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INNOVATION
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Innovation Sourcing Network Monthly

March/April 2022
Vol 6, Issue 2

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CyberSecurity Alert

Reps & Certs Update

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GENERAL DYNAMICS
Mission Systems



Scotty Miller II
VP, Supply Chain Management

This is my last message to you all. After almost 40 years with General Dynamics I have decided to hang up the cleats. It has been a privilege and an honor to work with all of our suppliers and partners. Despite all the change and chaos caused by world events, you have persevered and delivered to General Dynamics Mission Systems to enable our teams to meet our commitments to the men and women who count on us. I am going to miss the conversations, meetings, dinners and friendships I have

established with each and every one of you. You will always have my gratitude for your support and commitment to excellence. I wish all of our partners and suppliers nothing but success as you continue to meet your commitments! Maybe, with any luck, I will see you on the links!

With my retirement, I would like to introduce Ann Rusher as our new vice president of Supply Chain Management (SCM), effective immediately.



With more than 30 years of experience, Ann was most recently the vice president of Trusted Space Solutions (TSS) within our Space and Intelligence Systems (SIS) line of business. In this role, she was responsible for managing an extensive portfolio of National Security Space RF and Communications payloads, Precision Navigation and Timing (PNT) products and ground systems programs. During her career, Ann has routinely delivered solid financial results by meeting or exceeding her business commitments. Her unwavering focus on program execution excellence, mission success and customer satisfaction have enabled her to consistently increase sales and

operational earnings despite challenging market conditions. Ann is a distinguished and respected leader who is ready and able to continue the successful legacy of the General Dynamics Mission Systems SCM team. You will be hearing from Ann in the next editions of our ISN Newsletters.

Sincerely,

Scotty Miller

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Joanne Chabot

Supplier Diversity Program Lead

Cyber Actors Targeting Cleared Defense Contractors

As we continue to monitor the Russia and Ukraine conflict, the CyberSecurity & Infrastructure Security Agency (CISA), along with the National Security Agency (NSA) and the Federal Bureau of Investigation (FBI) are [warning of the regular targeting of United States cleared defense contractors](#) and the overall Defense Industrial Base (DIB).

CISA encourages all Critical infrastructure organizations to review the [joint CSA: Russian State-Sponsored Cyber Actors Target Cleared Defense Contractor Networks to Obtain Sensitive U.S. Defense Information and Technology](#) and apply the necessary mitigations.

Given the elevated risk of cyber threats, General Dynamics Mission Systems would like to provide several additional resources published by CISA for your awareness:

- [StopRansomware.gov](#)
- [CISA Current Activity Alerts and Tips](#)
- [Understanding and Mitigating Russian State-Sponsored Cyber Threats](#)
- [CISA Compiles Free Cybersecurity Services and Tools for Network Defenders](#)

As a reminder, in the unfortunate event that your organization suffers a compromise of company information systems, you may be required in accordance with your General Dynamics Purchase Order or Subcontract to report this incident within 72 hours of discovery to:

- General Dynamics Mission Systems Supply Chain Management point of contact, and
- General Dynamics Mission Systems SOC hotline at (210) 638-7050, and
- Directly to DoD at <https://dibnet.dod.mil>

You need to provide the incident report number, automatically assigned by DoD, to General Dynamics Mission Systems as soon as practical.

Thank you for your attention to this important matter.

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.

gdmmissionsystems.com/isn

Current Open TechScouts

Electro-Optical Cable

General Dynamics Mission Systems is seeking a supplier with the capabilities to build/manufacture a subsea, load-bearing electro-optical cable.

Help Needed

- Cleared All-Trades Person for Facilities Support
- Engineers for Fiber & Conduit Install
- General Contractors in Maryland

Small Business Technology Companies

General Dynamics Mission Systems is seeking small business technology companies with:

- Innovative approaches to human machine teaming and command & control of unmanned and autonomous vehicles and swarms
- Innovative approaches, technologies and applications to support mission-level war gaming and operational modeling & simulation
- Improved tools, techniques and processes for employing digital and model-based systems engineering and/or agile software development to improve collaboration, systems integration and engineering effectiveness

For more information, visit gdmmissionsystems.com/isn





General Dynamics Mission Systems Supplier Management Portal

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](https://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/s360>



Darius Griffin

Maritime & Strategic Systems (M&SS) Subcontracts
Program Manager and Supply Chain Management
(SCM) Metrics Lead

A Conversation with Our Procurement Management Team

Darius works in Pittsfield, Massachusetts. He has been with General Dynamics Mission Systems for 6 years.

