



# **Innovation Sourcing Network Monthly**

**July/Aug 2022  
Vol 6, Issue 4**

**Small Business Innovation**

**IT Hardware & Software  
Commodity**

**Unique Entity ID**

**JWST Images**

**Open TechScouts**

**Reps & Certs Update**

**Get To Know Our Team**

**GENERAL DYNAMICS**  
Mission Systems

**Ann Rusher**

VP, Supply Chain Management

Greetings,

In this edition of our ISN Newsletter, I would like to discuss the importance of relationships and how critical they are to realizing business success. Throughout my career, I have seen the power of strategic relationships: relationships with customers, suppliers, colleagues and teammates. But relationships are not easy. They do not happen overnight. They often take years to foster and become enduring. All relationships start with trust. Trust is developed through transparency and behaviors consistent with the thoughts and words we communicate.

I believe that strong customer and supplier relationships are required to successfully navigate challenging times, and they are critical to partnering, developing and winning new business. I have also had the pleasure of hearing multiple testimonials from suppliers over the past three months that highlighted how much they appreciate and value the outstanding relationships they have with the General Dynamics Mission Systems team. I want to sincerely thank all our suppliers and partners for continuing to strengthen our mutual relationship and supporting our government customer's missions.

In the spirit of building strong relationships, we recently hosted a small business event, Innovating for The Future, at the Berkshires Innovation Center adjacent to our Pittsfield, MA facility. You can read more about the event, covered by local publications: [iBerkshires.com](https://www.berkshires.com) and [The Berkshire Eagle](https://www.berkshireeagle.com). This was a great opportunity to build relationships with some of the community's current and future small business partners. We hope to have more events like this in the future, and we'll announce them via this ISN newsletter.

Relationships Matter!

Regards,

Ann Rusher

**In This Issue**

4

Innovating for the Future with Small Businesses

5

Change in the USG's Supplier Identifiers

5

Industry Events

6-7

Commodities Chart

8

Commodity Feature: IT Hardware &amp; Software

9

Buyer Feature

10

Get To Know Our Team

11

Open TechScouts

12-13

James Webb Space Telescope Unveils New Views of the Universe

14

S360: Reps &amp; Certs Update

15

The Supplier News and Information Center





**Suzanne Trinh**  
Supplier Diversity Program Lead

**Innovating for the Future with Small Businesses**

On Monday, June 27, General Dynamics Mission Systems hosted an Innovating for the Future event at the Berkshire Innovation Center in Pittsfield, Massachusetts. The Berkshires are a key location for General Dynamics Mission Systems and this event was aimed at furthering our relationship with the community by strengthening the local industrial sector.

The theme of the event was innovation and how General Dynamics Mission Systems, can leverage innovation and relationships to build partnerships with the small business community to bring forward technologies that can help our warfighters. The event featured presentations on our Innovation Sourcing Network, cybersecurity, the future of manufacturing including additive manufacturing and emerging technologies, such as internet of things, data and the use of artificial intelligence for predictive analytics. Resource groups also presented on how small businesses can take full advantage of programs and services offered to small businesses to help grow their enterprises.

Many small businesses have niche technologies, and small businesses also have flexibility that a large business may not have, which enables small businesses to help with solutions quickly. These are some of the traits that are very valuable to General Dynamics Mission Systems when looking for organizations to work with.

We'd like to hear from small businesses on how valuable events like this are to your organizations, as well as other ways we can help. Provide feedback at [smallbusiness@gd-ms.com](mailto:smallbusiness@gd-ms.com).



**Joan Chabot**  
Component and Assembly

**Change in USG's Supplier Identifiers**

Reminder: As of April 2022, the United States Government (USG) stopped using the Data Universal Numbering System (DUNS), assigned by the third-party website Dun & Bradstreet, to uniquely identify entities. Instead, USG prime contractors and sub-tier suppliers will use a Unique Entity ID (UEI) generated at SAM.gov.

If you haven't already done so, get your UEI at SAM.gov now. Suppliers do not have to go through the full registration process to obtain the UEI. Establishing a UEI will ensure accurate reporting in FSRG.gov. For more information about how to get a Unique Entity ID, go to [SAM.gov](https://sam.gov).

