm	inistrators		
	<u>Subject:</u> Inv	vitation to join	<u>tar.com</u>   the Exostar Tr	adina Partner M	anager
	(TPM) and L	.ockheed Mar	tin's Procure to	Pay system	anayei
	An invitation compliance Martin purch determine th	and activation hasing repression of the end	only valid for on steps. Pleas entative (includ ompletion date.	90 days <b>includ</b> se contact your ed in body of	Lockheed email) to
	Register Complete Begistration	Security Set Security Questions	Accept Accept Terms & Conditions	Credentials Obtain Credentials	Access Access Granted
	Each email v link provided The email co the process. Note: If you r the Exostar (	vill contain a un – in item num ontains links to need additiona Customer Serv	nique link to con ber 1 - to begin several helpful u l assistance con ice Self-Help sit	tinue your reques the registration pr user guides to as ppleting the reque e link provided in	et. Click the rocess. sist you with est, access the email.

# Vendor Invitation

EXO	STAR <sup>®</sup>		
Vendor Inv	vitation		
If empty, Ple	ease enter the following fields from the value	es provided in the body of the invitation e-mail. You must als	o answer the challenge question.
*Invitation R *Invitation C	Reference Code: Confirmation Code:	tpr-poi-119207538 p2plm-712826875	
l'm ı	not a robot reCAPTCHA Privacy - Terms		
Resume			
Step	Action(s)		
2.	The Vendor Invitation scr clicking the link in the invi	een is the initial one displayed upon tation request email.	user
	All data fields with an aste	erisk (*) are required entry.	
	<ol> <li>Register with Exostar, identity management Pay (P2P) transaction Gateway (MAG).</li> </ol>	, which provides supplier profile and services for Lockheed Martin Procur system via the Exostar Managed Acc	user e to cess
	In this example, the Invit Code have been automa robot' box displayed dire	ation Reference Code and Confirmatically populated. Check the ' <b>I'm n</b> o ctly below it.	ation ot a
	Click the Resume button t	o continue.	

XOSTAR	About US
MPORTANT: PLEASE READ BEFORE CONTINUING Who should complete this registration for my organization?	
The person to whom Lockheed Martin directed the invitation should complete the supplier registration process. If this person is u selected to do so should be knowledgeable about your organization. This includes details about your organization's structure, so nformation.	unable to complete the registration process, the person ocio-economic status, payment authorizations, and contacts
What information do I need?	
You can find details about the information you will need to complete this registration by reviewing our checklist. This provides a complete. It is recommended to review the checklist now before starting the registration process.	comprehensive list of items that you will be asked to
Once I have completed the invitation, is there anything else I need to access the Lockheed Martin Procurement System fes. Lockheed Martin will not conduct business with suppliers who do not have 2-Factor Authentication credentials. For a new u system they must complete the 2-Factor Authentication registration process which provides enhanced security. Click here for fur	I (LMP2P)? Iser to gain access to the Lockheed Martin procurement rther information.
What if the information on the invitation is incorrect and I am unable to modify it? We use Duns & Bradstreet as the source for some of your organization's details, such as company name and address informatic modified. If any of this information has been recently changed, it may not yet be available to us. We regularly refresh the data we hanges we receive during this refresh. You can contact D&B directly at 1-800-234-DUNS (3867) if you need to modify this data	on. This information is marked by a D&B icon and cannot be a receive from D&B so we will update your data with any L
What if I need more help?	
A quick registration guide is available to help you through the invitation process	
Additional reference guides are also available to help you.	
Continue with Registration Concel and Return Later	



Step	Action(s)	
3.	Note for Existing Exostar Managed Access Gateway (MAG) Users: In lieu of the above screen, existing MAG users will be taken to the <i>Exostar MAG</i> Sign-In screen where they will enter their User ID and password. The user will also need to have a valid two-factor authentication (2FA) to complete the profile registration process. See the invitation request email example – item number 2 - for additional information on this topic. Click the <b>Continue with Registration</b> button.	
K https://portal.exostarts	test.com/tprmgr/paget/hvites/bvitationLanding.sem/f/wide-bXvjAZDhv/uV/HDV/CV/ANX0	ଗ <mark>- ×</mark> ଳ ଝ ଉ
X portal exostartest.com X Elle Edit View Fgvorites Ioo	olt Help	
EXOSTA		Help

TO: Lockheed Martin Suppliers In accordance with Government regulations and prime contract requirements, we must verify certain information about our suppliers. To help you complete the profile, refer to the definitions below or contact your buyer or Lockheed Martin representative. Notice: Products and Services acquired from your company may be used in the performance of contracts with the United States Government. 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 references 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. You will not excite contracts from Lockheed Martin if a profile is not returned complete. Submission of this form does not constitute approval of your firm as a supplier, nor obligate Lockheed Martin to solicit requests for quotation. The data on this form will be used to evaluate the potential of your firm as a Lockheed Martin supplier.

Continue

EXOSTAR

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Step	Action(s)
4.	Prior to proceeding, please read the regulations and requirements text presented to become familiar with Lockheed Martin policies. Click the <b>Continue</b> button.

# Organization Summary

XOSTAR				, and a
appy Valley Farm - Org Summar	у			
Vrganization Summary	View more information on how to use this s	ite.		
ctions	Clicking on the Previous and Next buttons s	shall save page content and perform validation on the cu	rrent page before displaying the next page.	
Change D&B Number (Search) Reject Invitation Save and Resume Later	The sin icon indicates Dun & Bradstreet (D YOU BY ACCESSING THE DAB INFORMATION AGRE ANY REASON, AND YOU SHALL BE RESPONSIBLE # TO SUCH INFORMATION.	&B) information. To make changes to these fields, conta e THAT THE INFORMATION IS THE INTELLECTUAL PROPERTY OF C ND LIABLE FOR ANY MISUSE OF THE INFORMATION. THIS INFORM	CL D&B directly. Phone: 1-800-234-DUNS (3867), Web: <u>www.DNB.com</u> M8 or its Information providers, is provided to You for Validation Put ation is provided "As its" without warrant" of <i>Ani</i> Kindi in No Event Will	1 Proses only, may not be copied, downloaded, or redisti DBB or its information providers be liable in any way v
				Next
	Organization Name:	Happy Valley Farm	Status:	Vendor In Process
	Address 1:	669 West Hill Rd	Address 2:	
	City:	Sherburne	State/Province:	NY
	ZIP/Postal Code:	13460	Country:	United States
	Main Business Phone:	(607) 674-9225	Organization ID:	EXO112331860
	DUNS Number:	042308259	Exostar ID:	112331860
	Other DUNS Number:		Exostar MPID:	5e27bd27-4006-492a-8ee7-ded7afa73c8e
	MAG DUNS Number:		Two-factor authentication (2FA) compliant 🔁	No
	Profile Type Status           Full         Requested           QA         Requested           Non-PO         Requested           RFx         Requested           Intra-Lockheed Martin Work Transfer Agree	ement (IWTA): Government Entry:		
	No	n-eCommerce: Expedited:		
	(	14 WITH USERS // DIM Dequired		
	(	24 With Users. 🖉 PIM Required: 💆		Save Cancel

Step	Action(s)
n/a	General Registration Information – Helpful Tips:
	<ol> <li>At any time during the online supplier registration process you can click the action titled 'Save and Resume Later' (on left side menu), which will save any data already entered / selected. To resume, return to the invitation email previously received and click the link provided.</li> <li>All data fields on the various pages that are preceded by a red asterisk (*) are required to be completed. All other data fields are optional and may be entered as appropriate.</li> <li>Click the vertical scrollbar to navigate through a page.</li> <li>The words 'Page' and 'Screen' are used synonymously throughout the document.</li> <li>The words 'Vendor', 'Supplier', and 'Organization' are used synonymously throughout the document.</li> <li>When a page has been successfully completed a green check mark will appear next to the application page title displayed on the left side menu.</li> <li>If a data field is protected from input/selection, then it's been determined that it's not applicable for this specific vendor registration so can be skipped over.</li> </ol>

LM Procure to Pay – TPM Registration Request Quick Reference Guide

Step	Action(s)
	<ol> <li>All data field values manually entered/changed will be validated for accuracy and completeness where possible. If an error occurs a detailed error message (in color red) will be displayed adjacent to the data field itself or in very close proximity to it.</li> <li>All pages contain 'Save', 'Next', and 'Previous' action buttons that when pressed will save the page content to the database. Clicking on any page title item on left side menu will also save content to the database and take you directly to that page.</li> <li>At this point in the process the Status value on the Organization Summary page is set to 'Vendor in Process'. The end goal is to get it to 'Active' status.</li> </ol>
5.	Your company's general information such as organization name, address, D&B DUNS Number, and Exostar ID (a unique ID assigned to your organization) will be displayed on the initial <i>Organization Summary</i> page. Most of this information will be populated from Dun & Bradstreet (D&B) sourced data. No user input is required on this page. <b>Note:</b> If the D&B data reflected is not correct, you will need to contact D&B directly to have corrections made. Corrections made at D&B will eventually automatically populate this profile. You may access D&B by clicking the following link: <u>https://www.dnb.com/duns-number.html.</u> See other D&B helpful contact information displayed on the page itself. <b>IMPORTANT:</b> When an organization requests updates on the D&B website, it may take up to 30 days for the changes to be reflected in TPM. Click the vertical scrollbar to navigate through this page. Click <b>Next</b> to continue.

