



## ***News Release***

### **SAVI APPOINTS PHIL JULIANO AS VICE PRESIDENT OF MARKETING**

ALEXANDRIA, Va. – November 9, 2011 – Savi Technology, a wholly owned subsidiary of Lockheed Martin [NYSE: LMT], today announced that Phil Juliano has joined the company as vice president of Marketing.

Juliano is responsible for the full spectrum of marketing functions, including market and product strategies, go-to-market activities, branding, communications, analyst relations, public relations, and demand generation.

Juliano's primary focus will be shaping Savi's marketing efforts to deliver solutions that help customers improve critical aspects of their global, mobile asset operations. Savi's enterprise-class wireless solutions include hardware such as tags and readers, software and web-based management to give customers real-time, pinpoint accuracy on the location and condition of valuable assets.

Juliano has more than 25 years of experience in a variety of marketing roles, and has spent the last 15 years in global leadership roles in the information technology (IT) and IT services sectors. He has a strong track record of leading major business transformations and brand positioning.

"Savi's customers are working directly with us to develop innovative solutions to wirelessly track and monitor high-value assets on a global scale," said Bill Clark, chief executive officer of Savi Technology. "Phil's expertise in positioning and building high-performing marketing teams will be invaluable as we bring these real-world solutions to a broader market."

"The combination of Savi's leading technologies and impressive customer base has created a significant opportunity to highlight and drive the company's value in the marketplace," said Juliano. "I am looking forward to working with the extended Savi team, its customers, partners, and industry analysts to promote a concise, compelling and powerful promise of value to all key stakeholders."

Prior to joining Savi Technology, Juliano was vice president of Global Brand Management & Corporate Communications at Novell, Inc., a \$1 billion global software company that provides infrastructure solutions for enterprise IT departments. He built a sustainable corporate marketing function there, and led the development and subsequent introduction of a new global corporate positioning.

Before joining Novell, Juliano held senior executive positions with Symbol Technologies, IBM, and several global advertising agencies, including Ogilvy & Mather.

Savi Technology provides organizations with operational analytics – the ability to collect and convert operational information into useful knowledge – from physical objects like supplies, equipment and cargo. Savi Technology solutions are in use by leading firms and organizations in several markets including aerospace and defense; civilian agencies; and oil, gas and mining production companies. Savi’s operational analytics give clients the ability to track, monitor and control nearly any object, even in the harshest environments and most difficult locations.

Headquartered in Bethesda, Md., Lockheed Martin is a global security company that employs about 126,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The Corporation’s 2010 sales from continuing operations were \$45.8 billion.

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For additional information, visit our website:

[www.savi.com](http://www.savi.com)