**Industry Events Supply Chain Management**  
SCM Events 2022

DATE	EVENT	LOCATION	SCM ATTENDEE
June 1-2	CANSEC	Ottawa, Ontario	Greg Downs
August 15-18	AFCEA TechNet Augusta	Augusta, GA	Darin Peckham Paula Shwab
September 19-21	AFA Air, Space & Cyber Conference	National Harbor, MD	Mark Raczynski Darin Peckham Fred Lawrence
October 10-12	AUSA National	Washington, DC	Bob Burns Paula Shwab Mark Raczynski Flor Aguilar Kim Ann Rusher
November 28-December 2	IITSEC	Orlando, FL	Ed Harkins

# LEARN OUR COMMODITIES

## OPERATIONAL

### Products

- Active Attenuators
- Actuating Levers
- Adhesives
- Air Circulators & Blower Eq.
- Antennas
- Antenna Masts
- Asset Tools
- Audio Equipment
- Batteries & Chargers
- Bells & Buzzers
- Chemicals, Lubricants & Grease
- Chillers
- Circuit Breakers
- Compressors & Vacuum Pumps
- Controls
- Display Optics
- Electron Tubes
- Explosive Devices
- Fan & Fan Assemblies
- Furniture: Lab
- Generating Parts
- Generators
- Handsets
- Indicating Parts
- Inspection Gages
- Inverters
- Jacks
- Manufacturing & Machine Tools
- Manufacturing Equip. & Mach.
- Material Handling Equipment
- Motors
- MRO
- Optical Instr.
- Packaging & Packaging Supplies
- Paint
- Pallets, Crates & Lumber
- Populated Racks (Enclosures)
- Power Dist.
- Radar Eq.
- Radio & Comms Eq.
- Refrigeration: Cooling & Heating
- Relays
- Shelters
- Shop Floor Supls. & Cons.
- Sonars
- Standard Pkg. Supplies
- Surge Suppressors
- Switches
- Tape
- Tents
- Test Equipment
- Trailers
- Transformers
- Vehicles
- UPS

## MECHANICAL

### Products

- Arms
- Bearings
- Bellows
- Bolts
- Brackets
- Calibrated Parts
- Cams
- Cases
- Casters
- Castings
- Chassis & Bases
- Container Hardware
- Custom Fabric Parts
- Custom Packaging
- Decals
- Disks
- Drive Belts
- Drums
- Enclosure Parts
- Eyelets
- Fan Blades & Rollers
- Fasteners
- Fastening Parts & Rollers
- Firing Pins
- Flat Mechanical Parts
- Gaskets
- Gears
- Glass Parts
- Grommets
- Heat Sinks
- Holding & Positioning Parts
- Insulating Parts
- Joy Sticks: Custom
- Keypad Membrane
- Labels
- Lanyards
- Lenses
- Links
- Machining
- Mechanical Clutches
- Mechanical Hardware
- Metals
- Nameplates
- Nuts
- Operating Control Parts
- Ornamental Parts
- Pistons
- Plastic: Fabricated Items
- Plastics Pulleys
- Quick Release Plungers & Slides
- Raw Material
- Retaining Parts
- Rivets
- Screens & Ventilating Parts
- Screws
- Sealing Parts
- Sectors & Spools
- Shafts
- Sheet Metal
- Shielding Parts
- Springs
- Tags & Instruction Cards
- Washers
- Wheels

## COMPONENT & ASSEMBLY

### Products

- Bandpass Filters
- Capacitors
- Cables & Connectors: COTS
- Circuit Board Assemblies
- Circuit Boards
- Coil Forms
- Contract Manufacturing: Keypad Assemblies, Box Build, CCA
- Converters (RF): Up & Down
- Delay Lines
- Flex Circuits & Flex Assemblies
- FPGA Boards
- Fuses
- Inductive Devices
- Inductors
- Isolators: RF
- LED
- Limiter: RF
- Microcircuits
- Oscillators: Crystal
- PCB-Mounted: Amplifiers, Passive Attenuators, Passive filters, Transformers
- Populated Boards
- Power Amplifiers: RF (Not Component Level)
- Resistors
- RF Assemblies
- RF Circulators
- RF Filters
- RF Mixers
- RF Switches
- Semiconductors
- Sensors
- Substrate
- TCXO
- TLNB
- Tuners
- Tuning Cores
- TWTA
- VCOs
- Waveguides