# **Business Description**

NOSIAN						
lappy Valley Farm - Business D	scription					
Organization Summary	View more information on how to us	e this site.				
Business Description	Clicking on the Previous and Next b	uttons shall save page content and p	erform validation on the cu	irrent page before displaying the next page.		
Actions	The King icon indicates Dun & Brads	treet (D&B) information. To make cha	anges to these fields, conta	tct D&B directly. Phone: 1-800-234-DUNS (3867), Web: www.DNB.com		
Change D&B Number (Search)	YOU BY ACCESSING THE DAB INFORMATIK RESPONSIBLE AND LIABLE FOR ANY MISU	ON AGREE THAT THE INFORMATION IS THE ISE OF THE INFORMATION. THIS INFORMATI	INTELLECTUAL PROPERTY OF ON IS PROVIDED "AS IS" WITH	DAB OR ITS INFORMATION PROVIDERS, IS PROVIDED TO YOU FOR VALIDATION PURPOSES ONLY, MAY NOT BE COMBL DOWNLOADED, OR REDISTRBUTED FOR ANY UT WARKANTY OF ANY KRID, IN NO EVENT WILL DAB OR ITS INFORMATION PROVIDERS BE LIABLE IN ANY WAY WITH REGARD TO SUCH INFORMATION.	REASON, AND YOU SHALL	
Save and Resume Later	Previous				Next.	
	Lockheed Martin (LM) is required to follow the Internal Revenue Service's (IRS) rules and regulations. Delay in providing this information to LM may result in reduced payment due to tax withholding. Suppliers will be required to file with the IRS to collect any tax withholding that has been remitted to the IRS by Lockheed Martin.					
	U.S. Suppliers: Must provide a valid U.S. tax id number and attach a W-9 form, otherwise a 24% withholding will be imposed on all payments until a form is attached,					
	Non U.S. Suppliers: Must attach the appropriate W-8 form to certify foreign status. The form will be valid for 3 calendar years from the date signed. A 30% tax withholding will be imposed on all payments until the form is attached.					
	Suppliers who are located in a U.S. Territory: Must attach a W-8 form and are treated as a Non U.S. Supplier, with an exception for 'individuals' who must attach a W-9 form and are treated as a U.S. Supplier,					
	Lockheed Martin will review all attachments for completeness. Incomplete/invalid forms will be removed from the vendor profile and the company will be contacted to correct and resend.					
	Questions regarding W-8 form sho	uld be sent to ap-foreign-request fc-lk	Id@Imco.com			
	Questions regarding W-9 form sho	uld be sent to 1099-misc fc-lkld@tmc	o.com			
	Description Trees	OOMESTIC SUPPLIERS (U.S.)				
	Organization Type:	02 C-Corporation				
	Business Type:	01 MANUFACTURER	×			
	WARNING (Applicable to US addres	Skip if Non-Profit or Foreign (non ses only): Failure to provide a US Fee	US) Owned leral Tax ID may result in p	ayment withholdings per IRS regulations.		
	*IIS Federal Tax ID	Enter in format '999999999' (no das	hes)			
	Or	123123123				
		Enter in format '999999999' (no das	hes)			
	Social Security Number					
	Confirm Social Security Number					

Step	Action(s)
6.	All data fields on this page preceded by a red asterisk (*) are required to be completed. All other data fields are optional and may be entered as appropriate.
7.	On the <b>Organization Type</b> and <b>Business Type</b> fields – For each one click the dropdown selection to select the appropriate item for your business from the list.
8.	Enter your company's Federal Tax ID or a person's Social Security Number without dashes (for individuals and must enter twice along with the person's name) – one or the other is required. This information is only required for Domestic/U.S. organizations/ business entities. NOTE: The social security number entered will NOT be displayed in this field as it is considered sensitive data and will be protected as such
9.	Click the vertical scrollbar to navigate through the page.

aded Files Information					
No files currently uploaded					
corporations					
hich State are you Incorporated? NEW YORK					
ct a Non-Profit Organization Type	Please Select V				
nal Equipment Manufacturer (OEM)					
he OEM(s) of the products you distribute. At least one OEM is require	d if Business Type is '02 Distributor'.				
I New OEM					
per Information					
rn Material Authorization (RMA): 📋					
ional Product/Service/Business Details					
ur Accounting System Defense Contracting Agency (DCA) appre	ved?: ○Yes ○ No ④ Not Selected				
rou International Standards Organization (ISO) 9000 Certified?:	$\bigcirc$ Yes $\bigcirc$ No $\circledast$ Not Selected				
rou Aerospace Standards (AS) 9100 Certified?:	$\bigcirc$ Yes $\bigcirc$ No $\textcircled{o}$ Not Selected				
rou Aerospace Standards (AS) 9120 Certified?:	○ Yes ○ No ⑧ Not Selected				
rou Capability Maturity Model Integration (CMMI) Certified?:	○ Yes ○ No. ④ Not Selected				
Yes. What Level?:					
CONTRACTOR CONTRACTOR AND CONTRACTOR	1 inste Gelect				
ucts Manufactured:					
any Caparanhia Sunnart Araay					
ary Geographic Support Area.					
ain Any Current Security Clearances and Levels:					
Please use the Full	Service Description field to movide a detailed description of the products or services that your company provides. The Lockbed Martin community will search this field for secrific moductolencies so the more details you				
provide the more lik	where the state of				
Service Description:					

Step	Action(s)
10.	Per IRS rules and regulations, U.S. suppliers are required to submit a W-9 tax form and Non-U.S. suppliers a W-8 tax form. If no tax form is submitted a 24% (U.S.) or 30% (Non-U.S.) withholding will be imposed on all invoice payments.
	Additional instructions for U.S. Territories: Suppliers who are located in a U.S. Territory: Must attach a W-8 form and are treated as a Non-U.S. Supplier, with an exception for 'Individuals' who must attach a W-9 form and are treated as a U.S. Supplier.
	The application web page itself provides several Lockheed Martin Accounts Payable email addresses if you need further assistance with tax form requirements.
	<ul> <li>To upload a completed IRS W-8 or W-9 tax form:</li> <li>Click on the Upload Tax Form button</li> <li>Select your tax form file from your computing device or other storage area</li> <li>Click 'Open' (or double-click on the file)</li> <li>Select the IRS Tax Form Type from selection list</li> </ul>
	If you do not attach a completed tax form during the initial profile registration process you will be able to attach it at any time later, but it must be attached prior to payments being successfully processed.
11.	If a U.S. organization - Click the dropdown selection arrow in the <b>In Which State</b> <b>are you Incorporated</b> field and select the appropriate item from the list.
12.	If your organization is a Non-Profit Organization, click the dropdown selection arrow in the <b>Select a Non-Profit Organization Type</b> field and select the appropriate item from list. (n/a is not required).

Step	Action(s)
12.b	Original Equipment Manufacturer (OEM) – If you selected Business Type '02
	Distributor' then at least one OEM is required to be added. See screen for
	instructions on how to add one.
12.c	Shipper Information Section – Return Material Authorization (RMA)
	Question: What does it mean to check the 'Return Material Authorization
	(RMA) flag?
	Answer: By checking the RMA flag, you allow the recipient of your product(s) to return
	goods for repair, replacement or to receive credit.

