



IN™

**INNOVATION
SOURCING
NETWORK**

**Innovation
Sourcing
Network
Monthly**

**Nov/Dec 2022
Vol 6, Issue 6**

**Mechanical Commodity
Feature**

Get To Know Our Team

Get the 411 on Supplier 360

Anti-Kickback Reminder

Open TechScouts



Ann Rusher
VP, Supply Chain Management

I would like to thank each of you for your dedication and commitment to our partnership this past year. It has been a challenging time, and we have all been impacted in some way by supply chain disruptions, inflation, labor shortages, natural disasters, geopolitical tensions, as well as many other unexpected events. Despite this, your teams continue to persevere and work very hard to take on the seemingly endless challenges you face

nearly every day. Your efforts have not gone unnoticed, and they have enabled us to meet most of our 2022 delivery commitments and provide much needed mission-critical capabilities to our customers.

We look forward to continuing to work together in 2023. Two-way open and transparent communication will remain a critical element to our ongoing strategic partnership. I am very proud of the great work done by our Supply Chain team at General Dynamics Mission Systems. And, more importantly, I am extremely grateful for the continued dedication and support we receive from our awesome suppliers. Thank you for all that you do, and enjoy a wonderful holiday season.

Looking forward to a great 2023!

Sincerely,

Ann Rusher



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About this publication: This is General Dynamics Mission Systems' Innovation Sourcing Network, open supplier innovation ecosystem monthly newsletter.
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New Supplier Management Platform is NOW LIVE!

General Dynamics Mission Systems Supply Chain Management Systems is pleased to announce the arrival of **Supplier 360**. This new tool combines supplier on boarding, supplier relationship management and supplier compliance into one seamless workflow.

Supplier 360

WHAT ARE THE BENEFITS OF THIS CHANGE?

- General Dynamics Mission Systems now has one supplier platform, centralizing all supplier information in one location
- S360 is certified FedRAMP High, confirming it is an incredibly safe and secure digital platform
- Current suppliers can log into and edit their S360 profile at any time, allowing suppliers to keep their account and company contacts up-to-date
- This web-based portal utilizes electronic communication and an automated workflow, which allows for easier access to information and process
- Representation & Certifications are now digital, increasing speed and efficiency for processing
- And supplier profile information is now searchable by all General Dynamics Mission Systems employees, generating new business opportunities for suppliers!

CURRENT SUPPLIERS

[Click here](#) to access the S360 Portal

If you are a current supplier who needs assistance with S360, [click here](#) to submit a support form request.

PROSPECTIVE SUPPLIERS

If you are a prospective supplier, create a profile by [signing up with the Innovation Sourcing Network](#).

TRAINING DOCUMENTATION

[S360 Supplier Onboarding Instructions](#)

[S360 Reqs and Certs Instructions](#)

[S360 Supplier Account Maintenance Training](#)

SECURITY REQUIREMENTS

[Data Protection and Security](#)

[Security White Paper for Gov Cloud](#)

[Public Sector Adoption and Success](#)



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

Cybersecurity Compliant Print Shop

General Dynamics Mission Systems is seeking printing services for a variety of media, including proposal packages, large-scale drawings, binders, manuals, graphics, CDs, labels, brochures, certificates and banners. Suppliers need to be compliant with the 110 NIST cybersecurity requirements called out by DFAR 252.204-7012.

Resume Scanning Tool

General Dynamics Mission Systems is seeking a vendor to support its ongoing recruiting efforts at job fairs. The vendor must be able to provide a secure platform that:

- Can be compatible with multiple Applicant Tracking Systems
- Manages a large volume of candidates
- Boosts engagement and make candidate screening more efficient
- Assists with evaluating and sorting candidates with ease
- Is flexible and customizable

For more information, visit gdmissionsystems.com/isn



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
- 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, Transformers
- Populated Boards
- Power Amplifiers: RF (Not Component Level)
- Resistors
- RF Assemblies
- RF Circulators
- RF Filters
- RF Mixers
- RF Switches
- Semiconductors
- 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)
- 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
- Environmental Health & Safety
- Facilities Support Services
- Hazardous & General Waste
- HVAC
- Janitorial Services
- Leased Vehicle Fleet Management



Susan Carpenter

Mechanical Commodity Manager

Commodity Feature: Mechanical

The Mechanical Commodity team is responsible for managing all aspects of supplier engagements and procurement execution with machining suppliers, hardware distributors, gaskets, labels, raw materials and finishing support requirements (plating/painting/markings). We support engineering with creative new designs and technology. We collaborate closely with all General Dynamics Mission Systems lines of business and support proposal efforts to provide competitive solutions to meet business objectives.

