Greetings,

As I am writing this article, I have been in my new role as vice president of GDMS Supply Chain Management for one short month. The last couple of weeks have been overwhelming as I drank from a fire hose every day trying to better understand everything this awesome organization does. WOW ... what an exciting time to be a part of the Mission Systems Supply Chain team! As you know, Scotty Miller recently retired after spending the last eight years leading this organization on a successful journey toward Supply Chain excellence. I certainly have some very big shoes to fill, and I do not believe our journey is over. A few facts about me, I have no experience working directly in the procurement field; I have, however, spent the last several years of my career at General Dynamics Mission Systems leading a large, very successful business called Trusted Space Solutions (TSS), with responsibility for program execution and business growth. In TSS, most of the programs relied upon timely delivery of material to meet their customer commitments. It is now painfully obvious to me that the business could not have successfully delivered mission-critical capabilities to our customers for the past two decades without the Supply Chain Management team and our amazing suppliers. The hard work and dedication of our suppliers/partners and on-time delivery of quality products and services are critical to our current and future business success, as well as, our ability to meet customer commitments.

I am humbled and privileged to have the opportunity to lead this extraordinary team. I am excited to get to know our suppliers/partners, better understand your capabilities, and help you to mitigate the many risks and challenges we face in our daily quest to provide greater value to the customer. I am excited to be a part of our continued pursuit of Supply Chain excellence together. Looking forward to meeting you soon!

Regards,

Ann Rusher

ANN’S MESSAGE

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About this publication: This is General Dynamics Mission Systems’ Innovation Sourcing Network, open supplier innovation ecosystem monthly newsletter. © 2022 General Dynamics
Made in Beijing: The Plan for Global Market Domination

The FBI's Office of Private Sector, Counterintelligence Division and Training Division present this 30-minute film entitled Made in Beijing: The Plan for Global Market Domination. In the world of global adversaries, the People’s Republic of China stands at the forefront with its sustained and brazen campaign of industrial espionage, posing the single greatest threat to our freedom, national security, and economic vitality. Made in Beijing: The Plan for Global Market Domination sounds the alarm, helping private sector partners recognize the urgent need to protect their crown jewels against industrial espionage.

Through interviews with FBI agents and executives of victim companies, this film aims to help the private sector recognize the urgent need to protect their intellectual property against sustained and ongoing industrial espionage by the People’s Republic of China (PRC).

Watch the video here: https://www.fbi.gov/video-repository/made-in-beijing-030722.mp4/view

Joanne Chabot
Sr. Manager Supply Chain Compliance and Oversight

Supply Chain Commodities Update

Our Supply Chain Management team continues to restructure and streamline to meet the company’s evolving needs. The Subcontracts team has re-aligned under the Contracts Department, and the Commodities teams have made several renovations, detailed below.

What does this mean for suppliers?
• You might have new buyers reach out to you for RFPs (Request For Quotes) and POs (Purchase Orders).
• TechScouts are no longer targeted by commodity. We are now sending all TechScouts requests to every supplier.
  o Just ignore the TechScout email if it doesn’t apply to your business. (On average, General Dynamics Mission Systems releases three to four TechScouts a month. Don’t worry - you won’t be overwhelmed with impertinent emails!)
  o We’ve had multiple suppliers refer a TechScout to another business – we welcome this! Thanks for the help.
  o Contact the Innovation Sourcing Network™ at techscout@gd-ms.com if you’re not receiving our TechScout emails.

Commodities Updates

Services separated into two commodities:
• The Services & Travel Commodity mainly purchases services that support programs/our customers, as well as freight and company travel.
• The new services commodity is Facilities Services, which mainly supports our company’s internal facility needs.

Composites:
• This commodity has been renamed to Airborne Composites and Structures (ACS).
• This team purchases the products and services needed for the Marion, Virginia, and Cullman, Alabama, locations. This is the only commodity that is site-specific.
• Marion programs build radomes, aero-structures and shelter structures.
• Cullman programs manufacture products made from raw beryllium and AlBeMet.

The Component team is now purchasing COTS (commercial off-the-shelf) cables and connectors, while the Interconnect team is focused on procuring custom cables and connectors.

Earphones, headsets, microphones, and speakers for audio and video have moved from the Operational team to IT Hardware and Software Commodity.

Calibration services has moved from the Operational team to the Services & Travel Commodity.

Antenna masts and actuating levels have moved from the Mechanical team to the Operational Commodity.

