

Women in Defense

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Lockheed Martin

October 2008

LOCKHEED MARTIN



The Men and Women of Lockheed Martin



- **140,000 Employees**
- **70,000 Scientists and Engineers**
 - **25,000 IT Professionals**
- **Operations in 1,000 Facilities, 500 Cities, 50 States and 75 Countries**

Partners to Help Customers Meet Their Defining Moments

Our Core Markets



**Defense &
Intelligence**



**Civil
Government**



IT



**Homeland
Security**

IT: Common Denominator

Our Customers



- **Departments of**
 - Defense
 - Homeland Security
 - Commerce
 - Energy
 - Health & Human Services
 - Housing & Urban Development
 - Justice
 - State
 - Transportation
- **NASA**
- **Social Security Administration**
- **Environmental Protection Agency**
- **U.S. Postal Service**
- **Intelligence Communities**
- **Foreign Governments**

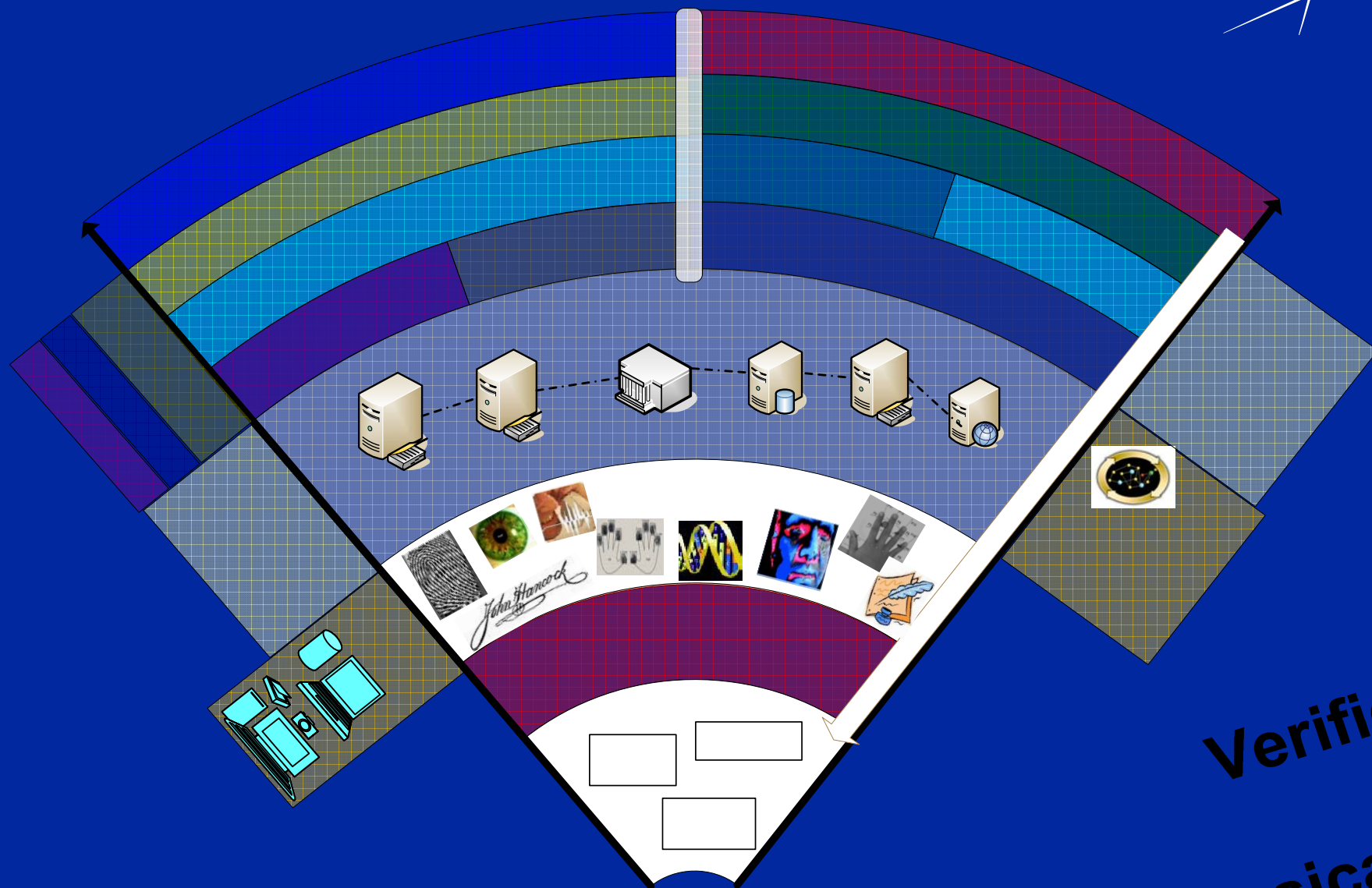
We Never Forget Who We're Working For™

Transition into New Markets



Established Offering Established Market	New Offering New Market
New Offering Established Market	Established Offering New Market

Biometrics Market Space Example



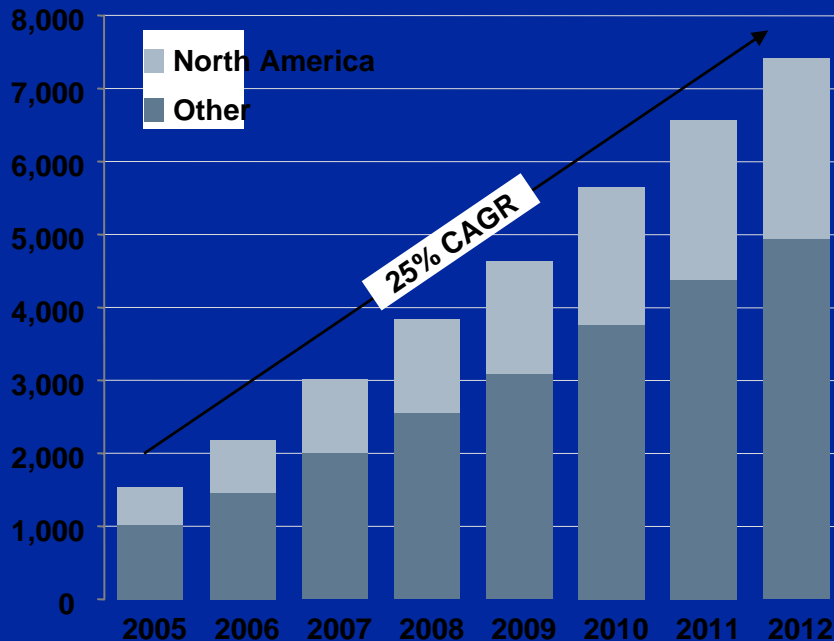
Biometrics Market



The worldwide biometrics market is projected to more than double in size, reaching some \$7.4 billion by 2012

Biometrics Market Revenues

\$ million, 2005-2012



- After disappointingly low growth in the early 2000s, the worldwide biometrics market shows promising signs of substantial growth in coming years
- The North American market is estimated at more than \$1B in 2007, about a third of the total global market for biometric applications, and is projected to grow to nearly \$2.5B by 2012