What are major parts of your role?

I am currently supporting programs under the Strategic System business, which is a business area under M&SS. My current role is managing multiple subcontractors that are supporting our development programs. I monitor cost/schedule with those subcontractors and work to mitigate risk so there's no impact to contract delivery with our customer. As a SCM Metrics lead, I'm currently assessing different trends in our market and presenting those results to our management so they can make informed decisions.

What technologies, capabilities, and/or commodities are you seeing most often in your line of business?

Electrical Components

What separates a good supplier from a great supplier?

Great suppliers are always looking to find ways to streamline their processes, mitigate risk and always have open communication. In my opinion, those are the major items that separate a great supplier from a good supplier.

What are areas for improvement with your supplier base that would strengthen your LOB's supply chain?

An area for improvement is suppliers being proactive on providing us status on end of life (EOL) and obsolescence (OBS) issues. This will help mitigate risk down the road when awards are awarded.

What's your favorite holiday activity/tradition?

My favorite activities include golfing, CrossFit and spending time with family and friends.

PROCUREMENT FEATURE

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
- 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

COMPOSITES & MARION PURCHASES

Products

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

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

Line Of Business Spotlight: Maritime and Strategic Systems

Maritime and Strategic Systems In the News

General Dynamics Mission Systems is organized in a variety of customer-focused lines of business, all of which are developing mission-critical solutions to protect warfighters every day. This issue explores our Maritime and Strategic Systems line of business. Our Maritime and Strategic Systems line of business supports the U.S. Navy and U.S. Air Force. We specialize in electronic systems integration for surface ships and submarines, as well as a broad array of unmanned systems, subsurface, surface, air, airport and strategic subsystems.

Key Focus Areas

Surface Systems

Our technology serves as the backbone for the entire electronic systems on board the U.S. Navy's Independence-Variant Littoral Combat Ship and the Expeditionary Fast Transport. Each maneuver performed by these next-generation ships, from steering through shallow waters to firing the guns, is controlled by our integrated network.



Undersea Systems



We develop the Tactical Control System (TCS) for every submarine in the U.S. and Australian Navies. TCS ingests data from all of the submarine's sensor and communication systems to provide a common operational picture. TCS provides sensor data fusion, target motion analysis, tactical situational awareness, and command decision tools to enable the watch standers and commanding officers to execute their mission.

Unmanned Undersea Products and Services

We designed our line of small and medium-class UUVs to help extend the Navy's underwater reach while keeping sailors out of harm's way. These autonomous UUVs can be deployed by submarines, surface vessels, or two-man teams as part of an interconnected ecosystem of other surface and undersea vessels.



Airborne Systems



From airborne computers that process and display mission data in the cockpit, to crypto products for identifying friendly aircraft, and weapon control systems that enable the launch and control of precision guided weapons, we work to ensure the world's most advanced aircraft maintain air superiority and information dominance.

Strategic Systems

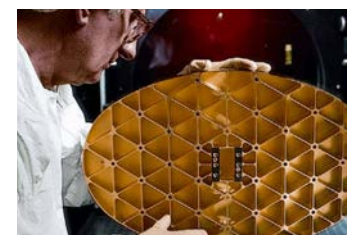
We provide full life cycle support for strategic ballistic guidance and weapon control systems. Our unique experience and proven capabilities enable us to support the U.S. Air Force



intercontinental ballistic missile (ICBM) strategic weapon systems. We offer proven capabilities in the design, development, production and sustainment of strategic weapon systems.

Composites

We produce lightweight composite structural components and integrated assemblies for a wide variety of aircraft applications. Our aircraft composite products include wing and fuselage structures, flight control surfaces, doors, engine structures, and pressure vessels.



