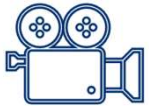


MicroLearning Series

F260 Offsets Form for Suppliers

MFC Workforce Development

2023



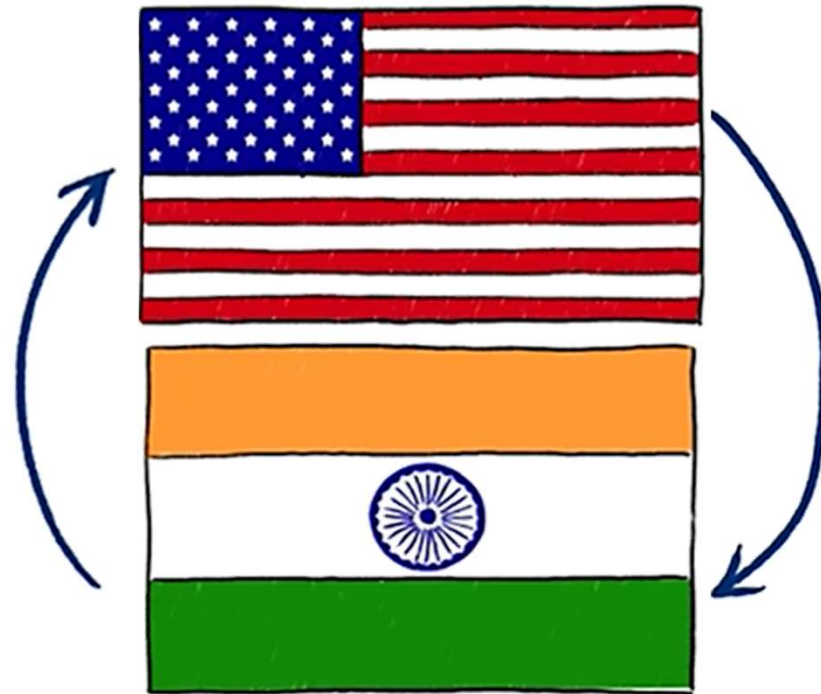
**Link to PIRA
Cleared
Recording**

LOCKHEED MARTIN 

What is Industrial Participation?

- ❑ Industrial Participation Is A Set Of Requirements Set Forth By A Country's Government
- ❑ In Certain Industries Major Product Purchases From Another Country, Creates An Obligation For The Exporter Country To Purchase A Certain Amount Of Goods In Return
- ❑ Offsets Can:
 - Be Work Placed With The Country's Defense Industry
 - Lead To Procurement Of Other Local High Technology Industrial Products
 - Support The Growth Of Export Trade
 - Be Transfer Of Technology Or Assets
 - Be Considered Investments Or Equity In Local Enterprises

LOCKHEED MARTIN 



F260 Offset Credits

- Offset Credits Are Any Item / Effort Considered International Content
 - ◎ International Content Is Any Work Produced / Performed Outside The US Including Components, End Items, Services And Supplier Subcontracts Directly Related To The Procurement
- Preparing & Issuing Solicitations
 - ◎ If Business Area Is Using Digitized Forms, The Digital F260 Notification Of Procurement Eligible For Offset Credits Is Required In The Solicitation If:

A **Domestic** Supplier And The Anticipated Award Value Will Be Equal To Or Greater Than **\$500K**

An **International** Supplier And The Anticipated Award Value Will Be Equal To Or Greater Than **\$100K**

