



Biography

John N. Hatch

John N. Hatch joined the Lockheed Martin Corporation in October 2001 as Corporate Vice President, Global Supply Chain Management. He is responsible for supply chain strategy and policy, corporate sourcing agreements, subcontract management, and supplier diversity activities throughout the Corporation. He is the corporate sponsor for the Operations Leadership Development Program.

John and his team have delivered savings to Lockheed Martin by leveraging scale and technology across the Corporation. They have defined and implemented best practices and tools in subcontract management and moved to a central e-business procurement platform. Productivity has improved over 30%. Savings from corporate sourcing agreements total over \$800M in the last three years. Lockheed has been recognized as the premier A&D contractor for small business, with over \$5B in awards to small businesses. Current initiatives include Predictive Risk and Assessment tools, Subcontract Personnel Development and Training, Online Bid and Proposal System and Corporate-wide purchasing agreements.

John has diverse commercial and international business experience, and brings a depth of operational experience to Lockheed Martin. Prior to joining Lockheed Martin, Mr. Hatch was Director of e-Business for FMC Corporation's worldwide Energy Systems Business. He spent fourteen years at FMC in a variety of management assignments in the custom-engineered machinery and systems businesses. After initial positions in Finance and Materials Management, he was made Program Manager for Subsea Systems, handling multi-million dollar offshore oilfield projects. He was promoted to be Western Hemisphere Procurement Manager, Subsea Operations Manager, General Manager of the Manifold Systems Business and Director of Business Development. Prior to joining Lockheed Martin he was Director of eBusiness. He served as a founding member of OFS Portal, a not-for-profit oilfield supplier's e-commerce portal.

John holds a bachelor's degree in International Relations from Brigham Young University and a Master of Management (MBA) in finance, strategic planning and marketing from the Kellogg School at Northwestern University.