

# Crowley Fabricating and Machining Co

**Lockheed Martin Protégé**



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Supplier Diversity Program Manager

# Success Story



**Mentor:** Lockheed Martin Mission Systems and Training  
**Protégé:** Crowley Fabricating & Machining Co., Inc.  
**Agency:** NAVAIR, Supports helicopter MH-60R (PMA299)  
NAVAIR MH-60R  
NAVAIR MH-60S  
Lockheed Martin MH-60 Seahawk



- Lockheed-Martin / Crowley Fabricating & Machining Co. – Supports MH-60R (PMA299)
  - Common Cockpit
  - Started in Aug 2012; \$1.2M

# **Mentor Protégé program was NAVAIR program requirement**



- **U.S. Naval Air Systems Command desired mentor/protégé program tied to helicopter program**
- **Lockheed Martin sought Service Disabled Veteran Owned Small Business as protégé**
- **Crowley was selected as protégé**
  - **Parts were of highest quality**
  - **Company needed quality certification, web security**
- **Lockheed Martin Corporation supported Crowley through certifications, web security**
- **Challenge – finding SDVOSB supplier at advanced level of readiness, then bringing supplier up to higher level**

# Benefits to NAVAIR



- **Military helicopter with common cockpit**
- **Crowley was NAVAIR's first SDVOSB and first NY State protégé**



# Benefits to Lockheed Martin

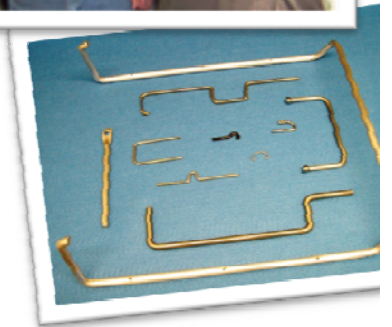


- Program success with helicopters
- Position of confidence with NAVAIR in our teaming and supply channel management
- Strengthened SDVOSB supply channel partner



# Benefits to Crowley

- **Crowley produces high quality machined parts**
- **Mentor support in maturing company**
  - ISO 9001:2008 certification
  - AS 9100C certification
  - Cyber Security improvement
  - Consideration in LM open opportunities
  - Key supplier in support to the LM Akron, OH offload
  - Crowley named “approved supplier for ASQR-1 audit requirements” by Sikorsky Aircraft
  - Welding certification opened new business stream





# Program Success means all partners win!



- ***NAVAIR***
- ***Lockheed Martin***
- ***Crowley Fabricating  
& Machining Co.***



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