## SERVICES & TRAVEL

### Products

- Audio & Visual Services
- Contract (Contingent) Labor
- Calibration Services
- Commercial Services
- Engineering Services (Including Testing)
- Environmental Health & Safety
- Freight
- HR Support Services
- IT Support Services
- Marketing & Advertising
- Meeting & Events (sourcing & support services)
- Professional Consulting
- Recruiting
- Security Services
- Staffing
- Trade Show Services Support
- Training
- Travel Services: Air, Rental Car, Ground Transport, Lodging, Agency
- University: R&D, Capstone

## INTERCONNECT

### Products

- Back Shells
- Cable Assemblies
- Cables: Custom
- Computer Cables
- Connectors: Custom
- Cords
- Headers
- Holders
- Sleeving
- Sockets
- Terminals
- Wire

## AIRBORNE COMPOSITES & STRUCTURES

### Products

- Diverter Strips
- Dry Fabric, Roving, Non-Woven Material
- Honeycomb Core
- Prepregs & Prepreg Tapes
- Radome Bagging Materials
- Raw Beryllium & AlBeMet
- Thermal Barriers
- Products relating to: Radomes, Aero-Structures, Shelter Structures, Metal Mirror Manufacturing

## IT HARDWARE & SOFTWARE

### Products

- Audio & Video: Earphones, Headsets, Microphones, Speakers
- Cameras
- Cloud Platform
- Cloud Infrastructure
- Cloud Solutions
- Computer Hardware
- Hardware Services
- IT Hardware & Software Maintenance
- Networking
- Networking Switches
- Optical Transceivers
- Routers
- Servers
- Software
- Storage
- Telecom
- Video

## FACILITIES SERVICES

### Products

- Bulk & Cylinder Gases
- Construction Services
- Facilities Support Services
- Hazardous & General Waste
- HVAC
- Janitorial Services
- Leased Vehicle Fleet Management





## Cindi Wong

IT Hardware/Software Commodity Manager

### Commodity Feature: IT Hardware & Software

The IT Hardware/Software Commodity team is responsible for managing all aspects of supplier engagements and procurement execution with Original Equipment Manufacturers (OEMs), software publishers, distributors, and value-added resellers for commercial-off-the-shelf (COTS) information technology products and services for direct (sell-through) and indirect (sell-to) requirements.

We support and collaborate closely with all General Dynamics Mission Systems lines of businesses, IT organization and the SCM Strategy & Capture team to provide competitive solutions to meet business objectives. We have seen a significant growth in software, XaaS, and cloud services in the last few years as IT technology continues to evolve from distinct hardware and software offerings to solutions-based offerings. Our team was realigned in 2021 to address the breadth of the requirements based on level of complexity, dollar value, and strategic importance instead of distinct alignment of hardware and software previously.

Strategic agreements are negotiated and managed with major suppliers that have high impact to our business. These complex agreements provide us with the foundation to drive mutual growth, streamlines execution of requirements for General Dynamics Mission Systems, and may be joined by other General Dynamics business units. Managing procurement execution from source selection to PO closure is just the tip of the iceberg for our team. The Software Licensing specialists review and negotiate all licensing terms, in coordination with IT Cyber Security, IT Software Asset Management, Programs, Subcontracts, Contracts, Export, Legal and Finance. Our team is responsible for leading and managing relationships and performance (on-time delivery, cost, service levels) of all IT Alliance/Strategic/Critical suppliers. OEM/channel authorization verification is a critical element of our day-to-day processes to mitigate fraudulent/counterfeit risks that are prevalent in the IT commodity. Early engagement with SCM is strongly encouraged to ensure business needs can be met in a timely manner.

Cindi Wong has led the IT Hardware/Software team since January 2020. Cindi has a deep knowledge of the IT commodity and brings strong relationships with major suppliers and internal stakeholders. She has been with General Dynamics for 20 years and have held leadership roles in Supply Chain Risk Management, Strategic Sourcing, and IT procurement.