Direct vs. Indirect

DIRECT: Related to the Defense Products Being Sold



**Subcontracting
Parts**



**Assemblies
Or Subsystems**



**Maintenance
Or Sustainment
Activities**

INDIRECT: Not Related to the Defense Products Being Sold

**Transfer Of
Technologies**



**Training & Grants
Of Equipment**



**Enhancing
Market Access**



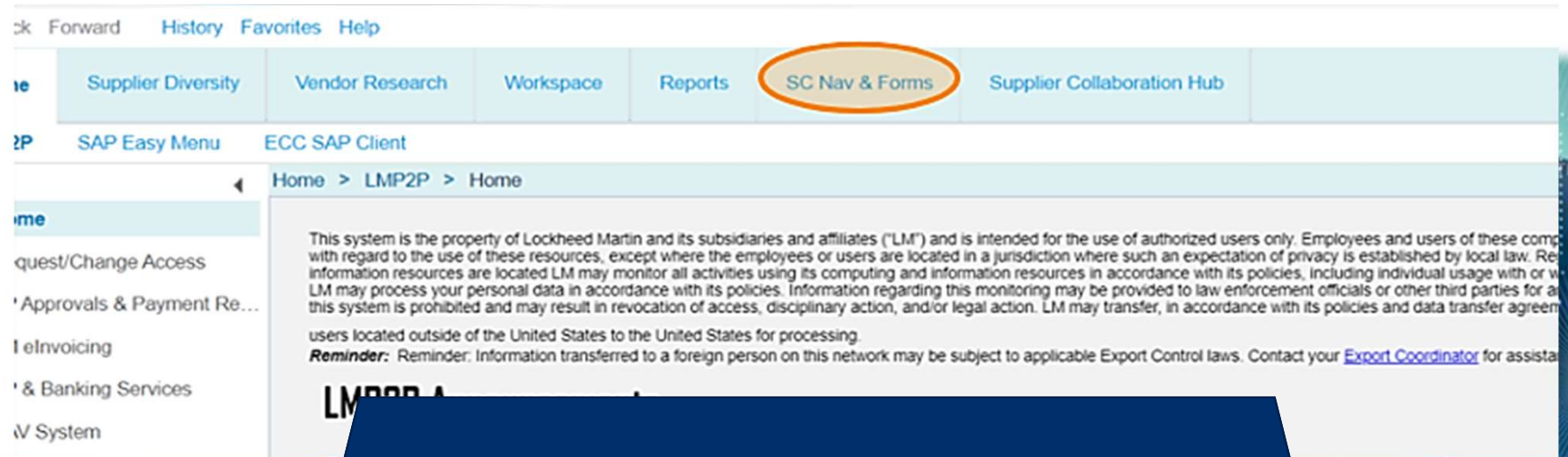
Completing the F260 Form



F260



F260 Digital Form



The Digital F260 Ensures:

- All International Spend Is Tracked
- All Info Is Organized In a Database
- Industrial Development POC is Notified of Upcoming International Procurements

