



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



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# Connect with us

## Contact Us

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