Historically Black Colleges and Universities (HBCUs)
A tradition of creating tomorrow’s STEM leaders

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A conversation with our Vice President of Engineering
Supplier Innovation for Competitive Advantages

How do we think about purchasing? Is it a basic survival skill? Or, is there more to it than that? Our toughest competitors work procurement as hard as we do. They obtain the same price decreases, which the sales/business development team then give away to stay competitive, which does nothing to improve our competitive position.

Or, can we leverage our supplier relationships to a competitive advantage? If we leverage our supplier relationships to their fullest extent, we may find hidden R&D efforts, unique capabilities and business relationships we never knew were available. Exclusivity can generate profits faster than price decreases do and position our company for sustainable growth.

Our Innovation Sourcing Network is designed around the philosophy of gaining a competitive advantage in the marketplace. With the help of our General Dynamics Mission Systems’ Chief Technology Officer and engineering teams, through Techscout and technology innovation reviews, we are well on our way to finding significant competitive advantage.
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About this publication: This is General Dynamics Mission Systems’ Innovation Sourcing Network, open supplier innovation ecosystem monthly newsletter.

Suppliers may submit articles to be considered for publication to: isn@gd-ms.com
Contact: Toll Free (U.S.) 1-888-406-EDGE (3343) or Toll Free (Non-U.S.) 1-877-466-9467
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Historically Black Colleges and Universities (HBCUs)

As a large business, we strive to utilize and mentor small businesses to create and deliver products and services among the best in the world. Business sizes are typically classified as small or large. However, the “small” classification can expand into different subcategories. The Small Business Administration (SBA) uses a variety of terminology to identify different types of small businesses.

This month, our Small Business team would like to recognize Historically Black College and Universities, also known by the acronym HBCUs. HBCUs are schools that were initially established after the Civil War to ensure free and newly freed blacks as well as people in low socioeconomic populations who were unable to attend state supported schools, had the opportunity to receive a college education. According to Affordable Colleges Online, the first HBCUs were conducted in modest places such as peoples’ homes, church basements and old schoolhouses, until the Morrill Act of 1890 was passed, providing land grants, which allowed HBCUs to build their own campuses. White House Initiative on Historically Black Colleges and Universities notes that the Higher Education Act of 1965 defines HBCU as “…any historically black college or university that was established prior to 1964, whose principal mission was, and is, the education of black Americans, and that is accredited by a nationally recognized accrediting agency or association determined by the Secretary [of Education] to be a reliable authority as to the quality of training offered or is, according to such an agency or association, making reasonable progress toward accreditation”.

Andrea Hall, General Dynamics Mission Systems Diversity and Inclusion manager, references the General Dynamics Mission Systems Corporate Responsibility Report, “In our General Dynamics Mission Systems recruiting efforts, we strive to identify a diverse candidate pool for positions at all levels across the company, from interns to executives. Our campus outreach strategy includes meeting top talent at several Historically Black Colleges and Universities, including Howard University and North Carolina A&T. ‘We partner with diversity chapters at the colleges and universities where we frequently recruit.’ To further our recruitment efforts, we partner with organizations through networking and recruitment events to help promote our diversity commitment with our company and our industry. A sample of these events includes the Black Engineer of the Year Awards (BEYA) and The National Society of Black Engineers Conference (NSBE).” The 2019 General Dynamics Black Engineer of the Year Award (BEYA) Winners are pictured below.

When asked about the importance of working with HBCUs, Andrea stated, “America’s top tech-savvy talent is the lifeblood of our organization, and we recognize it is imperative that we have committed outreach and active relationships with our Historically Black Colleges and Universities who have a tradition of creating tomorrow’s STEM leaders. General Dynamics Mission Systems also realizes that there is a war for talent, therefore it is critical that we approach this next generation of leaders with a path to valuable employment, continued educational programs and an opportunity for personal, economic and professional growth.”

Click here for more information on small business standards.