Additional Product/Service/Business Details			
Is your Accounting System Defense Contracting Agency (DCA) approved?: 🔿 Yes 🔿 No 💿 Not Selected		selected	
Are you International Standards Organization (ISO) 9000 Certified?:		○ Yes ○ No ● Not S	Selected
Are you Aerospace Standards (AS) 9100 Certified?:		○Yes ○No ●Not S	Selected
Are you Aerospace Standards (AS) 9120 Certified?:		○ Yes ○ No ● Not S	selected
Are you Capability Maturity Model Integration (CMMI)	Certified?:	○ Yes ○ No ● Not S	selected
If Yes, What Level?:		Please Select	~
			Laund 1
Products Manufactured:			
	I		
Primary Geographic Support Area:			
Explain Any Current Security Clearances and Levels			
	Diageo upo the Full Service	Description field to provide a d	etailed description of t
	provide the more likely we v	will be able to match our needs	with your products and
Full Service Description:			
Do You Manufacture or Distribute Green Products ?:	O Yes O No ● Not	Selected	
If Yes, List Your Green Products Offerings:			
Do You Have a Green Program in Place?:	○ Yes ○ No ● Not	Selected	
If Yes, Please Describe Your Green Program:			
Do You Offer Green Packaging or Shipments?:	○Yes ○No ●Not	Selected	
If Yes Please Describe Your Green Packaging			
ii Tes, Flease Describe Tour Green Fackaging.			
<b>A</b> n .			

13.	All the questions listed under section titled <b>Additional Product/Service</b> <b>Business Details</b> are optional; however, they are used by Lockheed Martin to evaluate potential suppliers for purchasing activity.
13.b	Click <b>NEXT</b> to continue.

# LM Procure to Pay – TPM Registration Request Quick Reference Guide Company Profile

lappy Valley Farm - Company P	offle
Vorganization Summary	View more information on how to use this site.
💞 Business Description	Clicking on the Previous and Next buttons shall save page content and perform validation on the current page before displaying the next page.
Section 2015 Company Profile	The Existic on indicates Dun & Bradstreet (D&B) information. To make changes to these fields, contact D&B directly. Phone: 1-800-234-DUNS (3867), Web: www.DNB.com
Actions	YOU IN ACCESSING THE DAR INFORMATION AGREE THAT THE INFORMATION IS THE INTELLECTUAL PROPERTY OF DAR OR TIS INFORMATION PROVIDERS, IS INFORMATION PROVIDERS, IS INFORMATION AGREE THAT THE INFORMATION AGREE THAT THAT THAT THAT THAT THAT THAT TH
Change D&B Number	REPONSIBLE AND LABLE FOR ANY MISURE OF THE INFORMATION THIS INFORMATION IS PROVIDED 'AS BY WITHOUT WARRANTY OF ANY YIED IN NO EVENT WALL DAD OR ITS INFORMATION PROVIDERS BE LABLE IN ANY WAY WITH REDARD TO SUCH INFORMATION
(Search)	Previous Next >
Save and Resume Later	Structure
	D&B Global Ultimate DUNS: 4
	Parent Company Information
	Is your company owned by a parent company?: O Yes O No      No      Not Selected
	Enter in format 99999999 (no dashes)
	Parent Company Name: US Parent Company Tax ID
	Other Names
	Other Name: handhorne valley farm Source: Creating LM Uner
	Delete
	Add New Other Name
	Other Information
	These endoct shich tradictionsticationstications within which your company has a physical presence (otherwise Inverse as Twarm, The statisticationstications of the jurisdictions where you have Nexus.     The statistication of the physical presence of the physical presence (otherwise jurisdictions. Lockheed Martin will remit sales tax to you in the jurisdictions where you have Nexus.     The statistication of the physical presence of the physical physica

Step	Action
14.	On the <b>Company Profile</b> screen, D&B populate the fields with the D&B icon present.
15.	All data fields on this page preceded by a red asterisk (*) are required to be completed. All other data fields are optional and may be entered as appropriate. Click the vertical scrollbar to navigate through the page.
16.	In the <b>Parent Company Information</b> section, select the best option that suits your company. If you select 'Yes' to the question, then the other related data is required. <b>NEXUS Locations</b> – Read the instructions provided on page to determine your required selection(s). Click the dropdown selection arrow and select the appropriate item(s) from the list. For non-US/Foreign suppliers leave selection as 'Please Select' or select 'Not Applicable'. Use standard Windows control-click keystroke combination to select all values that apply.
17.	Click Next to continue.

# LM Procure to Pay – TPM Registration Request Quick Reference Guide Socio-economic

XOSTAR		About Us
Happy Valley Farm - Socio-econo	nic	
Organization Summary     Susiness Description     Company Profile     Socio-economic	View more information on how to use this site. Clicking on the Previous and Next buttons shall save page content and perform validation on the current page before displaying the next page. The site indicates Dun & Bradstreet (D&B) information. To make changes to these fields, contact D&B directly. Phone: 1-800-234-DUNS (3867), Web: www.DNB.com YOU BY ACCESSING THE DBA INFORMATION ADDREE THAT THE REFORMATION BY THE INFELECTUAL PROPERTY OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF SUPERIOR WARDER TO BLUE ADDREE THAT THE REFORMATION BY THE INFELECTUAL PROPERTY OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF SUPERIOR WARDS ADDREE THAT THE REFORMATION BY THE INFELECTUAL PROPERTY OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF SUPERIOR WARDS ADDREE THAT THE REFORMATION BY THE INFELECTUAL PROPERTY OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF SUPERIOR WARDS ADDREE THAT THE REFORMATION BY THE INFELECTUAL PROPERTY OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED FOR INFORMATION REPORTED FOR AN EXPERIMENT OF DALE OF ITS INFORMATION REPORTED	IY REASON, AND YOU SH
Actions Change D&B Number		Next.
Reject Invitation Save and Resume Later	Small Business information - Skop if Non-Prote Or Foreign (non US) Owned         (http://www.sm.gox)         Are you a Protege under the Mentor Protege Program? :       Yes       No       Not Selected         Mentor Company Name:	
	Alaska Native/Indian Tribally Owned Information         * Is your company owned by a member of a federally recognized Native American Tribe? (Select One):         0000 - N/A - Not Applicable         * Alternatively, is your company owned by any of the following federally recognized entities? (Select one):         0000 - N/A - Not Applicable	
	< Previous	re Cancel Next

Step	Action
18.	On the Socio-Economic screen, D&B will populate data fields with the D&B icon displayed.
	All data fields on this page preceded by a red asterisk (*) are required to be completed. All other data fields are optional and may be entered as appropriate.
	Click the vertical scrollbar to navigate through this page.
19.	<b>Not Selected</b> or <b>N/A Not Applicable</b> is the default selection for each field.
	In the Small Business and Alaska Native/Indian Tribally Owned sections, if/when applicable, select the responses appropriate to your company.
19.b	Click Next to continue.

## Self-certification

The self-certification page contains up to four sections to be completed depending on the country of the organization's main address.

- Socio-economic: Required when organization address country is U.S. (including U.S. Territories).
- Executive Compensation Report: Required for all vendors regardless of organization address country.
- National Defense Authorization Act (NDAA) Section 889: Required for all vendors regardless of organization address country.
- Cyber Security: Required for all vendors regardless of organization address country.

To complete each section, follow the step-by-step instructions provided directly on the application web page itself and described in general in the below steps. Several links to external web sites are also provided on the page to assist you.

