**Lockheed Martin Pre-Requisite Questions for WOSB Federal Contractors**

In order to find companies that will be the best match for each opportunity, we request that you provide some basic information about your company capabilities. Please provide full responses to the following questions as they will be reviewed along with your capability statement to determine your eligibility for partnering with Lockheed Martin and may be shared with agency Program Managers and Contracting Staff.

**Which solicitation(s) are you responding to?**

For this opportunity:

* **Do your company capabilities meet the program requirements, deliverables, and operational needs of the opportunity in question?**
* **Is it part of your core business?**
* **Is it in your market space and does it align with your company vision and objectives?**
* **Are there competencies required that you don’t have or are there other entry barriers?**
* **What is the market size/growth rate?**
* **Can you win?**

Do You KNOW:

* **Customer organization diagram & User organization diagram (if different)?**
* **Customer’s strategic plan, values and critical issues (attributable hot buttons)?**
* **Customer’s fears, concerns, political controversy?**
* **Customer’s acquisition approach: Budget, acquisition strategy, schedule, contracting method?**
* **Competition landscape, who are major players? Who does this customer like/dislike?**