

MicroLearning Series

F260 Offsets Form for Suppliers

MFC Workforce Development

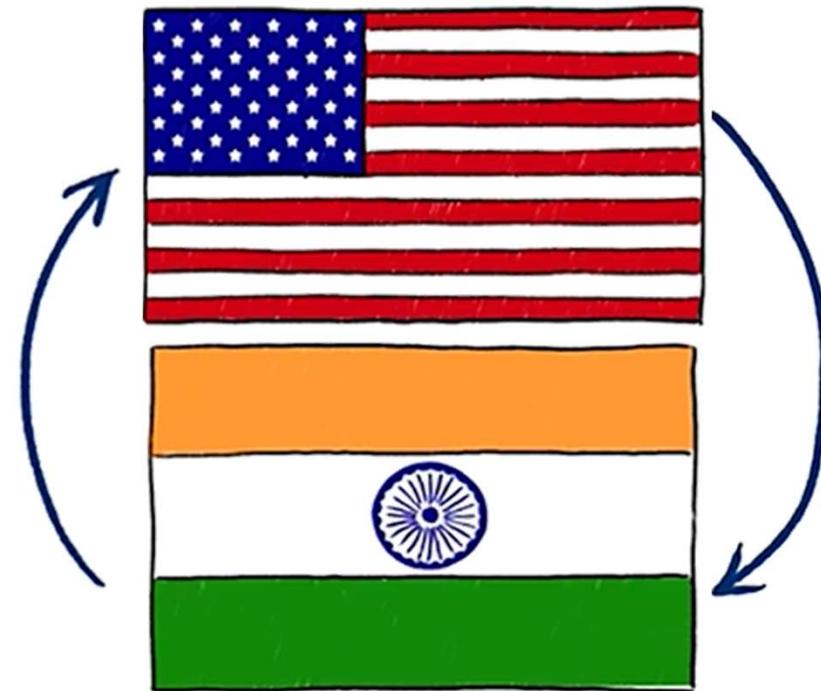
2023



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

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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



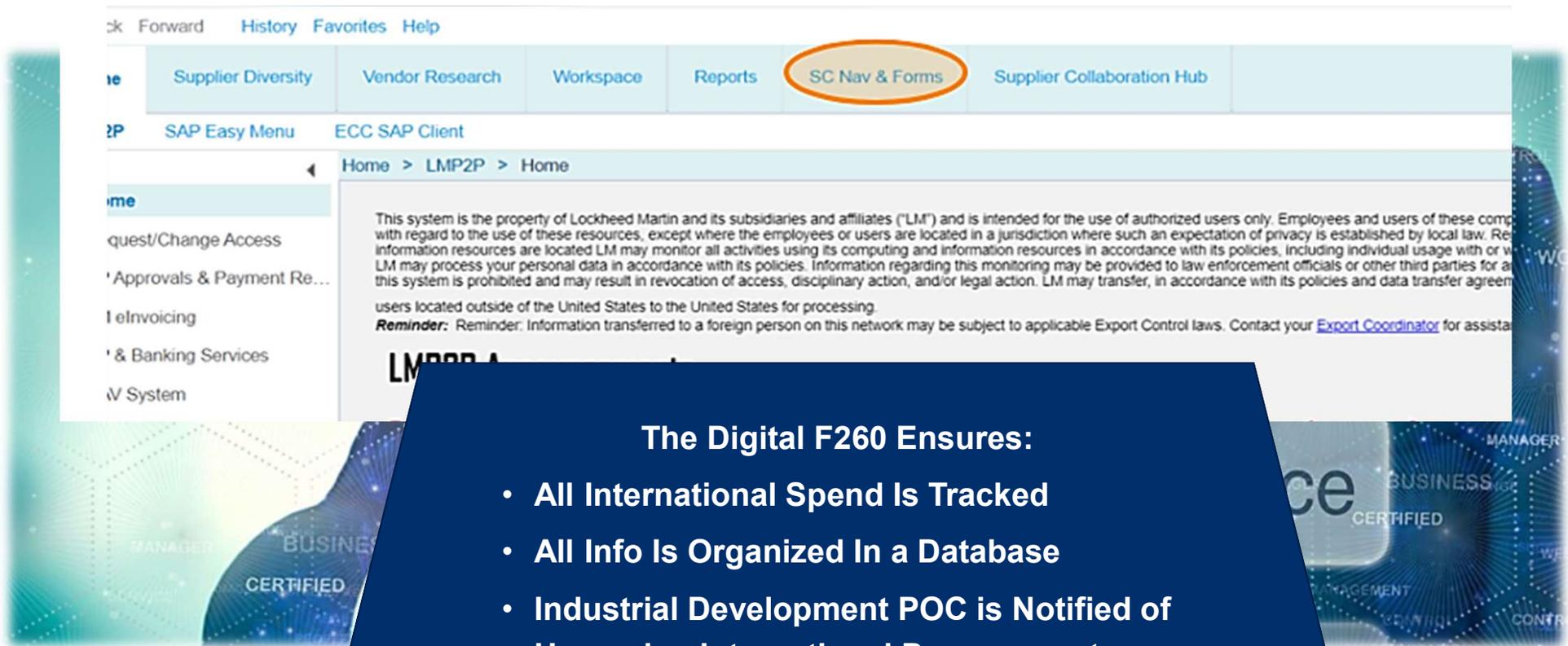
Enhancing Market Access



Completing the F260 Form



F260 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



**Buyer Creates Form
& Sends to Supplier**

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

F260
Supplier Workflow:
*Notification of
Procurement Eligible
for Offset Credits*