	Socio-eco	nomic Sect	ion				
Previous							Next
				Нарр	y Valley Farm - Self-certifi	cation	
Socio-ed	conomic Self-certification						
Purpose: socio-eco Instruction 1. Clic 2. For 3. Pro	The purpose of this page section nomic categories, which is requise the on 'Browse & Add' to initially each NAICS displayed, select will ceed to the 'Executive Compen-	on is to allow for the entry and main uired annually (at a minimum). enter or to add to your existing NAI whether its primary or not and your e sation Report' section below.	ntenance of your compan CS codes. To assist you company size for it(Small	with this task, your or Other).	n Industry Classification System (NAICS) codes an company information (SIC and NAICS data) from Du	d their size (Small/Other). Also, to allow for you to certify your company NAICS informat n & Bradstreet (D&B) is displayed. When complete, click on the OK button to save and ret	ion and your status of other urn to main page.
D&B Sour	ced Standard Industry Classifi	cation (SIC) to NAICS Information	(view only):To update pl	ease contact D&B o	lirectly (see page header for additional information	regarding D&B).	
SIC Cod	e	SIC Description		N/	AICS Code	NAICS Description	
0241000	0	DAIRY FARMS		11	2120	Dairy Cattle and Milk Production	
- Ton - Ton - Ton Select wh Note: The small bus	erican industry Classification 3 sector/industry coding system us ICS structure levels - and obtain t iew and search the NAICS web s iew the Small Business Administr ether each NAICS code is prim SBA Size Standards displayer ness for Federal Government	system (NAICS) (momination - Use) the corresponding NAICS code(s) and the click on link: NAICS web site ation Size Standards web site click on lary or not (Note-only one can be p 1 are as they were when the last 'S rograms. For the most part, size s	r Entered: rvice you provide. We requ official U.S. NAICS Title (m link: SBA Size Standards primary) and it's size. The telf-certification' was perf tandards are the averag	ire at least one NAIC equired even if your of SBA size standarr formed. The current e annual receipts of	S code be entered by each organization (Supplier). Ple ompany deesn't utilize the NAICS coding system). A N/ is are displayed as reference for each NAICS. Is tandards may be different. See the SBA web site of the average employment of a firm.	ase use the U.S. Census Bureau NAICS web site to search for your industry -by keyword (industr ICS code selected must be exactly six numeric characters - at lowest level of structure.	y name, product, etc) or by ern can be and still qualify as a
	NAICS Code	Description	Primary 🗙	Size	SBA Size Stds in Millions of Dollars	SBA Size Stds in Number of Employees	
Delete General In well. — Bus — For	Browse & Add formation: If you have certified as iness size and status definitions a additional support contact Small E	a "Service Disabled Veteran Owned" o re available at: SBA Size Standards Jusiness Administration (SBA) at: https	company, please make sur s://www.sba.gov/about-sba	e to check the "Veter /what_we_do/contact	an Owned" status as well. If you have certified as a "Smsba	all Disadvantaged Business" please make sure to ensure that at least one of your NAICS codes o	entered is classified as "Small" as
I certify th My Busine Business S	e following organization NAICS. ess is (Small or Large): Note-Ti ize Small/Large:	size, and status attributes to Locki his field will be derived based on th	heed Martin: he NAICS codes entered Small O Large ® Not S	above. elected			
My Busine * Small Dis	ess is also (A response of Yes advantaged Business:	or No is required. Check all that ap C	pply): ) Yes () No				
* Woman	Owned:	C	Yes O No				
Certified	HUBZone:	C	Yes O No				
* Veteran	Owned:	C	Yes O No				
* Service [	Disabled Veteran Owned:	C	Yes O No				

### **Executive Compensation Report Section**

Executive Compensation Report Purpose The perpose of this page section is to allow for the entry and maintenance of your company's net-cutier compensation influenzation and to allow you to update this reporting annually, which is recorrect	
Instructions:	time to the next step. See the table welly form below for additional
The promotion's executive compensation is reported as follows:	
* 1. In the precoding completed facal year, did this business or organization (the legal entity to which the CUHS number 4 provided belongs) sective (1) 80 percent or more of its annual grees revenues in U.S. Indexid contracts, subcontracts, learn, grants, subgrants, and/or cooperative agreements, AMD 2) 525,850,000 or more in annual grees revenues time U.S. Indexid contracts, subcontracts, learn, grants, subgrants, and/or cooperative agreements, AMD 2) 525,850,000 or more in annual grees revenues time U.S. Indexid contracts, subcontracts, learn, grants, subgrants, and/or cooperative agreements?	⊖ Yes ⊖ Ro
<ul> <li>2. Does the public have access to internation about the compensation of the executives in this toatness or organization (the legal writity to which this specific SAM record, represented by a DOVD number, belongs) through periodic reports field under section 13(a) or 15(a) of 15</li></ul>	⊖ Yes ⊖ No
3. If Yes to #1 and No Is #2 above, provide the total compensation of each of the five most highly compensated executives as defined in FAR 52 204-10 for the preceding completed flocal year	

## National Defense Authorization Act (NDAA) Section

### National Defense Authorization Act (NDAA) Section 889

Purpose: The purpose of this page section is to allow for you to provide representation related to NDAA Section 889, which is required annually.

### Instructions:

- Read part '(a) Definitions' and in part 'b) Representations' provide your Company representation regarding this subject or in part 'c)' respond that your Company is unable to make an assertion to provide a representation.
- Read the paragraph below beginning with the words 'By clicking...' then click on the 'Submit Certifications and Representations' button. Then click 'Save' or 'Next' to proceed.

### Representation Concerning the Prohibition on the Acquisition of Covered Defense Telecommunications Equipment or Services

(a) Definitions. As used in this representation, covered defense telecommunications equipment or services has the meanings provided in the clauses at Federal Acquisition Regulation FAR 52.204-25 Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment and Department of Defense FAR Supplement 252.204-7018, Prohibition on the Acquisition of Covered Defense Telecommunications Equipment or Services.

\* (b) Representation. Company represents that it

O does,

⊖ does not

provide covered defense telecommunications equipment or services as a part of its offered products or services to Lockheed Martin in the performance of any contract, subcontract, or other contractual instrument.

٥r

(c) Ocompany is unable to make an assertion to provide a representation on all products, but the company agrees to promptly provide the required representation signed by an authorized representative upon the request of LOCKHEED MARTIN prior to each contract award.

## Cyber Security Section:

Cyber Security		
The purpose of this section is to allow Acquisition Regulation Supplement (	v for you to answer and certify to questions related t DFARS) requirement and the handling of Sensitive I	to the applicability of cyber Defense Federal Information, which is required annually.
Instructions:		
1. Read the questions on the appl and provide your answers.	icability of cyber Defense Federal Acquisition Regula	ation Supplement (DFARS) and Sensitive Information
2. Read the paragraph below begi Then click 'Save' or 'Next' to pr	nning with the words 'By clicking…' then click the 'So oceed.	ubmit Certifications and Representations' button.
If you answered (1) or Yes to the followin complete the required cyber security que The information will be used as an input You may proceed to the next section of t	g sections and completed the registration/recertification, stionnaire. Completion of the registration process is requ to manage risk. If you answered 2a, 2b, 2c, or No to the t he supplier profile.	you will receive instructions shortly via email on how to uired prior to completing the cyber security questionnaire. following sections, then no further information is required.
Applicability of Cyber DFARS and NI	ST SP 800-171	
* Are you required to be compliant with National Institute of Standards and Tech	the U.S. Defense Federal Acquisition Regulation S nology (NIST) NIST SP 800-171 ?	Supplement ( DFARS 252.204-7012 ) and associated
SELLER represents either that:		
<ul> <li>(1) Seller asserts that DFARS 252.204 and Risk Assessment (CCRA) questi</li> </ul>	-7012 applies. (By so asserting, Seller is required onnaire and confirm assessment score in US DoD	l to complete the Exostar Cybersecurity Compliance )'s Supplier Performance Risk System (SPRS).)
(2) SELLER asserts that it is exempt from [	DFARS 252.204-7012 for one of the following reasons	s (check one):
$\bigcirc$ (a) None of the subcontracts received	d from LOCKHEED MARTIN contain DFARS 252.20	04-7012.
(b) The performance of SELLER's su	bcontracts with LOCKHEED MARTIN do not involve	ve covered defense information as defined in DFAR
252.204-7012.	EED MARTIN are commercial off-the-shelf items a	s defined in FAR 2.101.
For more information on the Onboarding M	odule (OBM) and the new Cybersecurity Compliance	and Risk Assessment (CCRA), click here.
On August 26, 2015, and updated Decemb changes to the way the U.S. DoD addresse expanded obligations for protecting unclass quidance related to the above DFAR clauss	er 30, 2015, the United States Department of Defense is National Institute of Standards and Technology (NIS sified Covered Defense Information (CDI) / Controlled e and NIST document can be found at the links above	e (DoD) issued a new interim rule making significant ST). As a supplier, you should be aware of the significar I Unclassified Information and related activities. Addition 9.
Click here to view of update the C	ybersecurity Compliance and Risk Asses	ssment (CCRA) questionnaire.
Handling Sensitive Information		
* Does your company receive Sensitive	Information from Lockheed Martin?	Yes No
For the purpose of this questionnaire, all re Personal Information (PI), Personal Identifi Covered Defense Information (CDI)	ferences to "Sensitive Information" includes Proprieta able Information (PII), Export Controlled Information (I s applicable (above), then this answer should be Yes	ary Information, Third-Party Proprietary Information, ECI), and Controlled Unclassified Information (CUI) /
If you are attesting that the cyber DFARS is	applicable (above), then the another chedia be rec.	
If you are attesting that the cyber DFARS is For more information on the Onboarding M	odule (OBM) and the new Cybersecurity Compliance	and Risk Assessment (CCRA), click here.
If you are attesting that the cyber DFARS is For more information on the Onboarding M	odule (OBM) and the new Cybersecurity Compliance	and Risk Assessment (CCRA), click here.