Some of the buying functions in Greensboro, North Carolina, and Cullman, Alabama have been consolidated within the commodity teams.
LEARN OUR COMMODITIES

OPERATIONAL

Products
- Active Attenuators
- Adapting Levers
- Adhesives
- Air Circulators & Blower Eqs.
- Antennas
- Antenna Masts
- Asset Tools
- Audio Equipment
- Batteries & Chargers
- Belts & Belts
- Chemicals, Lubricants & Grease
- Chillers
- Circuit Breakers
- Compressors & Vacuum Pumps
- Controls
- Display Optics
- Electrical Tubes
- Explosive Devices
- Fan & Fan Assemblies
- Furniture: Lab
- Generators
- Hand Tools
- Indicating Parts
- Inspection Gages
- Inverters
- Jigs
- Manufacturing & Machining Tools
- Manufacturing Equip. & Mach.
- Material Handling Equipment
- Motors
- MRO
- Optical Instr.
- Packaging & Packaging Supplies
- Paint
- Pallets, Crates & Lumber
- Populated Boards (Enclosures)
- Power Dists.
- Radar Eqs.
- Radio & Comm Eq.
- Refrigeration
- Cooling & Heating
- Racks
- Shelves
- Shop Floor Supls.
- Cones
- Sonars
- Standard Pkg.
- Supplies
- Surge Suppressors
- Switches
- Tape
- Tents
- Test Equipment
- Transformers
- Vehicles
- UPS

MECHANICAL

Products
- Arms
- Bearings
- Bellows
- Bolts
- Brackets
- Calibrated Parts
- Cases
- Castings
- Castings
- Chassis & Bases
- Connectors
- Containment
- Hardware
- Custom Fabric Parts
- Custom Packaging
- Decals
- Discs
- Drive Belts
- Drums
- Enclosure Parts
- Expls.
- Fan Blades & Rollers
- Fasteners
- Fastening Parts & Related
- Firing Pins
- Flat Mechanical Parts
- Gaskets
- Gears
- Glass Parts
- Grommets
- Heat Sinks
- Holding & Positioning Parts
- Insulating Parts
- Joy sticks, Joysticks
- Key Pad Membrane
- Labels
- Lanyards
- Lenses
- Links
- Machining
- Mechanic
- Cudsets
- Mechanical
- Hardware
- Metals
- Nameplates
- Nuts
- Operating Control Parts
- Ornamental Parts
- Packets
- Plastic Fabricated Items
- Plastic Pullys
- Quick Release Plungers & Slides
- Raw Material Retaining Parts
- Rivets
- Screens & Ventilating Parts
- Screws
- Sealing Parts
- Sector & Spools
- Shafts
- Sheet Metal
- Shielding Parts
- Springs
- Tabs & Instruction Cards
- Washers
- Wheels

COMPONENT & ASSEMBLY

Products
- Baranace Filters
- Capacitors
- Cables & Connectors: COTS
- Circuit Board Assemblies
- Cables & Connectors
- Cells
- Connectors
- Custom: 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:
- Active Attenuators
- Passive Filters, Transformers
- Populated
- Boards
- Pumps
- Manufacturing: RF
- (Not Component Level)
- Resistors
- RF Assemblies
- RF Circulators
- RF Filters
- RF Mixers
- RF Switches
- Sensors
- Substrate
- TCXO
- TLI
- Tuners
- Tuning Cores
- TWTA
- VCOs
- Waveguides

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

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
- Staking
- Sockets
- Terminals
- Wire

AIRBORNE COMPOSITES & STRUCTURES

Products
- Bases
- Strips
- Dry Fabric, Roving, Non-Woven Material
- Honeycomb Core
- Prepreg & Prepreg Tapes
- Radome Bagging Materials
- Raw Cord, Irofil, Asbestos
- Radome Materials
- Products Relating to Radomes, Aero-Structures, Shelter Structures, Metal Mirror Manufacturing

FACILITIES SERVICES

Products
- Bulk & Cylinder Gases
- Construction Services
- Facilities Support Services
- Hazardous & Corrosive Waste
- HVAC
- Janitorial Services
- Leased Vehicle Fleet Management
General Dynamics Mission Systems announced today that it has delivered the 1,000th Tri-band radome to Boeing for line-fit installation onto their commercial and military aircraft. These radomes provide physical protection of the aircraft's antennas to enable reliable in-flight satellite communications (SATCOM) for passengers, including Wi-Fi internet connectivity and live television. The Boeing Tri-band radome supports Ku and K/Ka wideband commercial and military satellite communications and is used aboard Boeing 737, 777, 787 Dreamliner and C-17 aircraft. It can accommodate a wide range of antennas and is compatible with all major connectivity service providers. General Dynamics Mission Systems has produced the Boeing Tri-band radome since 2016.

“This milestone is another example of our Marion team's commitment to successfully designing and producing radomes for a wide range of commercial and military aircraft,” said Pat Appleman, Vice President of Airborne Composites and Structures at General Dynamics Mission Systems. “The radome's ability to safely and economically accommodate a broad range of antennas and frequencies has enabled better in-flight entertainment and connectivity for the flying public.”