Precision Structures and Optics

We design and manufacture custom precision metal optical components and optical assemblies for commercial, defense and spacebased applications. We provide end-to-end design, fabrication and testing of beryllium and aluminum optics ranging from single- and multi-faceted scan mirrors to plano and aspheric mirrors to complex telescope assemblies.

Major programs and business efforts within Maritime and Strategic Systems include:

- [Littoral Combat Ship](#)
- [Knifefish Surface Minecounter Measure \(SMCM\)](#)
- [Columbia Class Submarine](#)
- [SSBN Submarine](#)
- [F/A-18 Advanced Mission Computer](#)
- [Ground Based Strategic Deterrent \(GBSD\)](#)

Sourcing in Maritime and Strategic Systems

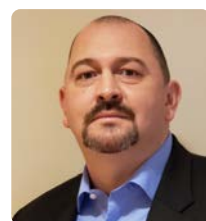
What are the key technology areas we are currently sourcing in Maritime and Strategic Systems? With our broad set of focus areas, we are always looking to provide the best value to the customer. We have interest in many technology areas, including autonomy, specialty machining, and electronics manufacturing to name a few. We also look to bring on suppliers focused on improving the capacity, quality, and technical performance of our customer solutions.

Did you notice a natural fit for your business in our Maritime and Strategic Systems line of business while reading any of this? Contact techscout@gd-ms.com and we can help get you connected.



Meet our Maritime and Strategic Systems Leadership:

Carlo Zaffanella is vice president and general manager of Maritime and Strategic Systems (M&SS) for General Dynamics Mission Systems. He leads a diverse array of programs serving the U.S. Navy, U.S. Air Force, restricted customers, TSA, government labs and international and commercial customers. M&SS employs over 3,500 professionals across multiple locations, including Pittsfield, Taunton, Dedham and Quincy, Massachusetts; Bloomington, Minnesota; Greensboro, North Carolina; Cullman and Mobile, Alabama; and Marion and Fairfax, Virginia.



Freddy Lawrence is the Director of Maritime and Strategic Systems Procurement Management. He is responsible for the procurement of all materials, services and support for the line of business. He is part of the Supply Chain Management Team partnering with the business to bring a strategic advantage to General Dynamics. Freddy and his team drive on-time delivery of high-quality, compliant products through strategic supplier partnerships aligned with evolving business and warfighter priorities.

Line of Business Spotlight: Maritime and Strategic Systems cont.



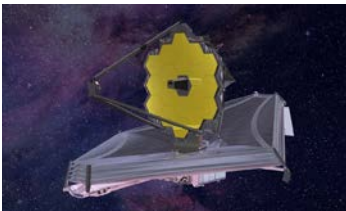
General Dynamics Mission Systems Continues Support for Navy’s Independence-Variant Littoral Combat Ship Combat System
[Read Article Here](#)
Article Published June 21, 2021, by General Dynamics Mission Systems



General Dynamics Mission Systems Introduces Badger Software-Defined Radio
[Read Article Here](#)
Article Published August 2, 2021, by General Dynamics Mission Systems



General Dynamics Mission Systems Opens New UUV Manufacturing and Assembly Center of Excellence
[Read Article Here](#)
Article Published August 13, 2021, by General Dynamics Mission Systems



Unlocking the Universe’s Secrets: General Dynamics Provides Support for the James Webb Space Telescope
[Read Article Here](#)
Article Published February 10, 2022, by General Dynamics Mission Systems

Industry Events Supply Chain Management
SCM Events 2022

DATE	EVENT	LOCATION	SCM ATTENDEE
April 3-5	AAAA Army Aviation Mission Solutions Summit	Nashville, TN	Rachel Unterkofler
April 4-6	Sea, Air & Space Navy League	Washington, DC	Fred Lawrence, Mark Raczynski
April 4-7	Space Symposium	Colorado Springs, CO	Rose Hochgraef
May 10-12	Modern Day Marine	Washington, DC	Paula Shwab, Mark Raczynski
May 16-19	SOFIC Conference & Exhibition (NDIA)	Tampa, FL	Ed Harkins, Darin Peckham
June 1-2	CANSEC	Ottawa, Ontario	Greg Downs
Aug 15-18	AFCEA TechNet Augusta	Augusta, GA	Darin Peckham, Paula Shwab
Sept 19-21	AFA Air, Space & Cyber Conference	National Harbor, MD	Mark Raczynski, Darin Peckham, Fred Lawrence
Oct 10-12	AUSA National	Washington, DC	Bob Burns, Paula Shwab, Mark Raczynski, Flor Aguilar Kim, Ann Rusher
Nov 28- Dec 2	I/ITSEC	Orlando, FL	Ed Harkins



Johnny Castillo
Maritime and Strategic Systems (M&SS) Project Procurement Manager

A Conversation with Our Procurement Management Team
Johnny works in Scottsdale, Arizona. He has been with General Dynamics Mission Systems for 4 months.

