Line of Business Spotlight: Cyber Systems

- Risk Solutions
- New Small Business Teammate
- Future Supply Chain Communication
- Open TechScouts
- Get to Know The Team

GENERAL DYNAMICS
Mission Systems
In this edition of our Innovation Sourcing Network Newsletter you will read the latest update in our Cyber Systems line of business. You’ll read about how our Cyber Systems’ products cross and integrate with all domains in land, sea, air and space. General Dynamics Mission Systems is designing, building and delivering data protection products and solutions, as well as web-based SaaS to rapidly strengthen the mission to help our customers successfully navigate the cyber domain.

The Encryptors products have been critical and successful in protecting our government customers. This is possible due to the strong cadre of suppliers that have a long history of providing critical components, products, services and technologies with a competitive cost profile to our Cyber Systems line of business. In the next year, we will continue to strengthen, evolve and develop our supply base in our Cyber Systems business. If you have products and/or recommendations on how to strengthen our portfolio, please engage with us.

I greatly appreciate all our suppliers for providing quality and on-time delivery components this past year and for successfully supporting delivery of our customers mission. Thank you for everything you do for our customers and company.
The Supply Chain Risk Management team wants to present you with New Year’s Risk Solutions. January is often associated with making resolutions. This year, most businesses are resolving to focus on risk mitigation strategies especially related to cybersecurity and preparing for future supply chain disruptions. We are providing two recommended solutions that will support those goals.

Solution #1 - Cybersecurity Awareness and Engagement

Over the last two years, global cybercrime increased 50%. This directly correlates to more businesses expanding their digital footprint as more people work from home and more business is conducted online. In 2021, General Dynamics Mission Systems’ Supply Chain Risk Management (SCRM) team saw this trend through suppliers’ reports on cyber fraud, data breaches, malware, and phishing. For our business and yours, cybersecurity awareness and response are crucial to ensuring the safety of the organization. Catching potential risk and acting early to close any gaps is crucial. Communicating any vulnerabilities to us is vital to prevent possible disruption in our mutual mission to serve the Defense Industrial Base. As daunting as cybersecurity may sound, it can also be as simple as keeping up with software or operating system updates. For more information on taking steps to evaluate, protect, and monitor supply chain data, check out the General Dynamics Mission Systems Cybersecurity Compliance Page. It provides details on cyber regulations, recommendations, reporting requirements, and the latest cyber concerns from the Departments of Defense, Homeland Security, and Cybersecurity & Infrastructure Security Agency.

Solution #2 - Business Continuity Planning

In case we needed it, 2020 reminded us about the importance of having a Business Continuity Plan (BCP) and 2021 drove that message home. Given the magnitude of disruptions and compounding negative influences on the global supply chain over the past couple of years (and months to come) a BCP is not only important, but a critical necessity. In 2022, we are making it a requirement of suppliers as part of their onboarding package. We will work with suppliers already onboarded to be compliant within the year. A BCP benefits you in preparing for the next Black Swan, providing consistency, defined roles, communications steps, and an overall plan of action. All important things to have at your fingertips during the chaos of a disruptive event. It also provides a roadmap to your recovery and getting your business back on course delivering your product or services. A BCP is also a tremendous opportunity to identify risk and gaps in your current business before the next Black Swan comes to perch.

Here are a few recommendations of critical components in your BCP:

<table>
<thead>
<tr>
<th>AREA OF CONTINUITY</th>
<th>IMPORTANT TO BUSINESS CONTINUITY</th>
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<tbody>
<tr>
<td>Roles and Responsibilities</td>
<td>Keys points of contact</td>
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<tr>
<td>Business Impact Analysis</td>
<td>An overview of the operational and financial impacts that could result from a disruption.</td>
</tr>
<tr>
<td></td>
<td>Identify and prioritize critical supply chain parties and dependencies.</td>
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<tr>
<td></td>
<td>Your contingency, communication, and preparedness plan.</td>
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<tr>
<td>Communications and Partnerships</td>
<td>Your process for informing General Dynamics Mission Systems of a disruption.</td>
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<tr>
<td></td>
<td>The communication plan with and for your employees in case of a disruption.</td>
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</tbody>
</table>

The Supply Chain Risk team is here to help you successfully achieve your 2022 resolutions. Contact us for more information: supplychainrisk@gd-ms.com.
Introducing Our New Small Business Teammate!
Suzanne has been with General Dynamics over 6 years. She supported NASSCO before she joined General Dynamics Mission Systems this past December. Suzanne works remotely in California.

