

Lockheed Martin Solutions

Government Customers

Defense and Intelligence



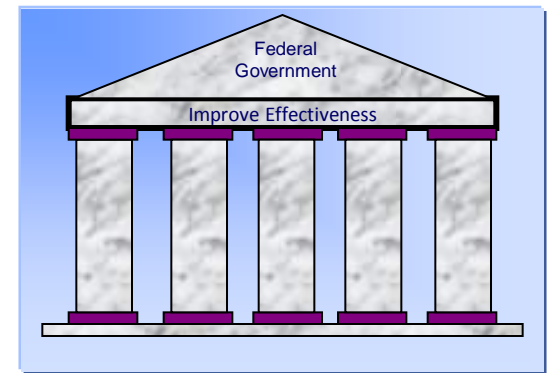
- Products / Platforms
- Systems Integration
- IT/C4I
- Services

Homeland Security



- Business Management
- Mission
- Operations / Infrastructure

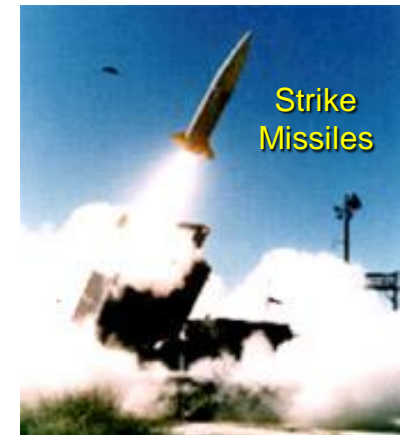
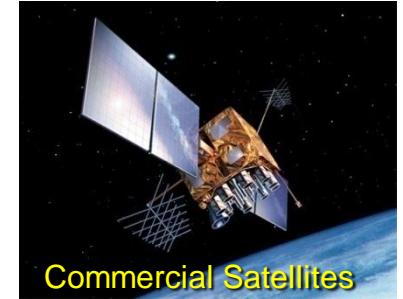
Civil Govt



- Service to Citizen
- Service Delivery Support
- Operations / Infrastructure

Strongly Positioned with the U.S. Government

... With Major International Presence



EVMS as Value

- Purpose of a baseline
- Doing good planning – rolling wave
- Tools and Methods
- Problem Solving – how much is here?

Don't Confuse Means With Ends

Value of Planning: An Experiment

Group 1



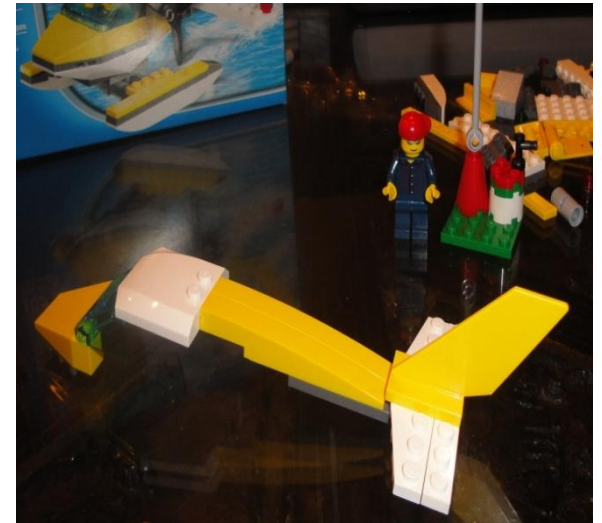
Flawless Execution

Group 2



**Significant
Degradation**

Group 3



Failure - Chaos

PM Survey and Focus Interviews

1906 responses from 3317 PMs Surveyed

My program's IMP....

- Used regularly to guide team actions – 39%
- Updated in response to changes – 55%

Programs can be successful...

- Without a formal IMP – 40%

My ability to use IMPs would improve with...

- Better understanding of the benefits - 49%

Interviews – Static IMPs, schedule and plan decoupled

Planning Inconsistent and Undervalued

EVMS as Value

Plans are nothing; planning is everything.

Dwight D. Eisenhower