From Complexity to Clarity: How Lockheed Martin Enabled Engineering Excellence Across Systems with Apty

EXECUTIVE SUMMARY

Lockheed Martin's engineering workforce is among the best in the world—but legacy training models and complex applications were slowing them down.

They partnered with Apty to embed contextual, role-specific support into critical systems. In less than a year, they reduced onboarding timelines, preserved process knowledge, and allowed engineers to spend more time on innovation, not navigation.

THE HUMAN IMPACT

From senior engineers to new hires, frustration with complex tools was widespread. As one senior engineer noted:

> "When you're designing flight systems, every minute wasted navigating a system is a minute lost in design."

Support tickets piled up. Updates triggered retraining cycles. Knowledge left with retirees. The cost? Slower execution, increased errors, and growing pressure on delivery timelines.

THE SELECTION JOURNEY

Lockheed Martin had invested heavily in technical documentation, classroom training, and application-specific support—but these traditional methods couldn't keep up with the speed and complexity of their engineering environment.

They needed a solution that could:

- Support cross-application workflows in highly technical tools
- Meet strict compliance and security standards
- Reduce ramp-up time for new engineers
- Provide analytics to track adoption and process efficiency

After evaluating several digital adoption platforms, Lockheed Martin selected Apty for its ability to deliver contextual, role-specific guidance at scale. Apty's track record in technical, compliance-driven industries was a key factor in the decision to move forward.

THE IMPLEMENTATION JOURNEY

Lockheed Martin implemented Apty across 5+ systems used in design, manufacturing, and project management—including 3DX, XVE, Jira, Apriso, and Empower.

Key elements:

01	Contextual walkthroughs for high-friction workflows
02	Validation steps built into critical process junctions
03	SME-built content deployed within weeks
04	Pilot-first approach with quick iteration and internal champions

THE BUSINESS TRANSFORMATION

- Faster onboarding weeks instead of months
- Reduced training and support costs
- More consistent, compliant execution across platforms
- Improved data quality in regulated environments
- Knowledge transfer embedded into workflows—not left to chance

Apty is now part of how we scale engineering excellence—not just train people.

THE PATH FORWARD

Lockheed Martin is exploring adoption analytics to better align training with performance outcomes. Apty will also anchor their knowledge management evolution, creating a closed loop of learning and execution.

Spotlight Quote

"Apty has transformed how our engineers interact with complex technical applications. The impact on productivity and quality has been substantial."

— Engineering Excellence Leader, Lockheed Martin