



Connecting Supplier Innovation and Small Businesses to General Dynamics

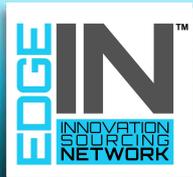
General Dynamics Mission Systems'
Open Supplier Innovation Ecosystem

EDGE Innovation Sourcing Network

Open Supplier Innovation Ecosystem

Entry point and access point for small businesses and all suppliers that want to do business with General Dynamics Mission Systems.

Our Mission: The EDGE Innovation Sourcing Network™ is an open supplier innovation ecosystem, promoting small business identification and participation, discovery of emerging technologies and solutions, to forge partnerships that are discriminators to advance our customers' missions.



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Why we invest in innovation

Energizing our supply chain

- **Partnerships that build competitive advantage**
- **Identification & connection to small businesses**
- **Early Engagement to understand supplier capabilities**
- **Technology Outreach, Foraging, and Scanning**



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How we work with suppliers

Partnerships aligned to technology on a foundation of trust

- **Get to know suppliers and their capabilities**
- **Utilize a formal process for enhanced visibility of their capabilities**
- **Educate them about GDMS**
- **Initiate them in SCM process**
- **Find intersections and business opportunities to partner**
- **Recognize agility of small business to accelerate technology insertion**
- **Ensuring competitive, cost effective & technologically advanced solutions**
- **Enter into a procurement agreement**



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Cultivating innovative sourcing solutions

Crowdsourcing via TechScout



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Success

Metrics for delivering innovative sourcing solutions

- **Supplier relationships**
- **Supplier scorecards**
- **Supplier insights**
- **Procurement statistics**
- **Teaming relationships**
- **Integrated sourcing ecosystem**



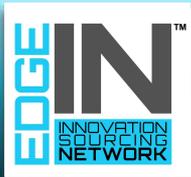
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Defining value

Stakeholder Value of Open Supplier Innovation Ecosystem

Value to suppliers	Value to GDMS	Value to SCM	Value to Engineering/Program Management
<ul style="list-style-type: none">• Forum to promote new capabilities to GDMS, entry point for new suppliers• Build relationship with large prime	<ul style="list-style-type: none">• Access to innovative solutions that are discriminators for GDMS business• Expand opportunities for potential co-development	<ul style="list-style-type: none">• Expand supplier relationship management to infuse supplier innovation into sourcing solutions	<ul style="list-style-type: none">• Fast, efficient and more comprehensive trade studies/make buy decisions• Consolidated access to previous analysis and decisions• Crowd sourcing service to assess state of the possible



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Connect with us

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