F260 Digitized Form Instructions



F260

Supplier Workflow: *Notification of Procurement Eligible for Offset Credits*

**Buyer Creates Form
& Sends to Supplier**

**Supplier Completes
Form & Returns It
To The Buyer**

**Buyer Indicates Either:
Unresponsive Supplier
Or
Awards RFP to Supplier**

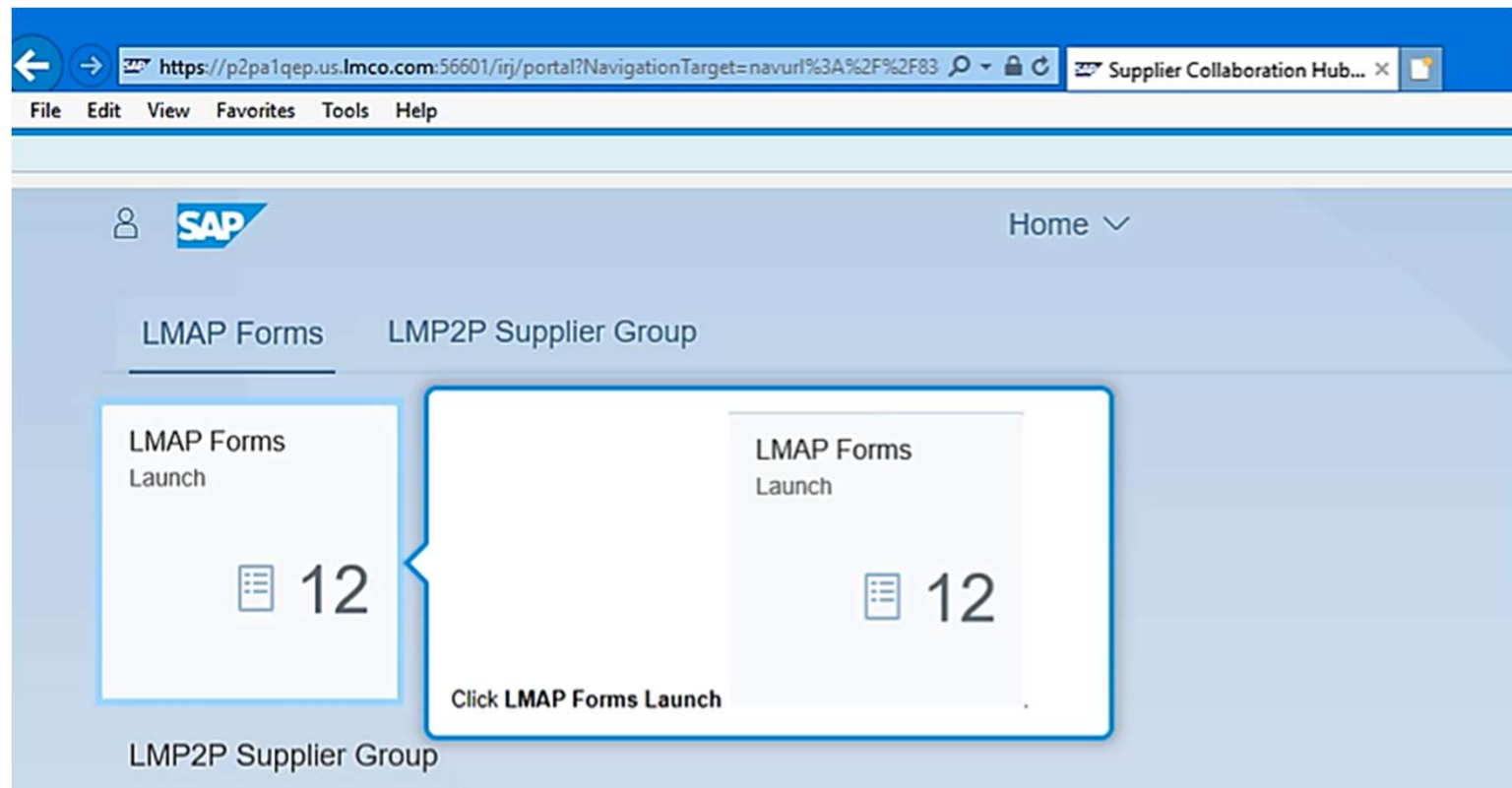


Exostar








The screenshot shows a web browser window with the URL <https://p2pa1qep.us.lmco.com:56601/irj/portal>. The page header includes the "LM Procure to Pay" logo and the Lockheed Martin logo. A navigation bar contains links: PO Delivery, RFx and Auctions, Supplier Report Card, Ship to LMC, LM eInvoicing, SCAR / SCAN, Current Approvals, Source Acceptance, Manage My Users, and Supplier Collaboration Hub. A callout box points to the "Supplier Collaboration Hub" link with the text: "From the supplier LMP2P portal, click **Supplier Collaboration Hub**". The page also displays a welcome message: "Welcome: Ms. Admin LM0029119".


P2P: Launch LMAP Forms





LMAP Forms Search

LMAP Forms Home 






 RFP Forms


Standard 


Buyer:


RFP:

 From this screen suppliers can view the Digital Forms & RFP Collections sent from Lockheed Martin. 


Hide Filter Bar Filters 

My LMAP Forms (71) Standard 





RFP	RFP Desc	RFP Status	Form	Form Desc	Form Status	LMCO Contact
PARTS 112233444 257	PARTS FOR -112233444257 : BA	Awaiting Responses	F260	Notification of Procurement Eligible for Offset Credits	Not Started	GREGORY 
Form Recvd. Date: 11/08/2019 RFP Due Date: 11/12/2019						

RFP Status Column

My LMAP Forms (71) Standard 


Click the form awaiting the response.

RFP	RFP Desc	RFP Status			Form Status	LMCO Contact
PARTS 112233444 257	PARTS FOR -112233444257 : BA	Awaiting Responses	F260	Notification of Procurement Eligible for Offset Credits	Not Started	GREGORY 
Form Recvd. Date: 11/08/2019 RFP Due Date: 11/12/2019						
F260 FORM TEST #2	260 TEST #2	Complete	F260	Notification of Procurement Eligible for Offset Credits	Supplier Completed	MONIQUE 
Form Recvd. Date: 10/30/2019 RFP Due Date: 11/01/2019						

Click the form awaiting the response.

F260 Request Details



	Not Started	F260 Notification of Procurement Eligible for Offset Credits
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Supplier Information	SCA Information	Request Details
Name: ANAREN, INC.	Name: GREGORY [REDACTED]	Request for Proposal (RFP) ID: PARTS 112233444257
LM Corp ID: LM0029119	Telephone: [REDACTED]	F260 - Control Number: 4000000080
Telephone: [REDACTED]	E-mail: GREGORY.[REDACTED]@LMCO.COM	Description of Goods or Services: PARTS FOR -112233444257 : BA
E-mail: teresa.[REDACTED]	Business Area (BA): ENTERPRISE BUSINESS SERVICES	

Foreign Content

Is there any Non-U.S. Supplier/Subcontract work associated with this proposed contract? ☒ No ☐ Yes

F260 Foreign Content



Foreign Content

Is there any Non-U.S. Supplier/Subcontract work associated with this proposed contract?

☐ No ☒ Yes

F260 – Add Subcontractors

Click **+ Sub Contractor**

Supplier Solicitation **+ Sub Contractor**

Subcontractor Name	Subcontractor Address	Subcontractor Country	Part Description	Estimated Non-US Content Value (USD)
No data				

Supplier Solicitation **+ Sub Contractor**

Subcontractor Name	Subcontractor Address	Subcontractor Country	Part Description	Estimated Non-US Content Value (USD)
Subcontractor 2	12345 Street	AR Argentina	F260 example	101,000.00

 Save As Draft

Send to Buyer

Print Form



F260 Completion

Save As Draft

Send to Buyer


Print Form



Decline To Participate

Form Not Applicable



 Confirmation

Are you sure you want to submit the form to the buyer?



The form is now back with the LM buyer.