What led you to a career in SCM?
I worked in accounting/finance-type roles for 15 years and needed a change. About 6 years ago I found a position within Supply Chain Management where I could apply my experience and degree and I never looked back.

What has been your most rewarding experience at General Dynamics Mission Systems?
I am already being asked for my opinions and tasked with projects! It’s so nice to be valued and trusted to do the job I was hired to do.

In your opinion, why are relationships with suppliers so important to the SCM mission?
Relationships are important to the SCM mission because they are the cornerstone to being human. Supply chains are essentially one large team of humans trying to accomplish an end goal, one level or step at a time. Being a team means working together, and that happens when you have a basic relationship and rapport with others. Teamwork makes the dream work!

What would people never guess that you do in your role?
People would probably never guess our team works with data daily. Our team uses data to help tell stories and to help drive strategy.

How do you contribute to achieving an integrated supply chain?
I contribute by learning what others do and how my role integrates with theirs. I am a more efficient and effective team player if I can figure out how I can help others, especially in achieving a common goal or helping to solve a problem.

What motivates you?
Having a supportive team, having a mission and purpose and my children.

How do you balance your career and personal life?
Balance can be tricky at times. I have three children – one in high school, one in elementary school and one who doesn’t go to school yet, so time management is very important. It’s also nice to work for an organization that values a work life balance.

A perfect day would be?
Being a tourist with my kids. We love to travel!

Supplier 360 Technologies Overview
General Dynamics Mission Systems Supply Chain Management platform is now over two years operational and is gaining more and more participation every day. We are pleased that our active supplier community can access their critical information in our portal and update it from a secure internet connection. All you need is a web browser to activate your account!

Supplier 360 is now the gateway for all General Dynamics Mission Systems approved supplier onboarding and supply chain communication. Coming very soon, all compliance-related surveys and annual Representations and Certifications will be online through Supplier 360. We will provide our suppliers the most efficient means possible to complete necessary secure forms with the safety of a FedRAMP certified cloud environment only accessible by authorized General Dynamics Mission Systems U.S.-based Supply Chain and Quality personnel.

We will continue to gather the pertinent company data already provided through the SAM.gov website so there is no additional effort, and we will limit your compliance forms to only what is necessary based upon your company profile and products.

We welcome suppliers who are looking toward the future with us and we are proud to implement this new digital process and continue to invest in technologies that will help us work together to deliver the critical products and services that our customers demand.

To find out more information please contact your GDMS Supply Chain representative or email us at S360@gd-ms.com.

Regards,
General Dynamics Mission Systems Supplier Chain Management Team

See the latest information and quick start guides here: https://gdmissionsystems.com/about-us/suppliers/s360
## Commodity Categories

### Operational
- **Products**
  - Active Attenuators
  - Adhesives
  - Air Circulators & Blower Eq.
  - Antennas
  - Asset Tools
  - Audio Equipment
  - Batteries & Chargers
  - Balls and Bumpers
  - Chemicals, Lubricants & Greases
  - Chilers
  - Circuit Breakers
  - Compressors & Vacuum Pumps
  - Controls
  - Display Optics
  - Earphones
  - Electron Tubes
  - Explosive Devices
  - Fan & Filter Assemblies
  - Furniture - Lab Equipment
  - Generating Parts
  - Generators
  - Handsets
  - Headsets
  - Indicating Parts
  - Inspection Gages
  - Inverters