## Pat Ager

IT Hardware/Software Commodity Buyer

### A Conversation with Our Buyers

Pat works remotely from Ann Arbor, Michigan

### What technologies or capabilities are you seeing most often in your commodity?

Shifting to cloud operating models and services, focusing on secure IT connectivity, and processing complex data-intensive workloads drive much of our commodity team's procurement requirements.

### What line of business do you support most often?

I am fortunate that, together with my team, I support all of Mission Systems lines of business – Cyber Systems, Ground Systems, Maritime & Strategic Systems, Space and Intelligence Systems, and Mission Systems International, as well as all General Dynamics Mission Systems internal department requirements for IT hardware and software.

### What separates a good supplier from a great supplier?

A good supplier is one that reliably meets or exceeds customer and GDMS requirements on quality, delivery, pricing, and other mutually agreeable order terms and conditions. A great supplier is one that additionally takes ownership in its partnering with GDMS by providing outstanding, timely, and proactive communications during the entire procurement cycle – pre-award through post-delivery.

### What's your favorite summer activity/tradition?

Our annual family reunion on Lake Huron in Greenbush, Michigan, is something I look forward to each year – this is year 33!





**Laura Blaker**  
Compliance (Reps and Certs)

Laura works in Scottsdale, Arizona. She has been with General Dynamics Mission Systems for 16 months.

**What led you to a career in SCM?**

I moved to Scottsdale from Montana to support my mom and was working as a scenic painter at a theatre in Peoria, Arizona. I needed something more stable and less physically demanding and an open

micro purchasing position at General Dynamics Mission Systems came up in conversation with a friend from high school, and I thought it sounded interesting.

**What has been your most rewarding experience at General Dynamics Mission Systems?**

Learning complex and completely different things from anything I've ever done before and giving support to suppliers and buyers when they are overwhelmed by the reps and certs process.

**In your opinion, why are relationships with suppliers so important to the SCM mission?**

It's such an important piece of the puzzle to keep things running smoothly and on time. I believe you get what you give, so gaining their loyalty is important to fostering great relationships.

**What would people never guess that you do in your role?**

I think most everyone knows what reps and certs are and, that is my main role. Another task I perform is the monthly Federal Funding Accountability and Transparency Act (FFATA) reporting, as all PO's over a certain threshold need to be reported.

**How do you contribute to achieving an integrated supply chain?**

I try very hard to complete reps and certs as quickly as possible so that there are no roadblocks to PO placement.

**What motivates you?**

Knowing I'm helping support supply chain and my team and making their jobs a little easier.

**How do you balance your career and personal life?**

It's much easier now that I don't have a commute, as I'm working remotely now! I spend my free time doing activities like hiking, meals with friends and travel.

**A perfect day would be?**

Waking up to the sound of the sea in Positano, Italy, starting the morning on a "Path of the Gods" hike, spending the rest of the day painting and ending with a sunset dinner and wine with friends and then going to sleep to the sound of the sea.

# TechScouts



TechScouts are our process to communicate our needs and technical opportunities with your organization. TechScout is critical to our supply chain process to source potential outside solutions. We need your innovative approaches to build partnerships to solve our customers' greatest challenges. Sign up to receive our alerts so that you can respond and share your innovative solutions with us.

[gdmissionsystems.com/isn](http://gdmissionsystems.com/isn)

## Current Open TechScouts

### High Performance Compute Hardware

General Dynamics Mission Systems is seeking a vendor that can provide COTS HPC (high-performance compute) computer hardware.

### Ethernet Magnetics

General Dynamics Mission Systems is seeking a vendor that can provide COTS single and multi-port components for 10G Ethernet BaseT Interface to SerDes.

### Backup Software Solutions

General Dynamics Mission Systems is seeking a vendor who can provide a COTS backup system that can orchestrate scheduled back up (and restore) jobs for about 100 hosts.

For more information, visit [gdmissionsystems.com/isn](http://gdmissionsystems.com/isn)





## James Webb Space Telescope Unveils New Views of the Universe

Author: Article published 7/12/2022  
by General Dynamics Mission Systems

NASA unveiled the first full-color images transmitted from the James Webb Space Telescope (JWST), concluding a six-month journey to the farthest reaches of the galaxy. NASA's Webb observatory is a joint effort with the European Space Agency and the Canadian Space Agency to seek the light from the first galaxies in the early universe and to explore our own solar system, as well as planets orbiting other stars, called exoplanets.

