



Innovation Sourcing Network Monthly

**Jan/Feb 2023
Vol 7, Issue 2**



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GENERAL DYNAMICS
Mission Systems

**Ann Rusher**

VP, Supply Chain Management

Happy New Year!

As the calendar turns to 2023 and we look forward to an exciting, prosperous New Year, I want to take a minute to talk about you, our strategic partners.

General Dynamics Mission Systems is a very unique company — we are part technology integrator and part original equipment manufacturer. Our mission is to provide smarter platforms and solutions to those who lead, serve and protect the world we live in. Because of the critical missions we serve, the solutions and products we provide must be delivered on time, on budget and meet or exceed all performance and reliability requirements. The safety of our country and human lives depends on it. Mission Systems products and technologies can be found in all domains: from the depths of the oceans to the outer reaches of space and everything in between. Right now, the NASA Artemis mission is using General Dynamics transponders to provide critical mission data back to earth!

As technology advances and the need for greater capability continues to grow, it is clear one company, regardless of size, cannot do it all themselves. The need for collaboration and cooperation within a larger supply chain ecosystem is paramount. That is where you come in — our trusted partners and suppliers, big and small. We need your expertise, innovation, specialized skills and agility to successfully compete in today's challenging and increasingly complex business environment. We are committed to strengthening our existing supplier relationships and developing new supplier partnerships in 2023. We look forward to working together and finding new ways to solve our customers most challenging problems.

Thank you for your continued support. We could not do what we do without you.

Happy New Year and best wishes for 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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Joanne Chabot

Sr. Manager Supply Chain Compliance and Oversight

Prohibition on Certain Procurements From the XinJiang Uyghur Autonomous Region

The Department of Defense (DoD) has **issued an interim rule** that prohibits the use of funds to knowingly procure any products mined, produced or manufactured wholly or in part by forced labor from the XinJiang Uyghur Autonomous Region (XUAR).

- **The interim rule adds a new certification** stating the offeror has made a good faith effort to determine that forced labor from XUAR was not or will not be used in the performance of a contract.
- **A new clause is also added** prohibiting contractors from providing, throughout the period of performance of the contract, any products mined, produced or manufactured wholly or in part by forced labor from XUAR or from an entity that has used labor from within or transferred from XUAR as part of any forced labor programs. **The clause is a mandatory flow down in all subcontracts and purchase orders, including commercial and commercial-off-the-shelf (COTS) items.**
- Prime contractors who do not certify having made a good faith effort to determine that forced labor from XUAR was not or will not be used in the performance of a contract will not be eligible for contract award.

Contracts issued prior to 12/30/2022 should not contain the clause unless it is added by a future contract modification. We have added the certification to our standard representation and certifications, 252.225-7059 Prohibition on Certain Procurements from the XinJiang Uyghur Autonomous Region. In addition, our standard terms and conditions have been updated to add the mandatory flow down clause, 252.225-7060 Prohibition on Certain Procurements from the XinJiang Uyghur Autonomous Region (Dec. 2022).

If we are awarding a purchase order against a contract that contains the clause, we must have a certification on file from the supplier.

If you have any questions, contact your General Dynamics Mission Systems Supply Chain point of contact.

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 Small Business Technology Companies

PEO Aviation Support

- General Dynamics Mission Systems is seeking a small business partner for an Army Aviation opportunity. The partner would bring forward:
- PEO Aviation experience and past performance
- Integration/testing of hardware on aviation platforms
- Airworthiness qualification (DO-178/DO-254)
- Small Business Administration (SBA) Classification

MEP Engineering Firms

- General Dynamics Mission Systems is seeking MEP (Mechanical, Electrical & Plumbing) Engineering Firms who can perform facility improvements and modifications in Pittsfield, MA. No security clearance is needed but must be U.S. citizens.

For more information, visit gdmmissionsystems.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
- 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, 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)
- 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



Andrew Howard
Operational Commodity Manager

Commodity Feature: Operational

One of the questions I am asked often is “What exactly is the Operational Commodity, and what do they buy?” In a nutshell, the Operational Commodity team is responsible for managing all aspects of procurement for numerous sub-commodities, such as: chemicals, power supplies, communication equipment, trucks, trailers, test equipment, adhesives, tools, tape, equipment rentals, circuit breakers, generators, shelters, motors, capital machines, electron tubes, pumps and various RF space-qualified amplifiers. In addition, we also tend to be the team that handles many procurements that don’t easily fit into the other commodity teams. Some of the more interesting procurements we’ve facilitated include a Chevy Silverado, CNC machine, drones/anti-drone technology and Tums (yes, the antacids).

The Operational team is made up of a mix of small and large businesses that support our programs’ expectations and help the Enterprise Procurement team achieve its small business goals. Our team members work primarily on a remote basis but meets 4X/week virtually to review new and aging requisitions, past due open orders and previous week’s supplier on-time delivery.

