



SUPPLIER DIVERSITY PROGRAM

L3 AT A GLANCE



\$9.6B prime contractor in aerospace systems, security detection systems, and pilot training

Approximately 31,000 employees worldwide

Over \$1.1B total subcontracting spend with small businesses during FY2017

43 Corporate Purchasing Agreements (CPAs) with small businesses, as OEM alternate sources



DOING BUSINESS WITH L3



Register with L3 Corporate

- L3 divisions are autonomous from each other and have their own supplier qualification method/system.

Research L3 prior to initiating contact

- Target L3 divisions whose requirements best match your company capabilities
- Search L3 divisions by products/services, division, and/or location

Contacting L3

- Email your electronic brochure/capabilities only to those divisions who might utilize your product/service
- Let the Small Business Liaison Officer (SBLO) know if you currently do business with any L3 division or other prime contractor
- Provide your CAGE, DUNS, business size

Be Responsive and Reliable

- Be responsive to requests when they arrive
- Ask questions if there are elements of L3 documents you don't understand and ask for help when needed
- Provide a quality product, from responding to phone calls to delivery of product or service