- **Services**
  - Commercial Services
  - Engineering Services
  - (including Testing)
  - Environmental Health & Safety
  - Facilities Support Services
  - Security Services
  - Fleet Management
  - IT Support Services

### Mechanical
- **Products**
  - Actuating Levers
  - Antennas Masts
  - Arms
  - Bearings
  - Bellows
  - Bolts
  - Brackets
  - Calibrated parts
  - Cams
  - Castings
  - Chambers
  - Contacts & Boxes
  - Container Hardware
  - Custom Fabric Parts
  - Custom Packaging
  - Valves
  - Drive Belts
  - Drums
  - Enclosure parts
  - Eyebolts
  - Fan Blades
  - Handle Rollers
  - Fasteners
  - Fastening Parts

### Component and Assembly
- **Products**
  - Bandpass filters
  - Capacitors
  - Circuit board Assemblies
  - Circuit boards
  - Coil Forms
  - Connectors
  - Manufacturing 
    - Keypad Assemblies, Box
    - Connectors, Box
    - Baja, Baja, Baja
  - Slugs & Slides
  - Raw Material
  - Radiation parts
  - Relays
  - Sensors
  - Ventilation Parts
  - Screws
  - Sealing Parts
  - Connectors
  - (Crystal)

### IT Hardware and Software
- **Products**
  - Cameras
  - Cloud Platforms
  - Cloud Infrastructure
  - Cloud Solutions
  - Computer Hardware
  - Hardware Services
  - IT Hardware 
    - Software Maintenance
  - Networking
  - Networking Switches
  - Optical Transceiver
  - Routers
  - Servers
  - Software
  - Storage
  - Telecom
  - Video

### Services
- **Services**
  - Marketing / Advertising
  - Professional Consulting
  - Trade Show Services Support
  - University R&D/Capstone

### HR Support Services
- **Products**
  - Airplanes
  - Car Rental
  - Ground Services
  - (Airport Parking
  - Car Services, etc.)
  - Hotel / Lodging
  - Meetings / Events
  - Sourcing Support

### Travel
- **Other Related**
  - Travel
  - Support Services
  - (Agency, Technology, etc.)

### Composites
- **Products**
  - Dewatering Straps
  - Dry Fabric/Non-Woven
  - Material
  - Honeycomb Core
  - Prepregs & Prepreg
  - Tees
  - Radome Bagging Materials
  - Thermal Barriers

### Interconnect
- **Products**
  - Back Shells
  - Cable Assemblies
  - Connectors
  - Computer Cables
  - Connectors
  - Computer Cables
  - Connectors
  - Cords
  - Headers Holders
  - Hinges
  - Sockets
  - Terminals
  - Wire

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**Note:**
- gdmissionsystems.com/sn
- gdmissionsystems.com/isn
Line Of Business Spotlight: Cyber Systems

General Dynamics Mission Systems is organized in a variety of customer-focused lines of business (LOB), all of which are developing mission-critical solutions to protect warfighters every day. This issue explores our Cyber Systems LOB and its portfolio designed to rapidly strengthen the mission and help our customers successfully navigate the cyber domain.

Our Cyber Systems LOB designs, builds and delivers data protection products and solutions, supporting missions that cross and integrates within and across all domains – cyber, land, sea, air and space.

Sourcing in Cyber Systems

What are the key technology areas we are currently sourcing in Cyber Systems? Well, there are many! We are a heavy products-based line of business with fairly large production quantities each year.

• We are looking for leading-edge semiconductors, as well as circuit card assemblies critical to our encryption products.
• Our Space and Avionics business requires electronics components and assemblies that meet radiation-hardened (rad-hard) requirements, and other space-level group test requirements. We also procure space-level/flight-qualified electronic components, such as transceivers, filters, DC to DC converters and voltage regulators.
• Information technology (IT) hardware plays a significant role in this LOB with our development and deployment of multilevel platform security systems.
• We look to source top quality cable manufacturing.
• In support of our development and production programs, we need engineering design efforts and box builds.