The Tri-band radome can be mounted on new or existing airplane mounting plates and supports satellite communications at all Ku-band and extended K and Ka-bands. It meets all Federal Aviation Administration environmental and safety requirements, including FAA regulations for bird strike survivability.

General Dynamics Mission Systems has developed SATCOM radomes for both fuselage and tail-mounted installation for single and multi-band function across the X, Ku, K and Ka frequency bands. In total, General Dynamics Mission Systems has produced more than 2,000 SATCOM radomes currently installed on large commercial aircraft, regional jets and business jets.

For more than 75 years, General Dynamics Mission Systems has successfully designed, produced and tested more than 65,000 radomes for more than 50 different types of military and commercial aircraft.

More information about General Dynamics Mission Systems radomes is available here.
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 Supplier 360 Portal

Instructions for general use and completing representations and certifications can be found at the link below:
https://gdmissionsystems.com/about-us/supplier/s360

If there are any questions please contact RepsCerts@gd-ms.com.

Thank you for your prompt attention to this request.
Supplier 360 Team
General Dynamics Mission Systems

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
Small businesses are the lifeblood of the U.S. economy: they create two-thirds of net new jobs and drive U.S. innovation and competitiveness. A new report shows that they account for forty-four percent of U.S. economic activity. Small Business Certifications are important for numerous reasons. Small businesses are constantly being organized, yet there are not enough certified small businesses. Only certified small businesses earn the opportunity to do business with the U.S. federal government and other federal government contractors.

There are many federal small business certifications that are not self-certifications, like Serviced-Disabled Veteran Owned, 8a, Women-Owned, and HUBZone small businesses. These certifications are the best way to stand out in an environment with such harsh competition. Let's continue examining some other hidden benefits of these certifications! One of the essential things to consider with businesses that are certified is the amount of vetting that is involved. Small businesses set-aside certifications have rigorous vetting procedures. When applying or re-certifying a small business certification, there are a plethora of documents and records that are required. These documents may include detailed financial information on both owner and business, articles of incorporation, operating agreements, and sole proprietorship information. These are just a few of the many documents needed for the vetting process.

While this may be a stressful process for small businesses, this is great for their customers. As a certified small business, customers can be assured that they are doing business with a highly reputable and credible company. This process is definitely not for everyone, which is why there are not enough small businesses doing business with the federal government. We estimate that this process could take a combined 100+ hours to complete. However, this shows the government how pretentious and dedicated those small businesses are to work with them. These small businesses stand up to the toughest requirements and regulations, and it definitely shows. No matter if it's a government or commercial customer, they can ensure that they are receiving product and or service from a highly vetted business with a quick look for the certification.

We believe one of the smartest government set-aside programs is the HUBZone program. HUBZone small businesses are businesses that are located in overlooked urban and rural areas. The HUBZone certification identifies businesses by their location, not demographics. The HUBZone certification was made to provide jobs around the United States where they are needed the most. The growth directed by the HUBZone program is smart growth for our great nation. It is a magnet to improve and strengthen the areas we most need to do so.

The terms Veteran, Service-Disabled Veteran are defined in 38 U.S.C. 101(2) and (16) respectively, the Department of Veterans Affairs, United States Code. The term “veteran” means a person who served in the active military, naval, or air service, and who was discharged or released under conditions other than dishonorable. The term “service-connected” means, with respect to disability or death, that such disability was incurred or aggravated, or that the death resulted from a disability incurred or aggravated, in line of duty in the active military, naval, or air service. An injury or disease incurred during military service will be deemed to have been incurred in the line of duty unless the disability was caused by the veteran's own misconduct or abuse of alcohol or drugs, or was incurred while absent without permission or while confined by military or civilian authorities for serious crimes. The Veteran-owned and Service-Disabled Veteran Owned certifications are earned. The DoD believes that the sacrifices made by veterans in the service of our country need to be recognized at all levels of government. The Defense Department is committed to making the maximum practicable prime and subcontracting opportunities available to such firms. Certified businesses are highly vetted and are dedicated to taking the necessary steps needed to complete this process. Companies do not get paid to get certified and are healthy enough to take the 100+ hours without pay to get certified. It is a gut check and not given out easily. If you are a small business wanting to expand your network and begin doing business with the federal government, we greatly encourage you to get certified. If your company is looking to add a supplier or in search of a business partner look for the certifications, it will at minimum give you the understanding that the company at least at one time was reviewed in-depth to see that they are compliant and upstanding. Know that other normal companies do not have to prove any of this to be in business. It is a free vetting of your supply chain. In conclusion, it is a smart choice to work with a certified small business for your company to know you are working with a compliant, vetted company as well as smart for our nation as well.

Below is an article from General Dynamics Mission Systems’ Mentor-Protegee, Carroll International. Full article can be found here.
The Supplier News and Information Center is now available on the General Dynamics Mission Systems website www.gdmissionsystems.com