

Chris Stone

Vice President and Chief Supply Chain Officer

Jan. 17, 2024

TO: Lockheed Martin Suppliers
SUBJECT: Supplier Licensing Fee for LM eInvoicing Platform

Dear Valued Lockheed Martin Supplier:

Lockheed Martin remains committed to the timely processing and payment of supplier invoices submitted through our eInvoicing portal.

To continue providing a secure and reliable service that enables the electronic exchange of invoices using industry standard encryption technologies, a supplier licensing fee will be implemented in 2024 by our eInvoicing provider, Direct Commerce Inc (DCI). This fee is paid directly to the Lockheed Martin eInvoicing provider (DCI) for offering many unique benefits to our supply base that would not be achievable via manual invoice processing, inclusive of timely processing, invoice validation rules, customized user interfaces, Enterprise Resource Planning integration and a centralized help desk.

The following details are provided as advanced notice of the upcoming change:

- The supplier licensing fee will not be requested prior to April 1, 2024.
- The fee is \$384/year per supplier, paid annually via the LM eInvoicing portal for any suppliers who invoice and meet a threshold of \$50,000 or more in annual transaction volume. Please note that this fee is independent from the already established Exostar fees.
 - Suppliers will only be charged once per year within the platform unless suppliers have multiple lines of business that sell to Lockheed Martin (different geographic headquarters, wholly owned subsidiaries, etc.), whereby those suppliers will be charged the fee for each unique Vendor ID relating to the applicable supplier line of business.
 - The licensing fee does not apply to Evaluated Receipt Settlement (invoiceless) PO transactions.
- Once implemented, support will be available to address supplier inquiries.
 - Live agent email and phone support.
 - 24/7 ability to submit a ticket and request further support.

The LM eInvoicing portal furthers our commitment to provide the fastest, most secure and reliable means to ensure timely and accurate payment of outstanding invoices to our supply base.

Thank you,

Chris

Chris Stone
Vice President and Chief Supply Chain Officer
Lockheed Martin Corporation