Contact the Small Business Department SBLOs at:
SmallBusiness@gd-ms.com
Call for Sponsors and Exhibitors

A limited number of booths are available

- Position your brand as a technology leader
- Showcase your products and technology in The Hive tech expo
- Network with customers, partners and the General Dynamics team
- Schedule one-on-one engagements with key decision makers and end-users

AGENDA NOW LIVE


Join partners, customers and peers at DC19 for three days where we’ll explore technologies and innovations designed to elevate cyber security.

SPONSORS: Boldon James, CISCO, Dell Technologies, Microsoft, SonicWall

EXHIBITORS: Cricadence, Citrix, Public Sector, CodeWeavers, Cloudera, CompTIA, CUBIC, DTech Labs, Curtiss-Wright, DrawBackwards, Fidelis, Fortinet, General Dynamics Information Technology, In, IRF Solutions, Juniper, POC, QGroup, Red Hat, SolarWinds Federal, Tampa Microwave, Thycotic, Trusted Systems, XES

For more information or to request the DC19 Prospectus, please email DynamicConnections@gd-ms.com

General Dynamics
Mission Systems

www.GDDynamicConnections.com
Here’s a look at the events coming up the first half of 2019

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<tr>
<th>EVENT</th>
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<td>Orlando, FL</td>
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<td>Dynamic Connections</td>
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<td>Space Symposium</td>
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<td>SON SBIR/STTR Partnering Summit</td>
<td>Lowell, MA</td>
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<td>Sea, Air and Space Navy League</td>
<td>National Harbor, MD</td>
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<tr>
<td>AFCEA Cyber Operations Symposium</td>
<td>Baltimore, MD</td>
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<td>SOFIC Conference and Exhibition (NDIA)</td>
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If you’re planning to meet some of our Supply Chain Management staff at upcoming industry events, here are some great questions, conversation starters and information you can update us on. Suppliers can provide info to General Dynamics Mission Systems on:

1. Any updates to your personnel team, especially if team members roles change. Partners can consider sharing their organizational chart and structure with us.
2. Do you have new locations? Planned locations?
3. Have you added any products or services to your portfolio?
4. What investments have you made in your capacity? Has it increased?
5. What industry certifications have you or do you plan to achieve in 2019?
6. Let our team know about any General Dynamics Mission Systems team members you have talked to and what status of those engagements are.
7. Have you achieved DFARS Safeguarding Covered Defense Information compliance?
8. How do you envision our partnership growing (not just sales figures)?
9. What new partners have you added to your supplier network?
10. Share with us areas where you and your team are thought leaders.
TechScout – Interactions and outcomes

The Innovation Sourcing Network’s® TechScout process communicates our needs and technical opportunities with your organization. We need your innovative approaches to build partnerships that solve our customers’ greatest challenges. TechScouts are shared at the pace our business needs.

We share TechScouts via email and/or on our public website. We try to align TechScouts off your capability areas. This information is only as good as the data you provide us. Last month, we sent out an email request to update your capability data. This request directly impacts the quality and alignment of TechScouts that are routed to our suppliers based on their technical expertise. You may consider going back to our late January email and providing us updated keywords, capabilities and team member contacts.

Once responses are in, the ISN team meets with the technical team with the requested need to determine which proposed solutions are feasible for the next level of engagement. These next engagements are typically (and in this order) 1) conduct a Virtual Tech Ten Talk (see page 12 for FAQs) 2) conduct a demonstration via WebEx; 3) sign an NDA for deeper discussion and 4) participate in a Financial Health Rating assessment with our third-party vendor RapidRatings (see our January newsletter for details on this crucial initiative); 5) a quoting opportunity.

We take a deliberate and phased approach with our technical and procurement team to deliver the right partner for each requirement. Please take a look at our current and archived TechScouts on the website. If you see a TechScout that aligns with your capabilities and you bring innovative approaches to solving our problem, you should connect with the ISN team.