According to NASA, Webb has been going through a six-month period of preparation before reaching this milestone. This preparation involved calibrating its instruments to its space environment and aligning its mirrors. NASA hopes that these images will help reveal the secrets of the universe and the discovery of life beyond Earth.



Captured in infrared light by the Near-Infrared Camera (NIRCam) on NASA's James Webb Space Telescope, this image of the "Cosmic Cliffs" in the Carina Nebula reveals previously obscured areas of star birth. (Image Credit: NASA)

## James Webb Space Telescope Unveils New Views of the Universe cont.



From left to right: Southern Ring Nebula, Stephan's Quintet and Webb's First Deep Field, captured by the James Webb Space Telescope. (Image Credit: NASA)

General Dynamics Mission Systems employees from our Cullman, Alabama, and Seabrook, Maryland, facilities played key roles in the JWST's unprecedented images from the stars.

Since 1998, General Dynamics' Cullman team has been contributing to the telescope, most notably the 21 primary mirror segments made of beryllium, two secondary mirrors, 21 delta frames and 10 various aft optical components. Beryllium panels were also manufactured for the Near Infrared Camera (NIRCam), JWST's primary imager. The NIRCam detects light from the earliest stars and galaxies in the process of formation, the population of stars in nearby galaxies, as well as young stars in the Milky Way and Kuiper Belt.

The team in Seabrook provided pre-launch support to the JWST Ground Segment and Operations Office. The team was also instrumental in developing the Integrated Science Instrument Module (ISIM) and Optical Telescope Element operations products and provided ISIM integration and test support. In addition, the team oversaw the development of the JWST commissioning plan to ensure all assigned JWST engineering objectives were accomplished within the specified schedule. The team supported several end-to-end launch readiness exercises to fine-tune execution content and timing during the prelaunch commissioning readiness campaign.

For the launch, the Seabrook team provided support to observatory operations such as mission operations management, commissioning activity timeline management, and ground software updates and maintenance.

Learn more about the James Webb Space Telescope [here](#).





## General Dynamics Mission Systems Supplier Management Portal

### Supplier 360

The representations and certification process just got easier! We have the necessary secure digital web forms now in Supplier 360 and secured in the safety of a

FedRAMP certified cloud environment accessible via a secure internet connection. We also require multi-factor authorization, and the data is reviewed only by General Dynamics Mission Systems authorized U.S.-based Supply Chain compliance and quality teams personnel. If you receive the following email:

You have been identified as a General Dynamics Mission Systems Supplier requiring federal representations and certifications. This is an annual requirement and must be completed for procurement compliance.

Please log in to your account and complete all the questions.

**CLICK HERE TO ACCESS THE S360 PORTAL**

Instructions for general use and completing representations and certifications can be found at the link below:

<https://gdmissionsystems.com/about-us/suppliers/s360>

If there are any questions please contact [RepsCerts@gd-ms.com](mailto:RepsCerts@gd-ms.com).

Thank you for your prompt attention to this request.

Supplier 360 Team

**GENERAL DYNAMICS**  
Mission Systems

You will need to log in to the Supplier 360 portal and complete the necessary forms. We will continue to gather the pertinent company data already provided through the [SAM.gov website](https://sam.gov) 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.

To find out more information either contact your General Dynamics Mission Systems Supply Chain representative, or email [S360@gd-ms.com](mailto:S360@gd-ms.com) or [RepsCerts@gd-ms.com](mailto:RepsCerts@gd-ms.com).

Don't forget to check the detailed [instructions](#) available online!

Regards,  
General Dynamics Mission Systems Supplier Chain Management Team

See the latest information and quick start guides here:  
<https://gdmissionsystems.com/about-us/s360>

# The Supplier News and Information Center

is now available on the  
General Dynamics Mission Systems website  
[www.gdmissionsystems.com](http://www.gdmissionsystems.com)

**GENERAL DYNAMICS**  
Mission Systems

LAND SEA AIR SPACE CYBER ABOUT NEWS & EVENTS CAREERS CONTACT

search

## Suppliers



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.

Visit <https://gdmissionsystems.com/about-us/suppliers/news>  
for continued updates for our Supply Chain team.