Lockheed Martin -
ESCO Qualification Sheet -
DOE Super ESPC -

Introduction to Lockheed Martin

Global climate conditions, increased demands, and advances in technology are changing our energy environment. By tapping into the unparalleled engineering and project management expertise used to design some of the world's most advanced products and services, Lockheed Martin is helping our energy customers respond to dynamic business requirements. Lockheed Martin has been increasingly supporting energy and climate solutions over the last 50 years for government, commercial and industrial customers. We are proud to bring more than 140,000 innovative minds to help solve our nation's energy and climate challenges—from efficiency and management, to alternative energies and climate monitoring. This is the ultimate systems integration challenge.

Lockheed Martin today stands as one of the nation's largest implementers of energy efficiency programs for utility customers. We provide complete turn-key solutions – from energy assessments, that identify potential energy saving opportunities, to energy efficiency project installation and measurement and verification of energy savings. We have conducted and/or supervised about 9,000 energy audits to identify energy opportunities in federal, commercial, institutional, and industrial facilities.

Lockheed Martin ESPC Approach

At Lockheed Martin, our ESPC approach includes three key areas of emphasis:

- **Mission, Mission, Mission.** As a leading mission partner to federal military and civilian organizations, Lockheed Martin understands and embraces our customer's mission. Whether it's managing a space voyage, sustaining advanced aircraft, managing veterans' health care, or taking the Census, Lockheed Martin makes the mission our own. As federal agencies and military commands face the challenges of compliance and surety, Lockheed Martin will be right there to find every opportunity, explore every prospect, and craft a strategy that meets the goal and advances the mission.
- **Fence to Fence Approach.** When we partner with a federal facility to achieve energy goals, we will take a fence-to-fence look. We won't isolate one-off projects or favor the easy or quick-payoff projects. We will provide leadership with a comprehensive, complete, and compliant approach that addresses buildings, power, infrastructure, and process operations. Since we are experts and partners in federal missions from A to Z, we can address not only the surroundings, but the very core of the activity, to take out waste, cost, and time, emphasizing unnecessary energy usage and cost. Our world-class LM-21 Quality Management process is the basis of our complimentary Preliminary Assessment methodology, and ensures that customers get the benefit of this operational paradigm.
- **Efficiency, Renewables, Surety.** Our approach is always to lead by maximizing efficiency, since the cheapest, cleanest, surest, and least regulated kWh is the one not used. We have over 25 years' experience as leaders in energy efficiency. Our nation's strategic concerns dictate that renewable

energy sources be worked into the plan, and our team offers the best in class renewable energy providers in Photovoltaic, Solar Thermal, Wind, Biomass, Landfill Methane, and Ground Source Heat Pumps. Finally, surety is top on the list of many federal facility managers nationwide. We offer world class micro-grid configuration technology that will isolate your critical loads, add in reliability and power quality, and help configure backup assets that will keep your key functions running under any grid-vulnerability scenario.

Lockheed Martin is a technology-neutral systems integrator. A wide array of best-of-class energy savings products and subcontractors become part of our solution. In addition, we have developed extensive procedures to quickly identify, engage and manage subcontractors in contract performance, and promote the inclusion of small, woman-and minority-owned business.

Through Lockheed Martin, you will get the experience and expertise of a partner who has aided federal agencies in their defining moments since 1910 and who will be there in the future to deliver what they promise.

Lockheed Martin Team Experience

Lockheed Martin is a recent recipient of the DOE Super ESPC. Members of the Lockheed Martin Team have performed large-scale ESPC projects for a variety of Federal Government locations such as Cape Canaveral, Maxwell Air Force Base, and Walter Reed Army Medical Center as well as non-Federal organizations such as the Gloucester County and Bergen County (New Jersey) utility authorities, the Boston University Medical Campus, the University of Massachusetts Medical Center, Hawaii Health Care, the cities of Toronto and Ottawa (Canada), the California Department of General Services, Fairfax (Virginia) and Los Angeles school districts.

Alternative and Renewable Energy Projects: Lockheed Martin leverages our innovations and manufacturing capabilities to research, design and produce the next-generation of alternative energy solutions. For example, we are applying missile defense radar tracking software to solar energy systems to follow and capture more energy from the sun. In the 1970s, we deployed the first successful floating Ocean Thermal Energy Conversion (OTEC) system in the world to capture energy from ocean temperature differences. We are now working with DOE toward a vision of a pilot plant.

At Lockheed Martin, we're putting into practice the advice we give our customers. We strive to use alternative energy sources whenever possible, including the sun, wind, moving water, organic plant and waste material (biomass), and the earth's heat (geothermal). In 2008, the Corporation began operating its first biomass boiler system, a project that was initiated to reduce business costs and has yielded tremendous environmental benefits as well. Today, the biomass boiler system provides steam for heating and process needs at the 1.8-million-square-foot Lockheed Martin facility in Owego, N.Y. The system is expected to decrease the facility's carbon footprint by 9,000 metric tons a year. Across the country at a Lockheed Martin facility in Sunnyvale, California, an on-site solar plant designed to reduce energy usage is expected to generate savings of 1.3 million kilowatt-hours of energy per year.

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