



2011 Nunn-Perry Award

ISYS Technologies & Lockheed Martin Information Systems and Global Services Mentor-Protégé Agreement

Presenters:

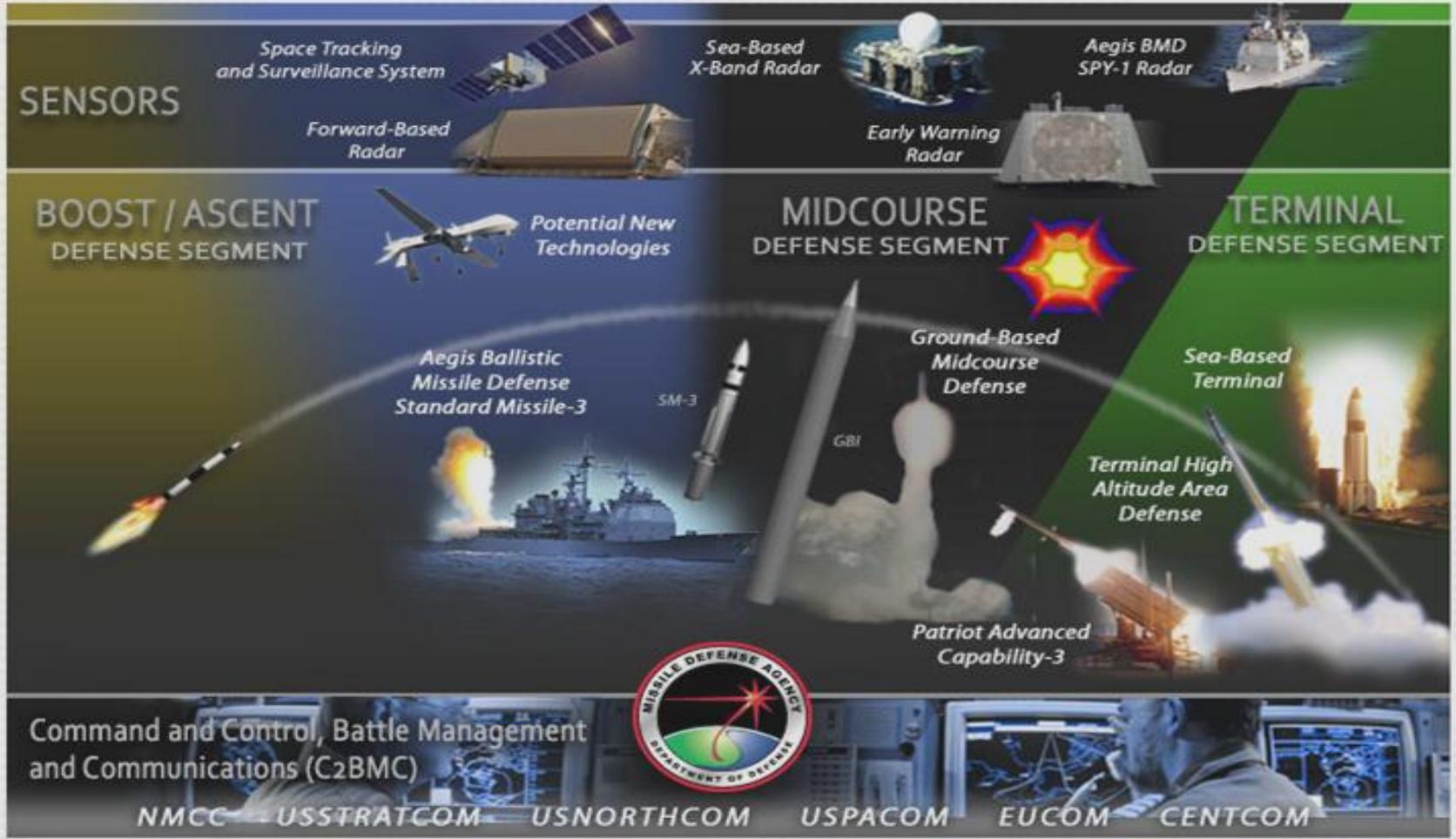
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ISYS & Lockheed Martin Support MDA

THE BALLISTIC MISSILE DEFENSE SYSTEM (BMDS)





Mentor-Protégé Agreement Highlights

- **Lockheed Martin Information Systems & Global Services mentored ISYS Technologies in the following areas:**
 - **Establishing a FAR-Compliant accounting & finance system**
 - **Technology training & development of technological capabilities through technology transfer**
 - **Proposal preparation & strategies to capture business**
 - **Executive coaching**
 - **Implementing program management processes & procedures**
- **Benefits of the Mentor Protégé Program:**
 - **44% financial growth**
 - **38% employment growth**
 - **Increased performance on programs supporting the war fighter; Missile Defense Agency, Air Force, Army, Navy and NASA**
 - **Strong teaming with Lockheed Martin IS&GS on multiple DOD proposals**

Sharing Lessons Learned

- **The Mentor and the Protégé success is dependent upon having:**
 - **A mutually beneficial clear and concise Program Plan**
 - **People who are passionate about the Mentor Protégé relationship**
 - **Realistic schedule for accomplishing the goals & objectives of the Program Plan**
 - **Secure funding to fulfill the goals & objectives**
 - **A collaborative Historically Black College/University like Alabama A&M**
- **MDA's support to our Mentor Protégé relationship was extremely valuable**
- **DCMA's excellent subject matter expertise was very important to our performance & reporting successes.**

