



THE DANBY GROUP

The Danby Group and Lockheed Martin Team Up to Offer New DoD Compliance Solution

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The Danby Group, LLP, announces its distribution agreement to offer Lockheed Martin's [NYSE:LMT] I-GUIDES™ software to Department of Defense (DoD) suppliers, as part of Danby's ongoing initiative to provide cutting-edge compliance strategies to defense contracting entities.

"After learning more about the agreement between Lockheed Martin and our longtime partner, Zebra Technologies, to jointly market the I-GUIDES software, we knew this would be the perfect complement to our own effort to offer the best-in-class UID and RFID compliance systems," said Fred Lovelady, Vice-President of Sales for The Danby Group. "I was extremely impressed after seeing a demonstration of the software. It's easy to use, very comprehensive and easily integrated with Zebra printers, as well as dot-peen and laser etching equipment. We think our DoD partners will be very excited about this new tracking and data management resource."



I-GUIDES is a flexible and easy-to-install software application that responds to the Department of Defense's (DoD) requirement for unique identification of new production, government-furnished property and legacy inventory. Lockheed Martin was the first DoD contractor to register uniquely identified product in the DoD UID registry and has adopted I-GUIDES as its corporate tool for UID compliancy. To date, more than 20 individual Lockheed Martin business units are using I-GUIDES, and Lockheed Martin has registered—error free—more than 10 percent of its items in the DoD's registry.

"We are pleased to partner with The Danby Group," said Robert Hawkins, production program manager for I-GUIDES at Lockheed Martin Maritime Systems & Sensors` Tactical Systems line of business. "Together we can provide customers of all sizes the flexibility and scalability they need to achieve UID compliancy and help the DoD fully realize its vision for UID."

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In addition to meeting DoD mandates, the UID itself can be used to establish a common relationship across the enterprise, enabling communication with legacy manufacturing, shipping and financial systems.

“This standardization allows for multiple ways to achieve lean success, including better accounting, improved response time and reduced inventory,” said Hawkins. “The challenge is to translate UID into meaningful data for the multiple legacy platforms in each business without rewriting each system — I-GUIDES allows the manufacturer to do just that.”

Lovelady explained at the recent EPC Global U.S. Conference in Atlanta: “One of the important aspects of our solution is rapid implementation with minimal disruption to operations. Most of our customers are already using Zebra printers in their facilities. I-GUIDES recognizes ZPL (Zebra Programming Language), making the printing process seamless. Danby can then integrate to the contractor’s legacy platform, though the process can be implemented as a stand-alone system.”

Headquartered in Bethesda, MD, Lockheed Martin Corporation employs about 135,000 people worldwide and is principally engaged in the research, design, development, manufacture, and integration of advanced technology systems, products and services. **For additional information visit www.lockheedmartin.com.**

The Danby Group offers data collection hardware and systems, integrating barcode, UID, and RFID technologies for manufacturing. Established in 1982, it was one of the first reseller/distribution channels for Zebra Technologies International, selling data capture systems and equipment to the United States Marine Corps, IBM, Motorola, and Honeywell. The Danby Group is a woman-owned enterprise headquartered in Atlanta, Georgia. **For more information, contact Fred Lovelady: 800/262-2629.**