In 2022, the six buyers, led by supervisor Adam Benoit, were responsible for approximately \$260M in spend. As you can guess from the number of sub-commodities listed above, the operational team touches numerous suppliers and programs!

If you know me, you know that I like statistics and metrics; here are some 2022 fast facts about the Operational team:

- The Land & Air Systems line of business (previously Ground Systems) was our largest internal customer, with approximately 2/3 of our total spend in 2022
- We processed approximately 12,000 requisitions, supporting 550 programs
- We procured material/services from nearly 1,000 suppliers; the top 50 suppliers comprised 80% of 2022 spend
- 60% of the total number of suppliers with 2022 spend were small businesses
- Operational team on-time delivery (OTD) performance was 85.2% in 2022, driven by chemical challenges (adhesives/sealants) and power supplies (labor/component shortages). Slightly more than 60% of the operational suppliers who delivered material in 2022 met the Enterprise Procurement goal of 95.4%.

2023 initiatives: as indicated above, spend for the top 50 suppliers represent 80% of our team’s total, which means our “tail” spend is very long. Some of the initiatives we are looking at in 2023 to manage this large supply base more effectively include:

- Expanding Vendor Managed Inventory (VMI) scope to include tape and chemical products
- Expanding P-Card usage for certain low risk, low-cost sub-commodities
- Reviewing use of third parties for certain types of procurement
- Reviewing repeat usage parts in key sub-commodities (and their potential future forecast)

Continued...

for inclusion in strategic agreements and AWAR funding (Advanced Work Authorization Request for purchases on risk)

As always, we welcome input from our suppliers on how we can improve our processes to enhance efficiency and reduce costs!

About the Commodity Manager

Andrew Howard joined General Dynamics Mission Systems in January 2020 as the Bloomington site procurement focal, and became the Operational Commodity Manager in March 2021. He has held comparable procurement positions at Collins, Honeywell and Northwest Airlines (now Delta). Andrew is based in Bloomington, Minnesota.

Industry Events Supply Chain Management

SCM Events 2023

Date	Event	Location	SCM Attendees
February 14-16	AFCEA West	San Diego, CA	Darin Peckham Brett Traube
March 6-8	AFA Aerospace Warfare Symposium & Technology Expo	Aurora, CO	Ed Harkins Elizabeth Robillard Connor Tate
March 28-30	AUSA Global Force Symposium & Exposition	Huntsville, AL	Kendall Rodrick
April 3-5	Sea, Air & Space Navy League	National Harbor, MD	Mark Raczynski Xiomil Baleno
April 4-6	DC23	Nashville, TN	Mark Raczynski Ed Harkins Elizabeth Robillard
April 17-20	Space Symposium	Colorado Springs, CO	Ed Harkins Elizabeth Robillard
April 26-28	AAAA Army Aviation Mission Solutions Summit	Nashville, TN	Rachel Unterkofler
May 9-11	SOF Week (Formerly SOFIC)	Tampa, FL	Ed Harkins
May 21-24	GEOINT Symposium	St. Louis, MO	TBD
June 27-29	Modern Day Marine	Washington, DC	Mark Raczynski
August 14-17	AFCEA TechNet Augusta	Augusta, GA	Bethany Allen
September 11-13	AFA Air, Space & Cyber Conference	National Harbor, MD	Mark Raczynski Joshua Smartenko
October 9-11	AUSA National	Washington, DC	Mark Raczynski Luis Rivera
November 27-December 1	I/ITSEC	Orlando, FL	Ed Harkins



Adam Benoit

Operational Team, Supply Chain Supervisor

Adam works in Taunton, Massachusetts. He has been with General Dynamics Mission Systems for 20 years.

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

The technologies I'm seeing most are communication equipment/platforms, power products and newer drone technologies.

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?

Although we support all, the products I'm procuring support the Land & Air Systems line of business the most.

What separates a good supplier from a great supplier?

To me, what differentiates a great supplier from a good supplier is the extra communications. Great suppliers tend provide status updates on orders (whether good or bad news) proactively. This helps us inform our internal and external customers in a timely manner and also allows us time to support any potential delays.

What's your favorite holiday activity/tradition?

Ice skating and hockey, as well as spending time with family during the holidays!



General Dynamics Mission Systems Supplier Management Portal

Supplier 360

We appreciate and value the outstanding relationships we have with our suppliers. When we collaborate rather than exchange, we achieve the "best in class" level

we seek for our collective reputation. Our suppliers are an extension of General Dynamics Mission Systems, and we value you as teammates. To positively reflect this innovative supply chain, we introduced the Supplier 360 Vendor Portal to support our shared goals and improve supplier relationship management. If you are not familiar, please take a minute to review this new vendor on-boarding process that allows our vendors to register, qualify, and maintain their company information.

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

We are actively campaigning to achieve 100% registration with our active vendor supply base, and you will be contacted if you currently do business with General Dynamics Mission Systems.

