



Innovation Sourcing Network Monthly

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Update

Radomes for Airborne
Satellite Communications

CyberSecurity Alert

Reps & Certs Update

Open TechScouts

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GENERAL DYNAMICS
Mission Systems



Ann Rusher

VP, Supply Chain Management

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

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Joanne Chabot

Sr. Manager Supply Chain Compliance and Oversight

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](https://www.fbi.gov/video-repository/made-in-beijing-030722.mp4/view). 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>



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	I/ITSEC	Orlando, FL	Ed Harkins

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 RFQs (Request For Quotes) and POs (Purchase Orders).
- **TechScouts** are no longer targeted by commodity. We are now sending all TechScout requests to every supplier.
 - o Just ignore the TechScout email if 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 support's 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
- 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

General Dynamics Mission Systems Delivers 1,000th Boeing Tri-band Radome for Airborne Satellite Communications

Author: Article published 4/14/2022 by General Dynamics Mission Systems



Marion, Virginia-produced radomes enable reliable satellite communications for in-flight connectivity and entertainment.

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](#).

Additional News Releases:



General Dynamics Mission Systems to Deliver Additional Digital Modular Radios
[Read Article Here](#)

Article Published May 6, 2022, by General Dynamics Mission Systems



General Dynamics Mission Systems Receives National Security Agency Contract for High Assurance Ethernet Encryptor
[Read Article Here](#)

Article Published May 17, 2022, by General Dynamics Mission Systems





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.

Thank you for your prompt attention to this request.

Supplier 360 Team

GENERAL DYNAMICS
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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](#) 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 or 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>

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

Current Open TechScouts

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 gdmissionsystems.com/isn



The Hidden Importance of Small Business Certifications



Below is an article from General Dynamics Mission Systems' Mentor-Protegee, Carroll International. [Full article can be found here.](#)

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.

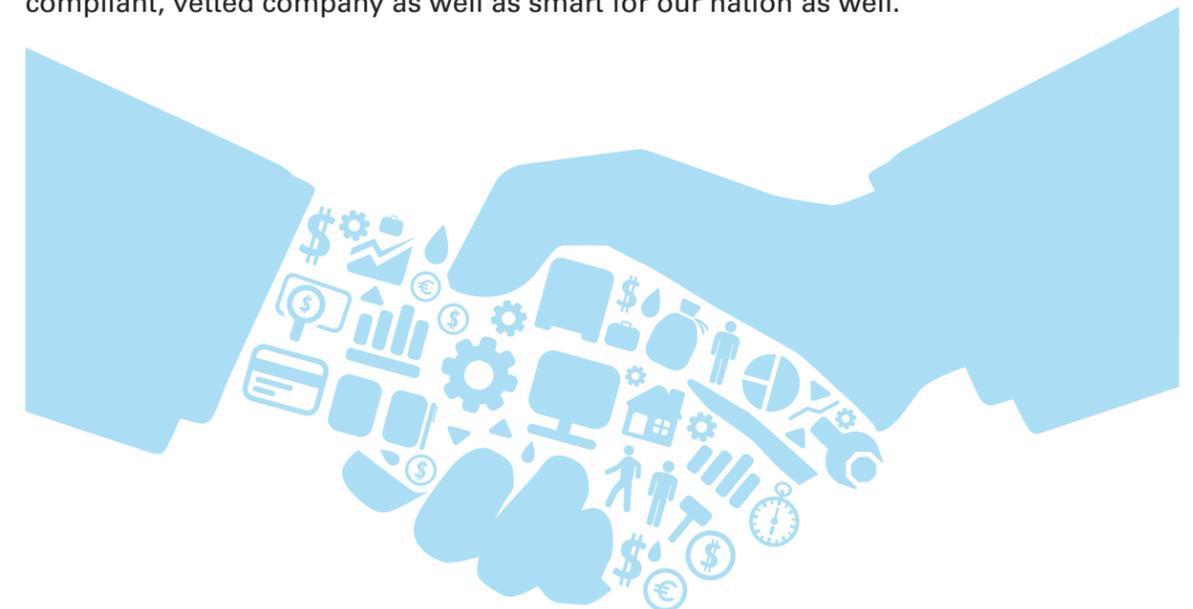
We believe one of the smartest government set-aside programs is the HUBZone program. HUBZone small businesses are businesses that are located in overlooked urban

Continued...

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.

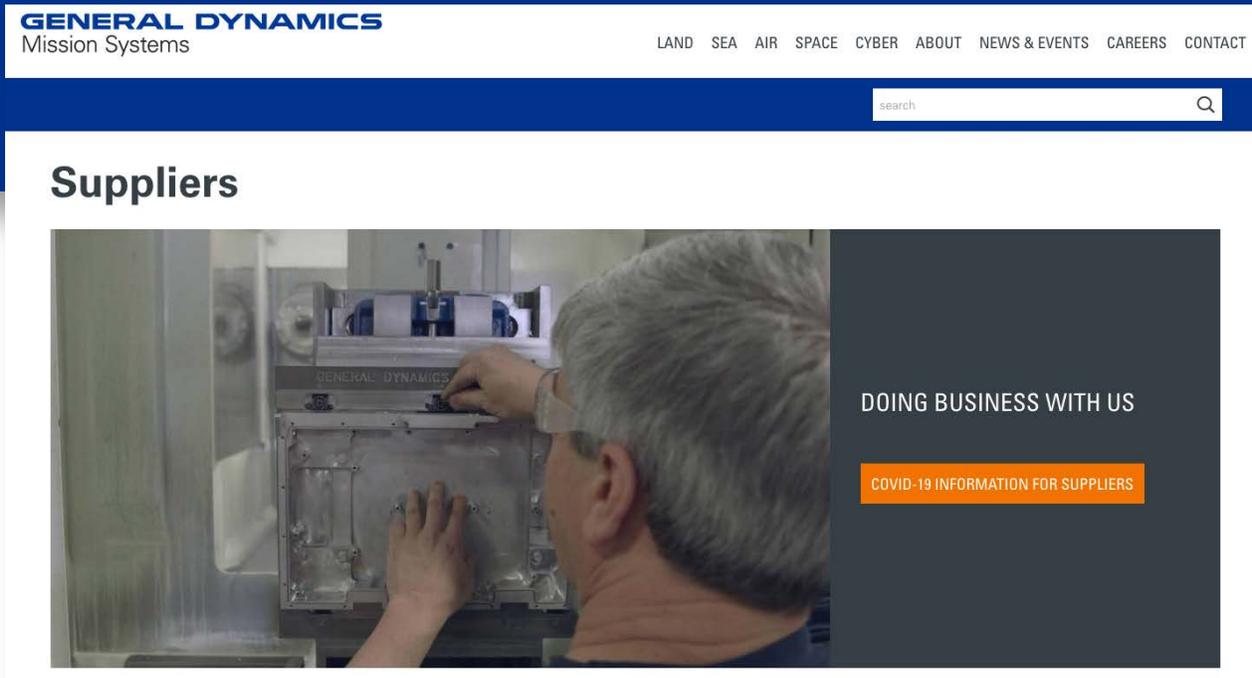
The terms Veteran, Service-Disabled Veteran are defined in 38 U.S.C. 101(2) and (16) respectively, the Department of Veterans Affairs, United States Code. The term "veteran" means a person who served in the active military, naval, or air service, and who was discharged or released under conditions other 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.



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.