If you noticed a natural fit for your business in our Cyber Systems LOB, contact techscout@gd-ms.com and we can help get you connected.

Key Focus Area: Encryption

**ENCRYPTION** is the first and last line of defense against cybersecurity threats, and our high-assurance voice, video and data provides protection in all domains. Our world-class family of high assurance encryption products are widely deployed today to protect national security systems, information and networks against persistent threats and defend our assets throughout cyberspace in land, air, sea and space environments. From system embedment to the tactical edge to the enterprise, these Type 1 NSA-certified products secure classified information at the highest level of security to defend against dynamic threats and protect the nation’s most critical information.

**OUR ENCRYPTION PRODUCT LINES**

**TACLANE®** is the most widely deployed family of high assurance Type 1 certified encryptors in the world and has been protecting critical information and securing national security systems for over 20 years. Certified to protect information classified Top Secret/SCI and below, the TACLANE portfolio extends from ruggedized, small form factor inline network encryptors (INE) to high performance encryption platforms (100 Mb/s to 20 Gb/s aggregate throughput) and also includes a non-CCI, Secret and Below CHIEF. In support of the mission and the warfighter, TACLANE offers safe keying features (CDGSK and KMI OTNK) keeping warfighters out of harm’s way and Advanced Cryptographic Capability (ACC).

**GEM® One** is the most widely used encryptor manager solution. An enterprise-level remote management solution, GEM One enables users to easily configure, monitor and maintain a dispersed network of encryptors via an intuitive graphical user interface. With new topology views and quick visualization of device and connection status, users gain improved situational awareness and operator efficiency resulting in faster decision cycles and associated cost savings.

**ProtecD@R®** high assurance Type 1 encryption products protect our nation’s most sensitive data at rest (DAR). Designed for enterprise and tactical environments, ProtecD@R products offer both direct and networked attached storage solutions including a standalone 32Gbps encryptor, as well as embedded technology for hard drive encryption in laptops, ruggedized platforms and storage systems.

Deployed worldwide from the enterprise to the front lines, **Sectéra®** secure communication devices provide Confidence in Your Digital World™. Type 1 certified with the latest in crypto modernization capability, Sectéra products ensure SCIP interoperable, end-to-end secure voice and data communication solutions for legacy and modern infrastructures (Analog/PSTN, VoIP, SATCOM).

As a leading supplier of cryptography for avionics systems, we bring over 40 years of Type 1 system development experience to customer platforms. Our **Avionics Systems** range from boxes to boards to chips and include some of the most advanced hardware, software and mechanical designs, integrated to meet the community’s high standards for lightweight, low-power, ruggedized components and security.

For more than 40 years, we have provided Type 1 **Space Encryption** technologies. Our reliable high-speed encryption has supported numerous successful space missions. Our Type 1 certified encryptors and corresponding ground encryptors are suited for large bandwidth data transmission. Additionally, we support the encryption and protection for next generation Telemetry, Tracking and Control (TT&C) communications.
Key Focus Area: Multilevel Security

MULTILEVEL SECURITY allows for sharing sensitive information across security boundaries and multiple communities of interest. Our trusted multilevel and crossdomain technologies have revolutionized the computer users’ access to sensitive information. Organizations around the General Dynamics Mission Systems are organized in a variety of customer-focused lines of business (LOB), all of which are developing mission-critical solutions to protect warfighters every day. This issue explores our Cyber Systems LOB and its portfolio designed to rapidly strengthen the mission and help our customers successfully navigate the cyber domain.

OUR MULTILEVEL SECURITY PRODUCT LINES

truMLS is an open platform solution that eliminates the need for multiple networks, applications, and endpoints at varying security access levels. By streamlining multilevel information access into a singular access point, customers can increase assured information sharing, improve IT system efficiencies and lower costs.