Step	Action

LM Procure to F	Pay – TPM Registration Request Quick Reference Guide
20.	All data fields on this page preceded by a red asterisk (*) are required to be completed. All other data fields are optional and may be entered as
	appropriate.
	Click the vertical scrollbar to navigate through this page.
21.	Socio-economic section: NAICS=North American Industry Classification System. For assistance with NAICS Codes please refer to this U.S. Census Bureau web site: <u>https://www.census.gov/naics/</u> Note – This section will be entirely suppressed for vendors that are non-U.S. (and not a U.S. Territory). To begin, click the ' <b>Browse and Add</b> ' button to select your NAICS code(s) from the 'NAICS Browser' application window. Once you have finished your selections scroll to the bottom of the window and click <b>OK</b> .
	<ul> <li>For each NAICS Code selected and now displayed:</li> <li>Select its company size (Small or Other) from the dropdown selection list. Note: Small may be selected if a NAICS code has an exception (certain NAICS codes have multiple criteria for which to determine size status) and the predominant work being performed meets the exception criteria and threshold requirements.</li> <li>Click the NAICS Primary Code checkbox for your company's primary NAICS code. One and only one NAICS Code can be checked as the primary one.</li> <li>To add more NAICS codes at any time, click the 'Browse and Add' button again.</li> </ul>

LM Procure to F	Pay – TPM Registration Request Quick Reference Guide
22.	Executive Compensation Report section: The web page displayed itself provides detailed step-by-step instructions on how to complete this section.
	The following first two questions must be answered (Yes or No):
	1. In the preceding completed fiscal year, did this business or organization (the legal entity to which the DUNS number it provided belongs) receive 1) 80 percent or more of its annual gross revenues in U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements; AND 2) \$25,000,000 or more in annual gross revenues from U.S. federal contracts, subcontracts, loans, grants, subgrants, and/or cooperative agreements?
	Yes No
	2. Does the public have access to information about the compensation of the executives in this business or organization (the legal entity to which this specific SAM record, represented by a DUNS number, belongs) through periodic reports filed under section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m(a), 78o(d)) or section 6104 of the Internal Revenue Code of 1986?
	Yes No
	<ol> <li>If Yes to #1 and No to #2 above, provide the total compensation of each of the five most highly compensated executives as defined in <u>FAR 52.204-</u> <u>10</u> for the preceding completed fiscal year:</li> </ol>
	The table/grid to enter the executive names and total compensation amount data will be presented only when the answers to the two questions are 'Yes' and 'No' respectively. When required, at least one and a maximum of five rows must be completed.
	The total compensation dollar amount is considered sensitive data and will be protected as such. It will only be displayed in TPM to organization administrators.
	For additional information regarding the requirements driving Lockheed Martin to capture this information from our suppliers, refer to U.S. Government FAR clause 52.204-10 available at the link above (step 22, item #3).

23.	National Defense Authorization Act (NDAA) Section 889: Representation Concerning the Prohibition on the Acquisition of Covered Defense Telecommunications Equipment or Services
	Company represents that it
	⊖ <sub>does</sub> ,
	○ does not
	provide covered defense telecommunications equipment or services as a part of its offered products or services to Lockheed Martin in the performance of any contract, subcontract, or other contractual instrument.
	or
	(c) Company is unable to make an assertion to provide a representation on all products, but the company agrees to promptly provide the required representation signed by an authorized representative upon the request of LOCKHEED MARTIN prior to each contract award.
24.	<b><u>Cvber Security:</u></b> Cyber Security is important to Lockheed Martin and these requirements have been implemented to mitigate risks as it relates to sensitive data sharing. Additional information on completing this section can be found by clicking on the links provided on the application pages.
	<b>Applicability of Cyber DRAS and NIST SP 800-171:</b> Are you required to be compliant with the U.S. Defense Federal Acquisition Regulation Supplement (DFARS 252.204-7012) and associated National Institute of Standards and Technology (NIST) NIST SP 800-171?.
	SELLER represents either that:
	<ul> <li>(1) Seller asserts that DFARS 252.204-7012 applies. (By so asserting, Seller is required to complete the Exostar Cybersecurity Compliance and Risk Assessment (CCRA) questionnaire and confirm assessment score in US DoD's Supplier Performance Risk System (SPRS).)</li> </ul>
	(2) SELLER asserts that it is exempt from DFARS 252.204-7012 for one of the following reasons (check one):
	○ (a) None of the subcontracts received from LOCKHEED MARTIN contain DFARS 252.204-7012.
	○ (b) The performance of SELLER's subcontracts with LOCKHEED MARTIN do not involve covered defense information as defined in DFARS 252.204- 7012.
	$^{ m O}$ (c) All of the items offered to LOCKHEED MARTIN are commercial off-the-shelf items as defined in FAR 2.101.
	Handling Sensitive Information:

	Does your company receive sensitive information from Lockheed Martin?
	For the purposes of this questionnaire, all references to "Sensitive Information" includes Proprietary Information, Personal Information (PI), Personal Identifiable Information (PII), Export Controlled Information (ECI), and Controlled Unclassified Information (CUI)/Covered Defense Information (CDI).
	If you are attesting that the cyber DFARS is applicable (above), then the answer should be Yes. <b>Yes No</b>
25.	Dependent on responses provided to either of the two questions above in steps 23 and 24, then after your organization has been registered and approved, you (and other defined users) will receive an email notification that you have been granted access to the Exostar Onboarding Module (OBM) system where the questionnaire will be completed. It is suggested that these questions be answered in consult with your Information Technology (IT) representatives.
	The answers you provide to the questions serve as an indicator of supplier cyber maturity or to highlight the need to mitigate risks of sharing Lockheed Martin sensitive information.
26.	Submit Certifications and Representations section: Once all required sections have been completed, click on button titled 'Submit Certifications and Representations'. A confirmation message 'Certification Success' will be displayed and self-certification dates and user information will be displayed below the message.
	The completed certification and representation will be valid for one year from time the action is performed. The system will send your organization administrator(s) annual expiration warning emails starting at 60 days in advance of the calculated expiration date. You can perform the certification and representation process at any time during the year.
27.	Click Next to continue.