The Mechanical team is primarily made up of small businesses that support our many requirements and help the enterprise team meet our small business goals. One of the biggest challenges we face in this digital world is safeguarding Department of Defense (DoD) information. Our customers need everything to be done quicker, faster and cheaper, like the commercial world, but still be compliant with all of the rules and regulations that come with being a DoD contractor. Before General Dynamics Mission Systems can share any controlled unclassified information (CUI) with a supplier, which includes most drawings, the supplier must certify compliance to DFARS 252.204-7012 and 252.204-7020. Although we realize the [NIST SP 800-171](#) requirements can be especially challenging for our small business partners to achieve, they are required to protect the confidentiality of CUI. There are five functions of the NIST framework: identify, protect, detect, respond and recover. NIST SP 800-171 seeks to ensure that the sensitive information is both secure and protected.

The Cybersecurity Maturity Model Certification (CMMC) Accreditation Body (CMMC AB) has released its DRAFT assessment process guide for public review, the link to the draft guide can be found here: [CMMC-Assessment-Process-CAP-v1.0.pdf](#)

It is suggested our supply base review this document in order to best prepare for the final CMMC rulemaking, which is anticipated in the first or second quarter of 2023. Additional information on this draft guide can be found here: [Cyber AB launches voluntary CMMC assessment program](#)

The Mechanical Commodity is currently searching for cybersecurity suppliers with these capabilities:

- Milling/turning
 - Space level
 - General purpose
- Gears
- Fabrication: Sheet metal/forming punching, welding
- Photochemical Etching/Milling
- 3D Printing
- Injection Molding
- Laser Jet/Water Jet

If you are a supplier with the above capabilities who has not yet provided General Dynamics Mission Systems with your current score on the SPRS DoD Assessment (out of 110), email TechScout@GD-MS.com

Continued...

About the Commodity Manager

Susan Carpenter has led the Mechanical team since 2017. She has been with General Dynamics Mission Systems for 38 years, managing multiple mechanical teams, sites and initiatives. Susan has consistently been a champion for small businesses at General Dynamics. She maintains an open line of communication with her small business suppliers, and advocates for them at every opportunity within our organization. She also works closely with the Small Business team to ensure we meet all our commitments with our government customers.



Industry Events Supply Chain Management

SCM Events 2023

Stay tuned for the list of events for 2023!





Ethan Willis

Mechanical Team, Supply Chain Supervisor

Ethan works in Greensboro, North Carolina. He has been with General Dynamics Mission Systems for 4 years.

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

The Mechanical Commodity primarily deals with machined parts, so we most often look for and work with companies that have turning and milling capabilities. Many of our suppliers can turn and mill with a wide variety of materials, ranging from steel and aluminum to specialty materials, like fiberglass and beryllium copper.

Additive manufacturing and 3D printing is a growing industry, especially for design engineers looking for quick test articles. The technology for 3D printing is advancing rapidly and will become even more of a useful tool for our business in the years to come.

What line of business do you support most often?

As a buyer primarily for the Greensboro, North Carolina, facility, I typically support the Maritime and Strategic Systems and Space and Intelligence Systems lines of business.

What separates a good supplier from a great supplier?

Communication is what separates a good supplier from a great supplier. In my job, I primarily deal with machine shops and there are hundreds of those across the country and most of them can deliver quality products. But what most differentiates a good supplier from a great supplier is how well they communicate with our buyers. Because things are ever changing, it is critical that we have good open communication lines with our supply base. When suppliers make communication a priority, they not only do a better job at supporting the business's needs, but they also make the buyer's job much easier. We are all busy so I am looking for companies that want everyone to be successful and recognize that when we communicate well we can both win.

