

Switzerland Offset Project Concept Template

1. Project Name / Idea Proposed	Click or tap here to enter text.
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2. Company Background	Website: Click or tap here to enter text.
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When was the company funded?

Click or tap here to enter text.

Where are the company's headquarters located?
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Click or tap here to enter text.

What is the company's size considered?

<input type="checkbox"/> Large Enterprise <input type="checkbox"/> Small /Medium Enterprise

In which region(s) is the company located?

<input type="checkbox"/> German <input type="checkbox"/> French <input type="checkbox"/> Italian
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In what industry(ies) is the company currently involved?

Click or tap here to enter text.

What are the company's competitive advantage(s) and capabilities?
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Click or tap here to enter text.

Previous business experience

<input type="checkbox"/> Government – % <input type="checkbox"/> Military – % <input type="checkbox"/> Commercial – %

Previous business experience with Lockheed Martin or LM partners / suppliers

Click or tap here to enter text.

Please list company certifications (e.g. AS9100, ISO9001, etc.)
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<input type="checkbox"/> AS/EN/JISQ 9100 <input type="checkbox"/> AS/EN/JISQ 9110 <input type="checkbox"/> AS/EN/JISQ 9120 <input type="checkbox"/> ISO 9001 <input type="checkbox"/> ISO/IEC 17025 <input type="checkbox"/> ISO 31000 <input type="checkbox"/> FAA 21.137 (d) <input type="checkbox"/> EASA Part 21 <input type="checkbox"/> EASA Part 145 <input type="checkbox"/> SAE AS5553 <input type="checkbox"/> SAE AS6174 <input type="checkbox"/> SAE AS/EN/JISQ 9102 <input type="checkbox"/> SAE AS/EN/JISQ 9103 <input type="checkbox"/> SAE AS/EN/JISQ 9117 <input type="checkbox"/> SAE AS9115 <input type="checkbox"/> SAE AS/EN/JISQ 9131 <input type="checkbox"/> SAE ARP 9134 <input type="checkbox"/> SAE ARP 9136 <input type="checkbox"/> SAE AS/EN/JISQ 9145 <input type="checkbox"/> SAE AS/EN/JISQ 9146 <input type="checkbox"/> SAE AS 9162 <input type="checkbox"/> SAE AS 13000 <input type="checkbox"/> SAE AS 13002 <input type="checkbox"/> SAE AS 13003 <input type="checkbox"/> SAE AS 13004 <input type="checkbox"/> SAE AS 13006 <input type="checkbox"/> ITAR/EAR
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Other: Click or tap here to enter text.

<input type="checkbox"/> N/A



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Access to Exostar ? <input type="checkbox"/> Yes <input type="checkbox"/> No																																					
Is the company a member of any Swiss Industry Organization(s)?																																					
<input type="checkbox"/> Yes – Click or tap here to enter text. <input type="checkbox"/> No																																					
Is the company actively involved with local Swiss Universities?																																					
<input type="checkbox"/> Yes – Click or tap here to enter text. <input type="checkbox"/> No																																					
2. General Description of Opportunity																																					
Description of opportunity / problem to be solved	<input type="checkbox"/> Competition <input type="checkbox"/> Sole Source																																				
Click or tap here to enter text.																																					
Targeted Customer / Procuring Party																																					
Click or tap here to enter text.																																					
End-user																																					
Click or tap here to enter text.																																					
Execution Timeline / Period of Performance?																																					
Click or tap here to enter text.																																					
Is the Execution Timeline flexible? If not, what are the drivers?																																					
Click or tap here to enter text.																																					
Key milestones to implement during Execution																																					
Click or tap here to enter text.																																					
Necessary Resources																																					
Click or tap here to enter text.																																					
Any potential risk of execution and/or receiving credits?																																					
Click or tap here to enter text.																																					
Please capture the future sales resulting from the offset opportunity implementation?																																					
	<table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <thead> <tr> <th></th> <th>2024</th> <th>2025</th> <th>2026</th> <th>2027</th> <th>2028</th> <th>2029</th> <th>2030</th> <th>2031</th> <th>2032</th> <th>2033</th> <th>2034</th> </tr> </thead> <tbody> <tr> <th>DS</th> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> </tr> <tr> <th>TPS</th> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> <td>_(K USD)</td> </tr> </tbody> </table>		2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	DS	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	TPS	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)
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TPS	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)	_(K USD)																										
<p>Direct Sales (DS): Sales placed by LM or any of LM's F-35 Eligible Partners</p> <p>Third Party Sales (TPS): Sales placed by any party not related to LM or outside defense market</p>																																					
 Eligible Parties																																					

Switzerland Offset Project Concept Template

3. LM Support to Execute Offset Project

What is wanted / expected from LM? *Please describe in detail*

Click or tap here to enter text.