- What are major parts of your role?**
A major part of my role as a Project Procurement Manager is to support the program’s financial objectives. This involves managing supplier expectations to deliver product on time and on budget.
- What technologies, capabilities, and/or commodities are you seeing most often in your line of business?**
Working in the M&SS line of business, I see many different commodities: printed wire boards, capacitors, resistors and radio frequency filters, just to name a few.
- What separates a good supplier from a great supplier?**
I believe having a team concept/mentality is a key difference between a good supplier from a great supplier. When a supplier feels that they are on a team — not just a resource — they will go the extra mile to meet their promise dates.
- What are areas for improvement with your supplier base that would strengthen your LOB’s supply chain?**
I believe that partnering with our supplier base is a continuous improvement process. Keeping focused on meeting our financial commitments is an important factor when implementing changes. This ideology, I believe, would strengthen any line of business.
- What’s your favorite holiday activity/tradition?**
My favorite spring activity is to have barbecue on weekends with family and friends. One summer tradition is our annual camping trip with my extended family.



Kristina Lee

Senior Subcontract Administrator

Kristina works in Fair Lakes, Virginia. She has been with General Dynamics for 8 months.

What led you to a career in SCM?

I was previously employed at a company that is in the architecture and engineering industry. My background in Subcontracts began in the commercial side, and I eventually rolled into the Department Of

Defense government contracts industry. This allowed me to take a deeper dive into Supply Chain Management, and I've enjoyed it ever since.

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

Being a part of a tight-knit, supportive team is one of the most rewarding experiences here. The camaraderie and connection we have in our team is something I am proud and grateful to be a part of.

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

Supply Chain in itself, is heavily intertwined. To continue to win captures and to continue to meet and exceed requirements of our customers, it is important that we work with our suppliers as one. With the current state of supply chain volatility, it is a value-add to have mutual trust with our suppliers so that we may support our customers in meeting their demands.

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

I follow and read a lot of industry-related news articles, company financial reports and heavily study our current and potential subcontractors. With the growing trend in mergers and acquisitions, it is common to see companies being bought and divested. As this can affect our supplier ratings, I do a lot of fact checking and reading to stay alert on our supplier profiles.

How do you contribute to achieving an integrated supply chain?

In an integrated supply chain, collaboration, at times, can be an obstacle. To improve efficiency, I believe in open communication. Mutual trust is key.

What motivates you?

Personal life: my husband and children. Professional life: my team. One team, one dream!

How do you balance your career and personal life?

Knowing that General Dynamics is forward thinking and an advocate of work-life balance, especially in our current pandemic state, helps in balancing the go-go-go of our everyday life. I try to work out at least three to four times a week and have picked up rowing on the rowing machine. The time I work out is the time I clear my mind and reset/refresh.

A perfect day would be?

Having all day to not think about the to-dos! I'd rather spend the day outdoors with the kids and have good food that someone else has cooked for me.



Suzanne Trinh

Supplier Diversity Program Lead

How To Win Business

The question I'm asked the most as a Small Business professional is how to do business with General Dynamics Mission Systems, or for current suppliers, how to create a bigger footprint within the General Dynamics Mission Systems supply chain?

First, suppliers need to know what General Dynamics Mission Systems is looking to purchase, which is where the [Innovation Sourcing Network \(ISN\)™](#) comes in. All suppliers, potential and current, should be registered with the ISN. After registering for the Innovation Sourcing Network, companies may be wondering – what are the next steps?