The PitBull® Trusted Operating System provides protection at the most foundational layer to allow you to develop systems, applications and solutions with access controls and integrity throughout all levels. By securing at the foundation, PitBull avoids the need for added complexities – allowing you and your customers to be more efficient and to save on one-off security products. Enhance your solutions and lower cybersecurity risk by building on a flexible, adaptable and secure operating system.

Our Trusted Network Environment (TNE) is the leading cyber edge solution in use today by the U.S. Department of Defense and federal agencies that enables multiple coalitions of interest (COI) to share sensitive information across security boundaries. Built on an enhanced Linux Operating System (OS) provided by our PitBull product, TNE enables this 360-degree collaboration with a suite of trusted software applications, utilities and tools that are fully accredited for cross-domain information sharing.

Key Focus Area: Cross Domain Technologies

CROSS DOMAIN TECHNOLOGIES have revolutionized users’ access to sensitive information. Organizations around the world can now access information at various levels of security more quickly and efficiently than ever before, while contributing to overall cost reductions and increasing system-wide mobility.

OUR CROSS DOMAIN PRODUCT LINES

Tactical Cross Domain Solution TACDS is our tactical cross domain solution (CDS) that enables information and communications to be shared and transmitted across different security domains in austere tactical environments. TACDS is a Low Size, Weight, Power and Cost (SWaP-C), rugged, tamper-resistant CDS that comes in two form factors, TACDS-Vehicle Mount (VM) and TACDS-Low Profile (LP). The flexibility and configurability of both form factors make them ideal for use in ground vehicles, mobile shelters, ground sensor systems, ships, aircraft and UAVs.

CrossingGuard® XD is a trusted cross domain transfer solution that is ideal for tactical platforms and sensors where SWaP constraints are prevalent. Built on open standards, CrossingGuard XD is a software-only virtual transfer solution designed for tactical mission environments that require cross domain processing at the tactical edge.

TVE Trusted Multilevel Computing Solution allows users to simultaneously view and access multiple security levels, operating systems and domains from a single computer, eliminating the need for multiple computers. An ideal desktop consolidation system, TVE provides significant cost savings associated with IT equipment, network infrastructure, labor, space, weight and power improving operational and environmental efficiencies.

Our Hypervisor virtualization software, deployed on more than 2 billion devices worldwide, enables security for wireless access of corporate and government assets while protecting everything that runs on the device. We offer a diverse product line designed to provide complete solutions and meet a wide range of mobile device and embedded system requirements. The combination of our software products and services provide mobile virtualization solutions, which address a range of business needs and opportunities facing device OEMs, mobile network operators and semiconductor suppliers.

Meet our Cyber Systems Leadership:

Brian Morrison is vice president and general manager of the Cyber Systems LOB for General Dynamics Mission Systems. In this role, he leads a diverse organization that offers secure products, programs and solutions for military, intelligence and international customers. Hear from Brian as he does a deep dive with the TACLANE-C175N CHVP Encryptor and introduces the TACLANE E-Series portfolio.

Darin Peckham is Director of Procurement Management for the Cyber Systems LOB and is your main supply chain contact, leading a team built to support our broad cyber portfolio. He has been with General Dynamics for over 35 years with a career that has included Operations, Manufacturing, Engineering, and Management, Program Management, and Subcontracts Management over the years. He also supports the General Dynamics Corporate Manufacturing Council and Corporate Supply Chain Council.
### Industry Events Supply Chain Management