Specifically, what is required from the Lockheed Martin to implement opportunity:

- N/A
- Funding (in US dollars and need timeline) – Click or tap here to enter text.
- Technology – Click or tap here to enter text.
- Know How – Click or tap here to enter text.
- Intellectual Property – Click or tap here to enter text.
- Assets – Click or tap here to enter text.
- Other – Click or tap here to enter text.

4. Crediting – (Switzerland 2021 Offset Policy)

What is the expected / applicable offset transaction type? [\(Section 5.2 - Switzerland Offset Policy\)](#)

Select Offset Transaction Type

What is the Swiss Content Value / Crediting values? [\(Section 5.5 - Switzerland Offset Policy\)](#)

Select Swiss Content Option → Click or tap here to enter text.

Applicable Security-Relevant Economic Sector(s)? (Offset Policy – Appendix 1) **Add more rows as necessary*

- 1) Select Security-Relevant Economic Sector
- 2) Select Security-Relevant Economic Sector
- 3) Select Security-Relevant Economic Sector

Applicable Security-Relevant Technology(ies)? (Offset Policy – Appendix 2) **Add more rows as necessary*

	Technology cluster	Technology / Application
<input type="checkbox"/>	Antenna technologies	Adaptive antennas
<input type="checkbox"/>	CBRNE sensor technologies	B-antibodies
<input type="checkbox"/>	CBRNE sensor technologies	Immunoassay detectors
<input type="checkbox"/>	CBRNE sensor technologies	Ge-gamma detectors
<input type="checkbox"/>	Communication technologies	COMINT ESM
<input type="checkbox"/>	Communication technologies	COMINT ECM/ECCM
<input type="checkbox"/>	Communication technologies	Routing technology
<input type="checkbox"/>	Communication technologies	Software defined radio technologies
<input type="checkbox"/>	Communication technologies	Software encryption (cryptology)

Switzerland Offset Project Concept Template

<input type="checkbox"/>	Communication technologies	Optical networking
<input type="checkbox"/>	Communication technologies	5G
<input type="checkbox"/>	Computer technologies	Operating systems
<input type="checkbox"/>	Computer technologies	Virtualization (desktops, networks, data centers)
<input type="checkbox"/>	Cyber security technologies	VPN technologies
<input type="checkbox"/>	Cyber security technologies	Firewalls
<input type="checkbox"/>	Cyber security technologies	authentication Technology
<input type="checkbox"/>	Cyber security technologies	Vulnerability Assessment (computing)
<input type="checkbox"/>	Cyber security technologies	Cryptology
<input type="checkbox"/>	Cyber security technologies	Digital Forensics
<input type="checkbox"/>	Energy technologies	Batteries and Accumulators
<input type="checkbox"/>	Energy technologies	Power generator
<input type="checkbox"/>	Energy technologies	Mobile power generator
<input type="checkbox"/>	Energy technologies	Mains power
<input type="checkbox"/>	Energy technologies	Independent power supply
<input type="checkbox"/>	Energy technologies	Synthetic fuel
<input type="checkbox"/>	Information Technologies	Big data analytics
<input type="checkbox"/>	Information Technologies	Data fusion
<input type="checkbox"/>	Information Technologies	Management information systems
<input type="checkbox"/>	Information Technologies	Supercomputer
<input type="checkbox"/>	Physical effect technologies	Ballistics
<input type="checkbox"/>	Physical protection tech	Vulnerability models
<input type="checkbox"/>	Platform technologies	Fixed wing jet fighters
<input type="checkbox"/>	Platform technologies	UAV
<input type="checkbox"/>	Radar Technologies	Primary radar
<input type="checkbox"/>	Radar Technologies	Recognized air picture
<input type="checkbox"/>	Radar Technologies	Identification friend or foe



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5. Other Company(ies) Involvement (If Applicable)

5.1. List companies and/or and what each is contributing to the project. *Add more rows to table as necessary*

Company Name	Relationship	Contribution

Additional Comments:

Click or tap here to enter text.

5.2. If there's any kind of Intellectual Property, who will own background / foreground Intellectual Property?

Click or tap here to enter text.

- Is the Intellectual Property licenseable? Click or tap here to enter text.
- Is the Intellectual Property export controlled? Commercial information? Click or tap here to enter text.

If you have any additional supporting information / presentations / business cases, please include them in your communication back to the LM Industrial Development team.