# Foreign (Non-U.S) / Domestic (U.S.) Owned

S TEST COMPANY 624 - Foreign	(Nun-U.S.) / Domestic (U.S.) Owned		
	View more information on how to use this tile.		
Organization Summary	Clicking on the Previous and Next buttons shall save page content and perform y	idation on the current page before displaying the next page	
Business Description	The Direct Indicates Day & Brackbard (DAR) information. To make channels	have being control DAR downly. Discours 1 ANA 714 PUBLIC (MAT), Mark wave PA	
Company Profile	The solution indicates can a branseer (blac) internation, to make changes to	uese more control can deteral tender, tende 214-07443 (1997), Men Bant Tal	<b>el ante</b> 1973 - Carlon Martin, en la constante de la const
	YOU BY ACCESSING THE DEB INFORMATION ASKEE THAT THE INFORMATION IS THE INTELLEC DOWNLOADED. OR REDITIVELITED FOR ANY REASON, AND YOU SHILL BE RESPONSIBLE AND	THE PROPERTY OF DAS OR ITS INFORMATION PROVIDERS, IS PROVIDED TO YOU FOR VALUENT LINELE FOR ANY MISUSE OF THE INFORMATION. THIS INFORMATION IS PROVIDED THE INFORMATION IS A DAY WITHOUT THIS INFORMATION.	ON PURPOSES CMLY, WAY NOT BE COPIED. NOT WARRANTY OF ANY KIND, IN NO EVENT W
Self-certification	EVE OR ITS INFORMATION PROVIDERS BE UNLER IN ANY WAY WITH RESARD TO SUCH INFORM	N/ON	
of Halan	Lockheed Martin Corporation ("Lockheed Martin") has entered into a definit	we agreement to separate, spin off and combine its Information Systems & G	lobal Solutions ("IS&G5") business
of D&D Other Information	time until its full transition under Leidos is complete, Lockheed Martin will p	rovide continued access to certain applications including Exostar Trading P	artner Manager (TPM) and Procure-to
Cashing (Blag U.S.)	Pay (P2P).		
Domestic (U.S.) Owned	Note that you may see references to 'Lockheed Martin' within this applicatio vendor management solution. In the event you are issued a purchase order	n which - during the period of transition - will broadly refer to either procuri to do business with Lockheed Martin or Leidos from P2P then please refer to	ng company utilizing TPM as their the entity name listed on that
Letions	purchase order to discern the relevant contracting party for your prospectiv	e transaction.	
Chappe D&B Number	Previous		Next b
(Search)	*U.S. Entity/Person or Non-U.S. Entity/Person:	O II S EntherDarson O Non-II S EntherDarson	
Reject Invitation		Constant and the second second second	
Save and Resume Later	According to the U.S. Department of State International Traffic in Across Reputations (TLAR) § 100 15: a U.S. Person (read defined in § 120.14 of this part) who is a lawhat neuroscient and interface to a U.S. C. 2. 2.151(1)(2)(2)(2) and the a conducted individual bat defend to a U.S.C. 2.151(1)(2)(1)(3) at how means and expression in a conduction of the second se		
	partnership, society, trust, or any other entity, organization or group that is incorp.	rated to do business in the United States. It also includes any governmental (fede	rat, state or local)
	entity. It does not include any toreign person as defined in § 120.16 of this part.		
	If you have a Foreign (non- 'U.S. Person') Parent (company/organization), please	be sure to complete the Parent information section.	
	If you have questions/comments regarding this matter, please ential export-comp	iance R-corp@imco.com	
	*Deep your company/organization have a comprehensive international		
	trade compliance program regarding export/import controls7:	O Yes O No O Unknown	
	Comments:		
	Lockheed Martin is frequently required to provide breakdowns of its supply	○ Less than 50 (Small) ○ Between 50 and 250 (Medium) ○ Over 250 (Las	rge) 🖲 Not Applicable
	and Large Enterprises . In order to support the facilitation of this data		
	please indicate the size of your business in terms number of employees, consider the total number of employees in the organization you work for		
mestic (U.S.)			
vou provide goods/servic	es in the arena of Military Defense, are you registered with t	ne U.S. ov. ov. ov.	
ou promuo goodoroonno	ee in the arena of finitary potence, are yee registered that i	○ Yes ○ No ○ Unknown ● Not	Selected
partment of State?:			
partment of State?:	hadden and the second		Calandad
<u>partment of State?</u> : es your company/organi	ization employ or utilize any "Foreign/Non-U.S. Persons" (as	defined above)?: 🔿 Yes 🔿 No 🔿 Unknown 🖲 Not	Selected

If yes, are licenses or agreements in place for these foreign persons to access the export controlled information or goods?: O Yes O No O Unknown O Not Selected

If Foreign (Non U.S.)

Is your company/organization government-owned or is there any ownership by a government official?: O Yes O No 🖲 Not Selected

Which Government?	Please Select	~
Company Registration Number (if applicable to your country):		
Date of Registration:		
	View the VAT Instructions for help	on entering a valid VAT.
VAT Identification Number (applicable to European countries):		
Foreign Witholding Flag:		

Step	Action
28.	General Information:
	All data fields on this page preceded by a red asterisk (*) are required to be completed. All other data fields are optional and may be entered as appropriate.
	Click the vertical scrollbar to navigate through this page.
	Questions requiring completion will vary, depending on answer provided to initial status question (U.S. Entity/Person or Non-U.S. Entity/Person).
	Additional information for completing this section can be obtained by sending an email to this Lockheed Martin email address: export-compliance.fc-corp@lmco.com
29.	Read the text displayed directly below the first question that defines what a U.S. Entity/Person is.
	If identified as a U.S. Entity/Person, complete the <b>If Domestic (U.S)</b> section.
	If identified as a Non-U.S. Entity/Person, complete the <b>If Foreign (Non-U.S.)</b> section.
	The section that is not applicable, based on how you answered the Entity/Person question, will be disabled/protected.
	See link titled ' <b>View the VAT Instructions</b> ', for assistance with entering your Value Added Tax (VAT) identifier.

		_		
Trade Security Programs				
Excluding items such as services, consulting, or other	procurements that are not transpo	rted, do you ship physical products or mate	erials to Lockheed Martin sites:	
*Within the United States?:	○ Yes ○ No			
*From outside the United States to the United Sta	ites?: O Yes O No			
*That are outside the United States?:	○ Yes ○ No			
If yes, which countries? Note: your selections will be displayed to the right once you save the page:		Australia Canada United Kingdom Afghanistan Aland Islands	$\sim$	Physical products or materials are shipped to Lockheed Martin in these countries:
Are you certified in a Trade Security Program?:	○ Yes ○ No ● Not Selected			
If so, which program(s)?				
Add New Program				

Step	Action
	Completion of Trade Security Programs section is required for
30.	shipping physical products to all Lockheed Martin locations.

31.	Select all countries where physical materials are sent to Lockheed Martin sites. Use standard Windows control-click keystroke combination to select all locations that apply.
32.	If you are certified in a Trade Security Program, please select any and all that apply. Click 'Add New Program button', select the appropriate program and complete additional requested fields.
	NOTE: You can add multiple programs.

Anti-Corruption		
This section is required for all suppliers that have selected "Non-U.S. Entity/Person" above. For all other su	uppliers this section only needs to be completed when requested by Lo	ckheed Martin.
Supplier represents to Lockheed Martin Corporation that It has adopted an anti-corruption policy that compl Bribery Act and the laws and regulations of the country where Supplier is located and performing work und and that to the best of its knowledge and belief Supplier has not been:	lies with the requirements of applicable anti-corruption laws (including a er Lockheed Martin subcontracts and purchase orders). Supplier furthe	as, applicable, the United States Foreign Corrupt Practices Act, the United Kingdom r represents that compliance with its anti-corruption policy is monitored on a routine basis
<ol> <li>Convicted of and has not been indicted or otherwise charged by any governmental entity for the commis laws and customs laws, violation of exertity, privacy, or other laws prohibiting improper disclosure of inform records, making false statements, tax evasion, violating criminal tax laws, or receiving stolen property</li> </ol>	sion of fraud or a criminal offense in connection with obtaining, attempt ation; violation of human trafficking or child labour laws; commission of	ing to obtain, or performing a contract or subcontract; violation of export or import control f embezzlement, theft, forgery, bribery, public corruption, falsification or destruction of
2. Debarred, suspended, or otherwise declared ineligible for the award of contracts by any governmental en	ntity	
3. Terminated for default by any customer in connection with contracts for the types of goods and services	which Supplier contemplates offering to Lockheed Martin	
To the best of my knowledge the above statements are true with regards to the company/organization I am representing in this profile.:	○ True ○ False ● Not Selected	
Supplier further represents that:		
This company/organization is NOT owned in whole or part by a government or government owned or controlled company:	○ True ○ False	
None of the company/organization's officers, directors, or any other person who has powers of representation, decision, or control is presently a government official:	○ True ○ False ● Not Selected	
None of the company/organization's officers, directors, or any other person who has powers of representation, decision, or control have a familial or other close relationship with a government official or candidate for public office:	○ True ○ False	
Supplier agrees to promptly notify Lockheed Martin if Supplier's status changes with respect to any of the foregoing representations:	○ True ○ False ● Not Selected	
If supplier cannot provide responses, or responds "False" to any of the above representations, provide a written explanation with details below:		
I certify that to the best of my knowledge the above information is correct & hereby certify this information t	o Lockheed Martin.	
Certify		
Certification Status:		
Anti-Corruption Certification Status:		
Anti-Corruption Certification Date:		
Anti-Corruption Certification Expiration Date:		
		Save Cancel
<u>Previous</u>		Next

Step	Action
33.	Completion of the Anti-Corruption Survey is required for all suppliers that have selected "Non-U.S. Entity/Person" above. For all other suppliers, this section only needs to be completed when requested by Lockheed Martin. After completing this section, please click the <b>CERTIFY</b> button. The certification status and date will be set and displayed. The expiration date
	is system calculated as three years from the date certify action was performed.
34.	Click 'Next' to continue.

# Payments/Remittance

For additional help with completing this page click on the link located near top of page titled 'View the Payments/Remittance Page Instructions'. This document describes each data field on the page and provides some examples, some being Country specific.