#### SCM Events 2022

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<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
<th>LOCATION</th>
<th>SCM ATTENDEE</th>
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<tbody>
<tr>
<td>January 11-13</td>
<td>SNA (Surface Navy Association) National Symposium</td>
<td>Crystal City, VA</td>
<td>Fred Lawrence</td>
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<tr>
<td>February 16-18</td>
<td>AFCEA West</td>
<td>San Diego, CA</td>
<td>Suzanne Trinh</td>
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<tr>
<td>March 2-4</td>
<td>AFA Air Warfare Symposium &amp; Technology Expo</td>
<td>Orlando, FL</td>
<td>Ed Harkins</td>
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<tr>
<td>March 29-31</td>
<td>AUSA Global Force Symposium &amp; Exposition</td>
<td>Huntsville, AL</td>
<td>Paula Shwab</td>
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<tr>
<td>April 3-5</td>
<td>AAAA Army Aviation Mission Solutions Summit</td>
<td>Nashville, TN</td>
<td>Brian Slaugther</td>
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<tr>
<td>April 4-6</td>
<td>Sea, Air &amp; Space Navy League</td>
<td>Washington, D.C.</td>
<td>Katie Ducharme+</td>
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<tr>
<td>April 4-7</td>
<td>Space Symposium</td>
<td>Colorado Springs, CO</td>
<td>Rose Hochgraeaf</td>
</tr>
<tr>
<td>May 10-12</td>
<td>Modern Day Marine</td>
<td>Washington, D.C.</td>
<td>Paula Shwab+</td>
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<tr>
<td>May 16-19</td>
<td>SOFIC Conference &amp; Exhibition (NDIA)</td>
<td>Tampa, FL</td>
<td>Ed Harkins+</td>
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<tr>
<td>June 1-2</td>
<td>CANSEC</td>
<td>Ottawa, Ontario</td>
<td>Greg Downs</td>
</tr>
<tr>
<td>August 15-18</td>
<td>AFCEA TechNet Augusta</td>
<td>Augusta, GA</td>
<td>Darin Peckham</td>
</tr>
<tr>
<td>September 19-21</td>
<td>AFA Air, Space &amp; Cyber Conference</td>
<td>National Harbor, MD</td>
<td>Mark Racynski+</td>
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<tr>
<td>October 10-12</td>
<td>AUSA National</td>
<td>Washington, D.C.</td>
<td>Bob Burns+</td>
</tr>
<tr>
<td>November 28-December 2</td>
<td>VITSEC</td>
<td>Orlando, FL</td>
<td>Ed Harkins</td>
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**Jeff Klimczyk**  
Project Procurement Manager for Cyber Systems

Jeff works in Taunton, Massachusetts. He has been with General Dynamics for over 18 years, and General Dynamics Mission Systems almost 3 years.

**What led you to a career in SCM?**  
While I was in the Air National Guard, an engineer I worked with dared me to come work with him as a technical buyer at an injection molding company. I accepted the challenge.

**What has been your most rewarding experience at General Dynamics Mission Systems?**  
I can’t pick one specific experience but working with a great team of very knowledgeable people and learning from them every day is rewarding.

**In your opinion, why are relationships with suppliers so important to the SCM mission?**  
Strong supplier relationships help improve cost, quality and delivery. Without these relationships we would fail to meet many of our commitments to our customers.

**What would people never guess that you do in your role?**  
Build relationships within Supply Chain Management (SCM), OPS, Program, Finance and our supply base.

**How do you contribute to achieving an integrated supply chain?**  
Through information sharing. As soon as I learn of program requirements, I ask them to release requisitions quickly and inform commodity managers of the program’s need. Now, more than in the past, sharing information quickly helps SCM be better prepared in all phases of the procurement process.

**What motivates you?**  
Helping a team reach its goals.

**How do you balance your career and personal life?**  
Since I have been working from home for close to two years, I still find it hard to walk away from my desk. Fortunately, my wife has mastered the art of persuasion and gets me to shut down the computer.

**A perfect day would be?**  
Everything on order arrives on the promise date, in the exact quantity ordered, with no quality issues at a reduced cost! If that fails, skiing with friends and family on a bluebird powder day always puts a smile on my face.
General Dynamics Mission Systems has established the **Supplier News and Information Center** on the Supplier page of our website to keep our supply chain partners informed with critical information relating to our operating status and the adjustments we are making in response to the COVID-19 outbreak.

Search under **About** and select **Suppliers**. Click on the **COVID-19 Information for Suppliers** button.