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

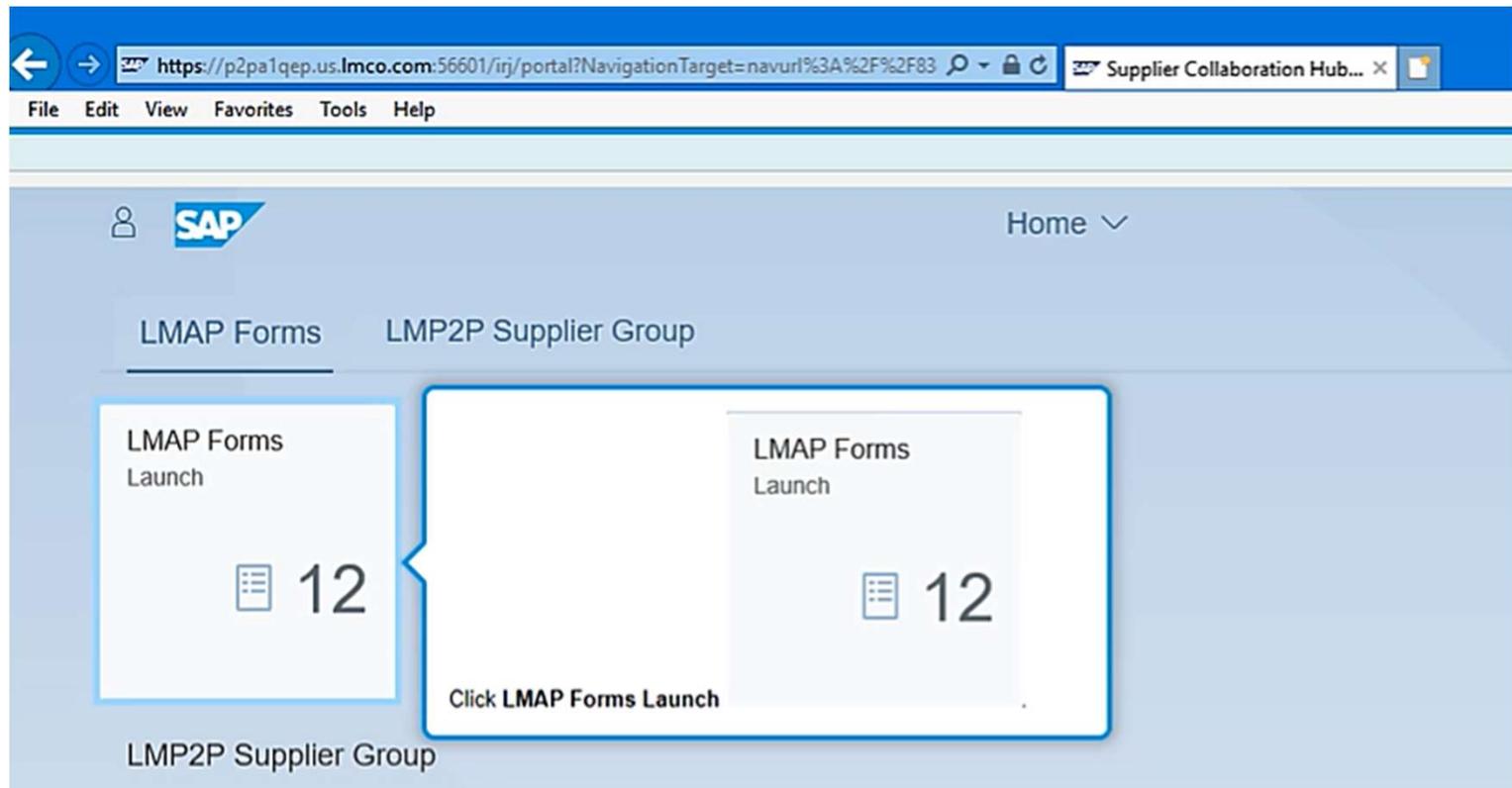


Exostar



The screenshot shows a web browser window with the URL `https://p2pa1qep.us.lmco.com:56601/rij/portal`. The page header includes the "LM Procure to Pay" logo and the Lockheed Martin logo. A navigation bar contains links for "New Session" and "Log off", and a welcome message: "Welcome: Ms. Admin LM0029119". Below this is a horizontal menu with various options: "PO Delivery", "RFx and Auctions", "Supplier Report Card", "Ship to LMC", "LM Invoicing", "SCAR / SCAN", "Current Approvals", "Source Acceptance", "Manage My Users", and "Supplier Collaboration Hub". A blue callout box with a mouse cursor pointing to the "Supplier Collaboration Hub" link contains the text: "From the supplier LMP2P portal, click **Supplier Collaboration Hub**". The main content area displays a breadcrumb trail "Home > Home > Home" and a "Home" section with links for "Commonly Used Forms", "Accounts Payable", and "LM Supplier UID". A disclaimer at the bottom states: "This system is the property of Lockheed Martin and its subsidiaries and affiliates, and is intended for the user of authorized users...".

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.

My LMAP Forms (71) | Standard

RFP	RFP Desc	RFP Status	Form	Form Desc	Form Status	LMCO Contact
PARTS 112233444	PARTS FOR -112233444257 : BA 257	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						
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



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Not Started

F260 Notification of Procurement Eligible for Offset Credits

Supplier Information	SCA Information	Request Details
Name: ANAREN, INC.	Name: GREGORY	Request for Proposal (RFP) ID: PARTS 112233444257
LM Corp ID: LM0029119	Telephone: 	F260 - Control Number: 4000000080
Telephone: 	E-mail: GREGORY@LMCO.COM	Description of Goods or Services: PARTS FOR -112233444257 : BA
E-mail: teresa	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

Supplier Solicitation

Click [+ Sub Contractor](#)

[+ 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

Delete



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.



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