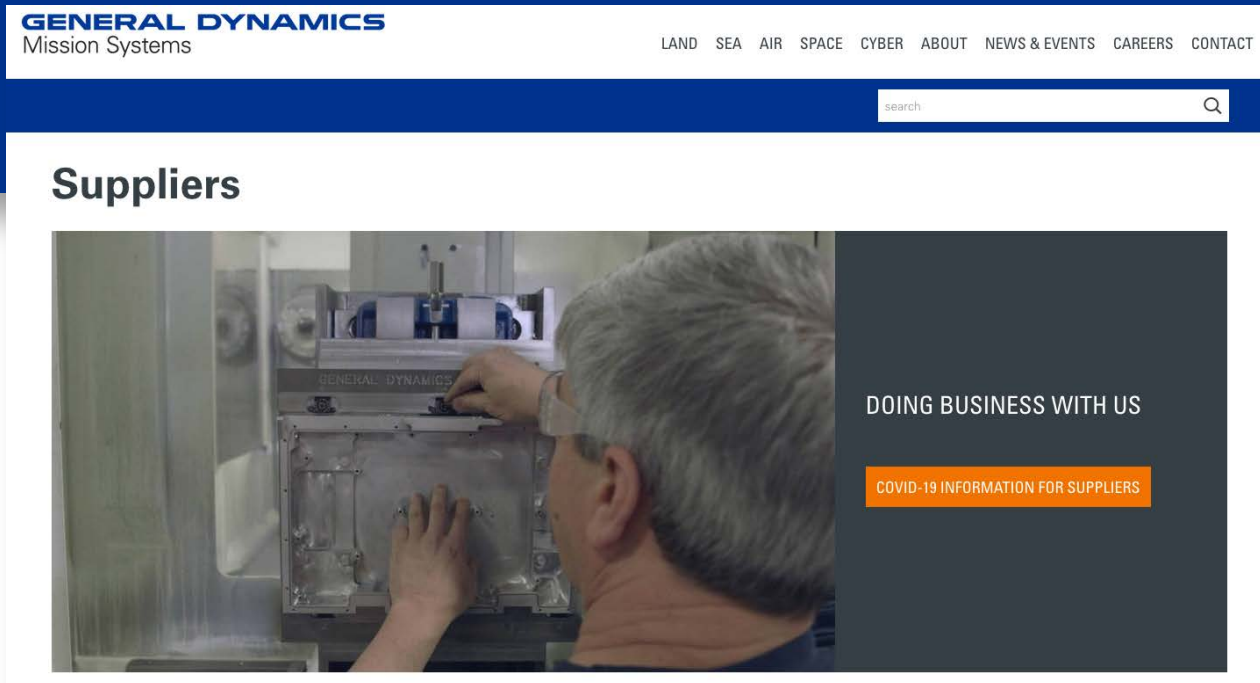
The ISN utilizes TechScouts, a tool through which engineers, procurement managers and business development leads are able to reach out to suppliers, both potential and current, to address immediate technical or service needs. TechScouts allow suppliers the opportunity to respond quickly and efficiently to challenges facing our warfighters, first responders and other General Dynamics end-users with innovative solutions. These TechScouts essentially serve as informal Requests for Information (RFIs). Each TechScout briefly details the immediate need for which a General Dynamics member is searching and lists instructions for how to respond to the prompt. Companies are required to provide capabilities documents, data sheets and any other supporting documentation with their response. Any documents provided will be added to the company's profile within Mission Systems.

How exactly does a company access these TechScouts? Open TechScouts are shared on the [General Dynamics Mission Systems website](#), but are also sent directly to suppliers who have [signed up with the ISN](#). TechScouts are sent from the ISN's department email address, TechScout@GD-MS.com, so make sure this email address is added to your safe list!

General Dynamics then screens the technologies and proposed solutions to determine what best meets the need. Suppliers who are a match for the requirement will be contacted. It is critical that companies ensure they maintain up-to-date contact information in the ISN system. If a company previously received TechScouts, but is no longer receiving the emails, it is very likely the contact information needs updating. Registered companies that are not actively receiving TechScout or ISN emails but wish to be on the distribution list should reach out to the ISN team at TechScout@GD-MS.com to verify current contact information.

The Supplier News and Information Center

is now available on the
General Dynamics Mission Systems website
www.gdmissionsystems.com



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.