Onboarding is easy! All you need is a web browser and to activate your account. It should take about 5 minutes to complete. We welcome supplier proactivity- you can ask your General Dynamics Mission Systems Supply Chain contact to send you an invite via email, or email us at S360@gd-ms.com.

Our Supplier 360 support team can aid should you have any questions during on-boarding or when requesting periodic updates.

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
Mission Systems

Regards,
General Dynamics Mission Systems
Supply Chain Management Team



“The education from VIP AEROSPACE is the foundation for success. It has launched my company and I know other veterans who attended have grown their businesses tenfold...it works!”

- Timothy Devine, President, Aviate Enterprises, Inc.
VIP GROW AND VIP AEROSPACE GRAD

VIP AEROSPACE

NOW ACCEPTING APPLICATIONS

VIP AEROSPACE is a 3-day in-residence training program that is offered at **NO COST*** to veteran business owners nationwide. It is the first of its kind entrepreneurial program created specifically to accelerate the success of service-disabled and veteran-owned small businesses in the Federal aerospace market. With a curriculum created and facilitated by industry and government subject matter experts, veterans receive hands-on, market-based instruction that prepares them for the industry’s extended planning cycle, requisite certifications, contracting requirements, vendor portals, and business development requirements to be successful in the Aerospace industry.

Since its launch in 2021, 43 companies have graduated from VIP AEROSPACE from 18 states, and D.C.

One Year Later Outcomes and Class Statistics:

- 63% of graduates reported the knowledge gained significantly influenced a business decision
- 29% successfully entered the Aerospace sector for the first time with Air Force, NASA, FAA, NAVY, NAVAIR, Lockheed Martin, Raytheon, Boeing
- 50% that were already in the sector expanded in the sector with new customers
- 28% increase in overall revenue in the past year
- On average, VIP AEROSPACE graduate companies have been in business for 13 years with 37 employees
- 74% of the companies are Service-Disabled Veteran-Owned Business
- 53% of the companies are Minority Owned
- 49% hold a security clearance
- 23% of the companies are Small Disadvantaged Business/8(a)
- 23% of the companies are Woman Owned
- 16% of the companies are Hub Zone

*Includes Hotel, Meals, and Training

Eligibility

- Have been in business for at least 4 years with a minimum of 3 full time employees
- Your service and/or product aligns with aerospace market needs
- Be an owner, principal or C-level executive for a for-profit veteran-owned small business

Curriculum

- Strategic Planning
- Marketing
- How to Build a Business Development Team
- Operational Program Controls
- Contracting Acquisition
- SBIR, STTR, and OTA's
- Supply Chain Management
- Legal Concerns and Mitigating Risk
- Indirect Rates
- Audit & Certification Requirements
- M&A Activity in the Aerospace Defense Sector
- Pricing
- Managing Proposals

Questions? Contact VIP National Director, Barbara Ashe, at (301) 738-0015 x215 or bashe@nationalvip.org

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Al Javier
Operational Buyer

Al works in Taunton, Massachusetts. He has been with the company for 22 years.

What led you to a career in SCM?

I was still in college working for General Dynamics Mission Systems and the Supply Chain Management (SCM) organization in a system support role. I was intrigued that the buyers had an integral role in

support of the products that we produce for government contracts. When I was offered the chance to be a buyer, I accepted and have been buying ever since!

What has been your most rewarding experience at General Dynamics?

Knowing that what I do in a small way is aiding our men and women in the military.

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

Supplier relationships are extremely important to achieve organizational goals. Specifically, to make scheduled deliveries to our customers. Suppliers should be treated as partners, which can help reduce costs, limit risks and potentially take advantage of supplier capabilities and products.

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

As an SCM professional, we are always in communication with many different organizations, the technical leads, program leads and supplier points of contact. We don't just place purchase orders.

How do you contribute to achieving an integrated supply chain?

As a buyer, we can't be on the sidelines. We must manage our orders and suppliers, and be in constant contact with our internal customers and stakeholders. It is really part of the job. Buyers must communicate on a regular basis with the appropriate internal parties any information - both negative and positive - that may affect deliveries and ultimately program performance.

What motivates you?

My family motivates me. If I succeed, we all succeed.

How do you balance your career and personal life?

I try to take time off whenever I can to decompress and spend some time with my family, whether that be a weekend trip or just a day here and there. I think it is important to unplug and have a family experience away from the hustle and bustle of everyday life.

A perfect day would be?

My kids are always playing sports, and I love watching them play. So anytime I get a chance to watch them play is a perfect day for me!

The Supplier News and Information Center

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

GENERAL DYNAMICS
Mission Systems

LAND SEA AIR SPACE CYBER ABOUT NEWS & EVENTS CAREERS CONTACT

search

Suppliers



General Dynamics Mission Systems has established the **Supplier News and Information Center** on the Supplier page of our website to keep our supply chain partners informed with critical information relating to our operating status and the adjustments we are making in response to the COVID-19 outbreak.

Search under **About** and **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>