XOSTAR	Acced ON THE
Happy Valley Farm - Paymentally	Inmittance
V Organization Summary	
V Business Description	Versi mans information on how to use this sale.
Company Profile	Clicking on the Previous and Next buttons shall save page content and perform validation on the current page before displaying the next page.
💣 Socio-economic	The station indicates Dun & Brachsteer (D&B) information. To make changes to these fields, contact D&B descrip Phone 1-805-234-DURG (D&D), Web were DM) com
🖌 Self-certification	YOU BY ADDEDIDED THE DARR INFORMATION HAVES TWAT THE REPORT OF DARR ON FOR THE REPORT OF DARR ON
🛫 History	MERCARDER AND THAT ADDRESS ADDRE
V 048 Other Information	4 Perdon
Foreign (Non-U.5.) / Domestic (U.5.) Owned	For help on Completing this page, view the Environment/Empirications
Payments/Remittance	* Payment Type: Indicate your payment professions. You may select more than one payment type. India that for V/T - ADH Gorwells (US)/International (Dark Teaching), 'T - Advance, 'D - Spot Bay,' and WM - Wee Manual / Worklink Wey,' you will
Actions	En engelred to protecte bank information.
Change D&B Number (Search)	Ar The Account of Approximation of
Reject Invitation	CL - Check/Deque
Save and Resume Later	D - Direct Dubit
	G - IWTA Payment Chearing Method
	H.Hedge
	1 - Individual Check
	P. Spot Bay
	WM - Wee Atsout / Worklink Wee
	X 30 Bey
	9 - Card Jens Acct Pay PGM (CAPP)

Step	Action
35.	All data fields on this page preceded by a by <b>asterisk (*)</b> are required to be completed. All other data fields are optional and may be entered as appropriate.
	Click the vertical scrollbar to navigate through this screen.
36.	On the <i>Payment/Remittance</i> screen, select the payment type(s) you can receive.
	Based on what payment types are selected, additional banking data may be required.
	Note: The preferred payment type is an electronic banking one such as 'A/T – ACH Domestic (US)/International (Bank Transfers).
	Note – As a vendor organization administrator user not all payment types are available for selection. The Payments/Remittance page help document referenced above provides a list of those that are available.
37.	If the A/T - ACH Domestic (US)/International (Bank Transfers) or W/M – Wire-Manual / World-link Wire option is selected, completion of all data fields in the Bank Information section with an asterisk (*) is required.

Bank Information			
For those using non US and Canadian banks: If your If you are unsure of what information to enter here, p	r bank requires IBAN or SWIFT numbers then Locki lease contact your Bank.	need Martin will not be able to pay you without this info	ormation.
Bank Country:	United States	Y	
Bank Name		Bank Account Number	
Bank Routing Number 💡 :	Ear LIS hanks anter numbers and spaces only	Confirm Bank Account Number	For US banks enter numbers and spaces only.
Bank Swift Code (Non US) ?:	For US banks enter numbers and spaces only.	Bank Phone Number	
Bank Contact First Name		Bank Contact Last Name	
Bank Email		International Bank Account Number 🞅 :	
Credit Information			
Will your company accept a credit card for payme	ent of Lockheed Martin invoices?: $\bigcirc$ Yes $\bigcirc$ N	o   Not Selected	
ERS Participant Flag:	○ Yes ○ N	lo 🖲 Not Selected	
Payment Terms:	0002 - Net 30 Days	Freight Terms:	FOB - See PO text for routing URL
			Save
Previous			Next

Step	Action
37.a	All data fields on this page preceded by a red asterisk (*) are required to be completed. All other data fields are optional and may be entered as appropriate.
	Click the vertical scrollbar to navigate through this screen.
	On some data fields a '?' help icon is available – click on it to see additional information.
37.b	Click the <b>Bank Country</b> dropdown selection arrow and select the appropriate country from the list.
38.	Enter the name of your bank in the <b>Bank Name</b> field and your bank's routing number in the <b>Bank Routing Number</b> field.
	Depending on the bank country additional information such as SWIFT Code and IBAN may be required to be provided. The Payments/Remittance page help document referenced above provides additional information regarding these requirements.
39.	Enter your company's bank account number in the <b>Bank Account</b> <b>Number</b> field. Repeat entry in the <b>Confirm Bank Account Number</b> field. The same value must be entered in both fields or an error message will be returned.
	<b>NOTE</b> : Your bank account number will <b>NOT</b> be displayed in this field as it is considered sensitive data and will be protected as such. Only masking characters (#) will be displayed.
40.	In the <b>Credit Information</b> section select the information that best suits your company. Note – some of the data fields, e.g., ERS Participant and Payment Terms, will be disabled for organization administrators.

Step	Action
41.	<b>Payment Terms</b> are automatically defaulted to 'Net 30 Days' and cannot be changed by an organization administrator. To request different payment terms, contact your Lockheed Martin Buyer/Procurement representative.
41.b	Click <b>Next</b> to continue.

# Contacts

Happy Valley Farm - Contacts									
10 million based	View more information on ho	w to use this site		3 2 34					
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Step	Action
42.	On the <i>Contacts</i> screen, all data fields preceded by a red asterisk (*) are required to be completed in order to add a contact record. All other data fields are optional and may be entered as appropriate. Click the vertical scrollbar to navigate through this screen.
43.	Click on View the Contacts page instructions link for detailed instructions and help in completing this page.

Step	Action
	A contact record should be added for each unique contact person name.
44.	On an existing contact record, click the <b>Edit Contact Types</b> button and select the Contact type(s) for each contact record. Multiple contact types may be assigned to one person on the same contact record. Click <b>'Close'</b> to apply the selected contact types.
	Enter all the contact information, required and as desired optional data.
	To add another Contact record, click on 'Add Another Contact' button.
	To auto-fill the address with the main address check the 'same as main address' box.
45.	When all required contacts have been added and updated, click the Accept and Continue the Invitation link at the top of the screen (highlighted) or found in the left-side ACTIONS menu.

Contacts page after completion - ready to click 'Accept and Continue';

EXOSTAR									
Happy Valley Farm - Contacts									
Vrganization Summary     Desiness Description     Company Profile     Social Statements	View more information on how Clicking on the Previous and N The Revious Indicates Dun & I VOU BY ACCESSING THE DAR HIPO RESPONSIBLE AND LINKLE FOR AN	v to use this sile. Next buttons shal Bradstreet (D&B) RMATION AGREE TH V MISUSE OF THE R	I save page content information. To main writhe encemation promation, thesi and	and pe ke char IS THE II IRMATIC	form validation on ges to these fields MELECTURE PROVIDED 143 (5)	the current page contact D&B din try of D&B OR ITS I with OUT WARRAN	before displaying the next p ectly. Phone: 1-800-234-DU wromwition Precidents, is Pre- try of ANY KIND, IN NO. EVENT W	аде. NS (3867), Web: <u>anno: DhB.co</u> r Sviceb то усс лоя уч.салтон яко ис ова оя гта ингоявантон якоу	D REPORTS ONLY, MAY NOT BE CORED, OF DERIS BE LIABLE IN ANY WAY WITH RED.
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v electronic sub	mission of the information contained on this form or by signature below, you certify to the following:
l) the signer is ar	n authorized representative of the entity seeking to register as a Lockheed Martin supplier,
2) the information	n contained in the foregoing form is accurate and complete as of the date of submission,
3) you acknowled	Ige that the certifications and representations contained herein are material representations of fact upon which reliance will be placed when making award,
l) you agree that	you will provide prompt notice to Lockheed Martin if any of the information contained on this form changes.
lose   Agree	

Step	Action
46.	The <i>Certification</i> screen provides certification that the person completing this invitation is an authorized representative of the company. Please review prior to proceeding.
47.	Click the I Agree button to continue.

# LM Procure to Pay – TPM Registration Request Quick Reference Guide Select Administrator

The purpose of this page if to define your users who will perform the various roles required to conduct ecommerce procurement activity with Lockheed Martin. See text message on top of page that provides definitions of each role.