What's your favorite holiday activity/tradition?

My favorite holiday tradition is viewing lights and displays. I have a young family including a 4-year-old boy. Last year he and I would ride around at night just trying to find the house with the best lights and inflatables. He loves to see Disney inflatables with his favorite characters. Growing up, my parents would always drive my brother and I around to look at lights, so I have tried my best to keep that going.



Ron Nordhues

Mechanical Commodity Engineer

Ron works in Scottsdale, Arizona, but he supports nearly every site within General Dynamics Mission Systems. He has been with the company for 26 years.

How do you support Supply Chain?

The buyers are primarily concerned with price and delivery, but they are tagged with a lot of other responsibilities behind the scenes. The commodity engineers in my group are tasked with ensuring our buyers success and solving technical and quality issues. This provides our suppliers with a single point of contact. This arrangement was put in place during the early 1990s and aims to avoid the pitfalls of having 100 suppliers interacting with 100 different engineers.

Is there a particular line of business that you support?

My position at General Dynamics is unique. I'm not tied to any specific program or location - instead I support every program that needs mechanical parts. My support is better associated with processes rather than lines of business. I'm responsible for a wide span of technologies: machining, stamping, casting, sheet metal, injection molding, welding, dip brazing, turning, chem etching, gaskets, nuts, bolts, labels, additive manufacturing processes, etc.- basically anything that isn't electrical. The other commodity engineers in my department handle the microcircuits, connectors, cables, wire, PWB's, passives, relays, discrete semiconductors, RF parts, hybrids, oscillators, etc. These colleagues have years of knowledge and experience with things I will never understand!

Have you noticed any trends in technologies or capabilities required by GDMS?

Unfortunately, I think a lot of our shops have been blindsided by cybersecurity DFAR's (252.204-7012, 7020 and eventually 7021). Each state has advocates to help them through the process, but I fear a lot of companies are going to stop supporting DoD work because of this.

What separates a good supplier from a great supplier?

Communication. I've worked with shops that looked amazing - you walk into the production area and there's a "wow" factor that makes you feel like you hit the jackpot, but that euphoria goes away when procurement issues are plentiful and information is scarce. Here's some advice: if you are running late, have the courtesy to contact someone and provide a brief explanation. If you mess up or don't understand something, raise your hand and get help. Most work-related issues can be resolved with a very short email (preferred), but if the problem goes beyond words and images, a phone call is fine.

Do you have any words of advice or information you would like to share with current and/or prospective suppliers?

Becoming a supplier can be challenging. Certifications (ISO, AS9100, Cyber) are required. Once you are "in," stop the sales pitch and deliver quality parts, on time, at competitive prices. Communicate effectively with the buyer. Let them know how their parts are coming along, how your business is doing, etc. Always be mindful of the fact that the Supply Chain folks are extremely busy, so always be brief and try to do this with an email.

What is your favorite holiday activity/tradition?

My holiday seasons are pretty traditional. I enjoy great food and relaxation.



Joanne Chabot

Sr. Manager Supply Chain Compliance and Oversight

Anti-Kickback Compliance

As an authorized purchasing agent for General Dynamics Mission Systems, Inc. (including GPS Source, Inc. and Janteq Corp.), (collectively, "General Dynamics"), and as the holiday season approaches, we would like to recognize the significant contribution

our suppliers make to the success of General Dynamics and to thank you for your continued support. General Dynamics attributes the success we have achieved in the ever-challenging markets in which we operate in large measure to the cooperative spirit and teamwork of our supplier community.

As we proceed in that cooperative spirit, General Dynamics wishes to emphasize our continued commitment to adhering to the highest ethical standards and practices. Our employees participate in ethics awareness programs designed to assure that each General Dynamics employee is thoroughly familiar with General Dynamics' policies relative to ethical behavior in dealing with suppliers, and the disciplinary actions to which they may be subject should they fail to abide by those standards. The ethical standards that are established in those policies remain the most important element in the conduct of our business. These standards are reflected in the General Dynamics Standards of Business Ethics and Conduct guide, which is available online at the General Dynamics website www.generaldynamics.com in the Corporate Governance section of the Investor Relations tab on the website.

