



Lockheed Martin's Approach to Smarter Operations

Overview

Lockheed Martin is a global leader in defense, aerospace, and advanced technology solutions. From missile defense systems to cutting-edge satellite development, they push the boundaries of innovation to deliver critical solutions. To keep pace with their large-scale manufacturing and R&D efforts, they needed to modernize back-office operations. By streamlining workflows and automating key processes, Lockheed Martin aimed to improve efficiency and agility.

The Challenge

Lockheed Martin's procurement process relied on outdated, paper-heavy workflows that led to lost documents, slow approvals, and inefficiencies. A long-standing communication gap between contracts and procurement created delays, making it difficult for buyers to make informed decisions. To enhance compliance, visibility, and efficiency, they sought an automated solution that would seamlessly connect procurement with Accounts Payable and Manufacturing. The goal was to eliminate bottlenecks, speed up processes, and build a scalable system that improved tracking, approvals, and overall operational performance.

Industry

Aerospace

Company size

122K+ Employees

Year Established

1998

ERP

SAP

Global Facilities

350+

Annual Revenue

\$67 billion +

Lockheed Martin Unlocks 2x Productivity.

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“onPhase has delivered a scalable solution that empowers our team to streamline processes and focus on strategic initiatives. It's been a game-changer for us.”

Accounts Payable Manager | Lockheed Martin

The Solution

onPhase's Automation solutions gave Lockheed Martin the structure and control needed to modernize workflows. A rule-based system ensured tasks were completed with the right information, while a priority-based work queue kept processes moving efficiently. Automation eliminated manual approvals, reduced lost documentation, and improved compliance. With full visibility into procurement, they could track parts from requisition to receipt, streamlining operations and boosting overall agility.

The Results

With onPhase, Lockheed Martin transformed its operations, replacing inefficiencies with automation and real-time tracking. Teams gained visibility into procurement workflows, ensuring parts were tracked from request to receipt. The Accounts Payable team could process multiple invoice types while ensuring alignment with purchase orders. By eliminating bottlenecks and manual processes, Lockheed Martin improved efficiency, strengthened supplier relationships, and positioned itself for future growth.



Results at a Glance

46%

Reduction in
processing time.

49%

Reduction in cycle time.

96%

Increase in productivity.

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