EXOSTAR			About Us Help
Happy Valley Farm - Select Administrator			
View more information on how to use this site. Identify the people who will interact with Excetta in managing user in An Organization Administrator is responsible for creating and a The Company Contact can be the same person as your Organ a The Application Administrator can also be the same as your O To set an administrator to a contact from the previous Contact space To set the Company Contact and/or Application Administrator to be to	formation. managing users in your organization, as well as maintaining the vendor pr zation Administrator or another person in your organization who is respo rganization Administrator or another person in your organization who is re- , check the Select Existing User radio button and select a contact. he same person as your Organization Administrator, check the Select Exi	offie information. nsible for managing the relationship with Exco sponsible for managing user access to the ap sting User radio button and select the option	tar. plication. 'Same As Org Admin'.
Organization Administrator O Select Existing User © Add New User			
* First Name:		Middle Name:	
*Last Name:			
Title:	Please Select	Job Title:	
*Address 1:		* City:	
Address 2:		* State/Province: (Enter ISO two character values, e.g., NY for New York)	
*Zip/Postal Code:		*Email Address:	
*Country:	Please Select	*Confirm Email Address:	
*Phone Number:		*One-Time Password:	
Fax Number:		*Confirm Password:	
* Timezone:	Please Select		Passwords must be 8 to 12 characters long. They must include at least 4 different characters, 1 alphabetic character, 1 numeric character, and 1 special character. Leading and trailing spaces are not allowed.
Company Contact Select Existing User Please Select * First Name:	Midde Name:		

Step	Action
48.	Click the vertical scrollbar to navigate through this page.
	Each company must have an Organization Administrator setup at this time. This may or may not be the person who received the invitation request email, but in most cases it is.
	It is highly recommended that more than one person be assigned this user role, so a backup person is always available. This can be done at a later time, post initial registration being completed.
49.	<b>Add New User</b> is the default in the Organization Administrator and other sections. If the person completing the invitation or another contact person already defined (on Contacts page) is to be the Organization Administrator, click the <b>Select</b> <b>Existing User</b> radio button and select an existing user from the list.
50.	If the Organization Administrator is an existing user (as selected from list 'Same as org admin'), then person name, address and other required information will be auto-populated.
51.	You are required to assign a One-Time Password to the Organization Administrator defined and confirm it in the field directly below. The two values entered must be equal or else an error message will be returned.

52.	A Company Contact, P2P Application Administrator, Partner Information Manager (PIM) Application Administrator (conditionally), and LM eInvoicing Application Administrator must also be selected.
	These contacts may be the same as the Organization Administrator or new users may be defined. Select either 'Select Existing User' or 'Add New User' option and proceed as described above.
	<b>Note:</b> Suppliers that handle sensitive information will also be required to select a PIM administrator in order to complete their Cyber Security Questionnaire.
53.	Click Next to continue.

# Exostar Subscriber Agreement

ppy Valley Farm - Exostar Subscriber Agreement	
EASE READ THIS DOCUMENT CAREFULLY! IT CONTAINS VERY IMPORTANT INFORMATION ABOUT YOUR RIGI	HTS AND OBLIGATIONS, AS WELL AS LIMITATIONS AND EXCLUSIONS THAT MAY APPLY TO YOU. THIS DOCUMENT CONTAINS A DISPUTE RESOLUTION CLAUS
not proceed unless you are the duly authorized representative of the Subscribing entity authorized to enter into agreemen	ns or rins type.
vice Agreement • Managed Access Gateway Service	Direct Link to Attachment
s Service Agreement for Managed Access Service ("Service Agreement"), dated as of the Effective le, is by and between Exostar LLC, a Delaware limited liability company ("Exostar), and the tersigned ("Subscriber") (each a "Endy" and collectively, the "Parkes").	General Terms and Conditions
e Parties intending to be legally bound agree as follows:	Please follow this link to view the General Terms and Conditions (incorporated by reference into this document)
Jetinitions Jnless the context otherwise requires or as otherwise defined herein, capitalized terms used	
en shall have the meanings set forth below. "Content" means information supplied to Customers via the Service.	
"Effective Date" means the date set forth above the signature lines below.	
"General Terms and Conditions" means the document containing the general terms and didions for use of the Exostar Exchange. The General Terms and Conditions are binding the Subscriber as part of this Service Agreement and are incorporated herein by	~
Download the latest version of Adobe Acrobat Reader	
View copy of this Service Agreement and print	

Step	Action(s)
54.	The Exostar Subscriber Agreement is displayed for your review and approval. You may also view and print a copy of this document by clicking the appropriate link provided.
55.	After review, click the <b>I Agree</b> button to continue.

# Trading Partner Agreement (TPA)

ppp Valley Fam - Lockheed Martin Trading Partner Agreement	
EASE READ THIS DOCUMENT CAREFULLY IT CONTAINS VERY IMPORTANT INFORMATION ABOUT YOUR RIGHTS AND OBLIGATIONS, AS WELL AS LIMITATIONS AND EXCLUSIONS THAT MAY APPLY TO YOU. THIS DOCUMENT CO	INTAINS A DISPUTE RESOLUTION CLAUSE.
not proceed unless you are the duly authorized representative of the Subscribing entity authorized to enter into agreements of this type.	
vice Agreement	
LOCKHEED MARTIN TRADING PARTNER AGREEMENT TERMS AND CONDITIONS FOR ELECTRONIC TRANSMISSION	Direct Link to Attachment
s the intent of Lockheed Martin (LMC) and the supplier (Trading Partner) to send and receive business transactions by electronic means using web-based technologies and Exostar, the Aerospace and Defense Global Trading Exchange.	Consultance and Conditions
e Parties intending to be legally bound agree as follows:	General Terms and Conditions
PURPOSE	Please follow this link to view the Tradin
is Trading Partner Agreement (TPA) will govern the electronic transmission of documents between LWC and the supplier (Trading Partner). Electronic transmissions may include, but not be limited to transmission by or through: a) e-mail. b) the internet only between the parties, and c). Exostance any other such electronic marketplace or portal. Such provisions are in addition to and shall be a part of any other terms and conditions that will govern the purchase and sale of goods and services between th first. This TPA shall not modify, upperside, or orflect any agreement between either party and a third party povering the use of a such third party weblate, services, or product.	e Partner Agreement (incorporated by reference into this document)
SYSTEM OPERATIONS	
ch party, at its own expense, will provide and maintain the equipment, software and services necessary to reliably transmit, receive and control and store data transmitted electronically in essentially the same form as when the data was created.	
DIGITAL SIGNATURES	
ch authorized representative of a party will adopt a unique, verifiable digital identification consisting of words, symbols or codes to be transmitted with each transmission. Use of the digital identification will be deemed for all purposes to constitute a gnature' and will have the same effect as a signature on a written document. Each authorized representative of a party will maintain sole control of the use of his or her digital identification, and neither party will disclose the digital identification of the othe	ir 🗸

Step	Action
56.	Review the Lockheed Martin Trading Partner Agreement. This agreement can also be displayed by clicking on the <b>Trading Partner</b> <b>Agreement</b> link in the upper right section of this screen (Under General Terms and Conditions).
	You may also view and print a copy of the <b>Trading Partner Agreement</b> by clicking the appropriate links.
57.	If you agree to the terms in the <b>Trading Partner Agreement</b> , click the <b>I Agree</b> button.

31

Step	Action
58.	Your registration request has now been submitted. The status of the invitation request is now set to ' <b>Pending Exostar Approval</b> ''. Once Exostar reviews the vendor profile and approves it, status will be set to ' <b>Pending 2FA Compliance</b> '. See next steps for additional information regarding two-factor authentication (2FA) requirements.

## EXOSTAR® Happy Valley Farm - Invitation Confirmation

# Thank you for submitting your registration. Once your registration has been processed, you will be contacted by Exostar Customer Service within the next 24-72 hours, after which you can access products and services that you have selected. You may close your browser at any time or click <u>http://www.exostar.com</u> for more information about Exostar. If you need to contact Exostar for any questions, while our support site: <u>http://www.myexostar.com/contactSupport.aspx</u>. Our Customer Service Team is available Monday through Friday 3 a.m. to 9 p.m. EST. Please use reference number 1167/2010 when you contact Exostar Customer Service.

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Step	Action
	This is a sample of the email you will receive noting that your invitation has been accepted. The email subject is: Organization Notice: Exostar Registration Request Submitted.
59.	Your Organization will now be registered in MAG upon approval. Note – the next step in the process is for Exostar to review and approve the registration. This will normally be completed within less than 24 hours.

Exostar Terms & Conditions.pdf 81 KB	Managed Access Gateway Service Agreement.pdf     Pdf     16 KB	
Dear Administrator,		
Exostar has received your organization registration req WORKMAN FM LIMITED	iest:	
You will be notified within 24-48 hours regarding the st	itus of your request. If approved, you will receive further	instructions on how to login and complete online acceptance of Exostar's terms and conditions.
NEED HELP? http://www.myexostar.com/Online-Suppo	rt/	
DO NOT reply to this email. This is an automated email Confirmation Code: tpr-poi-113577197-sor	and replies are not being monitored.	



The END.