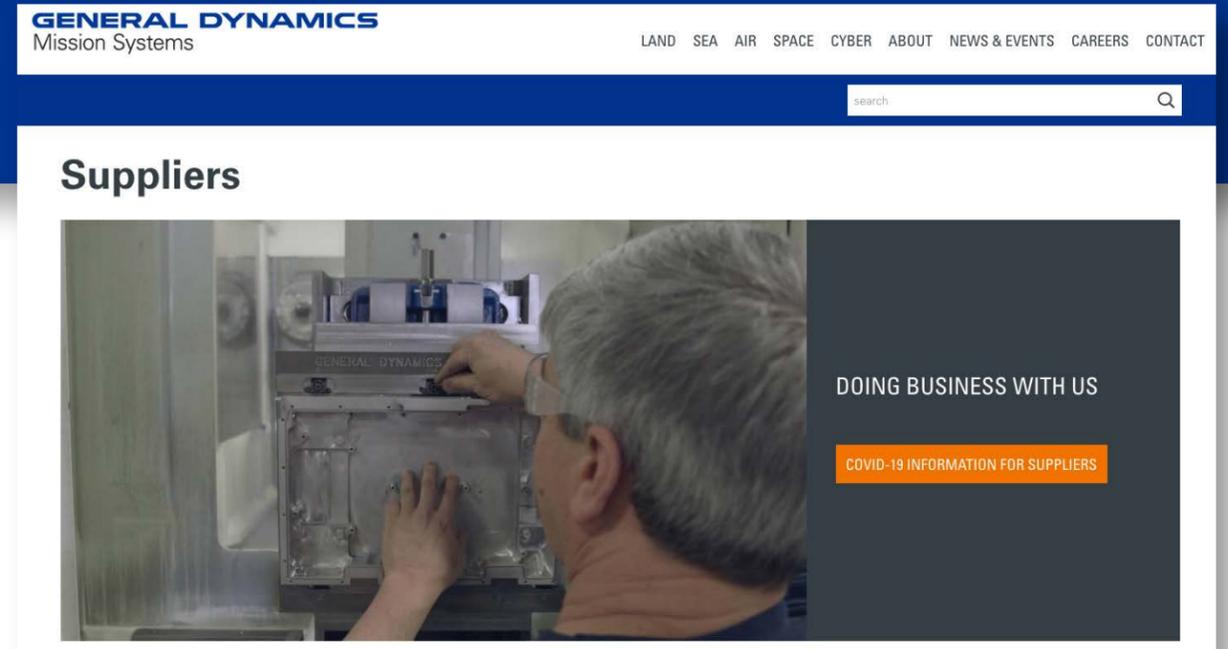
Both General Dynamics and our suppliers are obliged to comply with the requirements of the Anti-Kickback Act of 1986 (41 U.S.C. 8701-8707), Federal Acquisition Regulation ("FAR") Subpart 3.502 and the Anti-Kickback Clause, FAR 52.203-7. General Dynamics' policy prohibits employees from accepting from any actual or prospective supplier any gratuities, gifts, entertainment or other favors, which are more than nominal value, and from engaging in any other activities, which create even the appearance of a conflict of interest or divided loyalty. Additionally, General Dynamics and our suppliers are required to abide by the U.S. Foreign Corrupt Practices Act (FCPA) of 1977 and the anti-bribery laws of other jurisdictions in which we all operate. The FCPA is a federal law prohibiting offering or giving anything of value to a foreign government official in return for obtaining, retaining or directing business or influencing official decisions and many foreign countries have adopted similar laws.

We are confident that General Dynamics' employees and suppliers conduct their business in a manner that is proper in all respects. This letter is simply a reminder that General Dynamics policy requires that any improper practice by any employee or supplier be dealt with promptly. We would appreciate your assistance in assuring compliance with these policies.

Thank you for your continued cooperation. We know your company shares the same interest as General Dynamics in conducting business in accordance with these standards. In closing, on behalf of General Dynamics, we would like to extend our best wishes for happy holidays and a prosperous New Year.

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 **Suppliers** to click on the **COVID-19** Information for Suppliers bottom.

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