- Actual growth could prove even stronger if improved technologies and more advanced biometric solutions become available to both government and commercial customers

Sources: International Biometrics Group; Avascent Group analysis

Transition Technology Assessment



While advances in certain physiological modalities could lead to technology displacement, multimodal solutions present the most likely source of market disruption

		Description	Market Disruption Potential
Target Technologies	Fingerprint Palmprint Facial Recognition Iris Recognition Hand Geometry Speaker Identification DNA	<ul style="list-style-type: none"> Well-established physiological biometric technologies with long track record in target markets 	<ul style="list-style-type: none"> Advances in algorithms, sensors, etc. of existing biometrics could render one or more established technologies obsolete
Emerging Technologies	Vein/Vascular Pattern Facial Thermography Dynamic Signature	<ul style="list-style-type: none"> Promising physiological biometric technologies based on limited deployment or R&D 	<ul style="list-style-type: none"> Increases in technology reliability and adoption rate could lead to displacement of established modalities
Other Technologies	Blood pulse Body Salinity Nailbed ID Ear Shape Gait Recognition Keystroke Scent Skin Spectroscopy	<ul style="list-style-type: none"> Non-unique or unstable physiological or behavioral biometrics, most of which are still at the early R&D stage 	<ul style="list-style-type: none"> Likely to be disruptive only as integrated elements of larger multimodal solutions

Source: Avascent Group analysis