Welcome Alyssa Marzilli to the Team

Alyssa Marzilli, located in Fairfax, Virginia, is joining our Innovation Sourcing Network team on a supply chain rotational program. She comes to us from the Digital Communications team where she was responsible for managing the General Dynamics Mission Systems social media channels as well as maintenance of the company website gdmissionsystems.com. Alyssa is a graduate of the University of Findlay in Findlay, Ohio, and was competitively selected through the Internal Opportunities System.

Reach out and introduce yourself and your capabilities to Alyssa by sending her an email: techscout@gd-ms.com
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.

Immediate Opportunities for Supplier Technical Solutions

Operational

Measuring Tool - Data Sheets requested by March 15, 2019
COTs measuring equipment to determine the distance/thickness of a wall/floor/ceiling with only having access to one side of the material.

Open Supplier Innovation Ecosystem
https://gdmissionsystems.com/techscouts

GENERAL DYNAMICS
Mission Systems
Defining Our Commodities – Operational and Electro Mechanical

What categories of equipment, products or services make up your commodity?
Please review the Operational and Electro Mechanical commodity equipment, products and services listed on the commodity chart provided on the next page.

How can a current supplier share updates with your team around product advances, new products or technologies?
What kind of information do you want from a supplier and in what format?
Current suppliers should share their technology roadmaps, product updates and capability data with the Innovation Sourcing Network™ (ISN) team who is organizing this information in our General Dynamics Mission Systems technology sourcing database. The ISN shares this information with our commodity, engineers, buyers and across commodity managers. We want and need to know about changes and updates, such as lead times, allocations, new equipment, new materials, new technologies and supplier personnel changes.

How often should our technical sales engineers engage with your commodity team?
What’s the right cadence?
Quarterly update meetings are ideal unless there is a significant change that we should know about immediately. Some of our suppliers conduct monthly technical sales briefings. These briefings provide great information to share with the ISN. You should also consider recording a Virtual Tech Ten Talk with our ISN team. The ISN team provides all the technology tools for you to conduct your talk from your desk. You don’t need to leave your office. Contact the Innovation Sourcing Network team via techscout@gd-ms.com to set up your recording appointment. Our technical team likes these bite-size conversations to learn what your new services or technologies.

Do you have an interest in our market outlooks, insights and lead times? How do these help your team?
Who should a supplier send these to?
Yes, General Dynamics Mission Systems is very interested in your insight on market trends, outlooks and lead times, and we appreciate your collaborative efforts to share this information. We need this information to ensure we can meet our commitments to our customers. The ISN is disseminating this information across our engineering, product development, capture and business development teams.

Should I work to build a relationship with other commodity teams?
If the products and services your company provides support other commodity’s endeavors (see pages 10 and 11 in this issue), we highly encourage you reach out to the other teams.

How does a new supplier get an opportunity to build a relationship with you and your team and quote opportunities?
The ISN is our first entry point for new suppliers. The ISN is our open supplier innovation ecosystem. Share your capabilities with the ISN, respond to a TechScout and record a Virtual Tech Ten Talk. These three ingredients help our team understand what your competencies are, and we begin to develop a relationship with your team that potentially will lead to teaming opportunities or quoting opportunities.

Contact Matt at:
matt.robertson@gd-ms.com
**ELECTRO MECHANICAL**

**Commodity Manager**
Matt Robertson

**Products**
- Antennas
- Audio Equipment
- Batteries & chargers
- Bells and Buzzers
- Circuit Breakers
- Display Optics
- Earphones
- Handsets
- Headsets
- Indicating Parts
- Microphones
- Populated Racks (Enclosures)
- Power Dist.
- Relays
- Speakers
- Surge
- Suppressors
- Switches
- Transformers
- UPS

**COMPONENT ASSEMBLY**

**Commodity Manager**
Matt Maisano

**Products**
- Capacitors
- Circuit board Assemblies
- Circuit boards
- Coil Forms
- Contract Manufacturing (Keypad Assemblies, Box Build, CCA)
- Delay Lines
- Flex circuits & Flex Assemblies
- FPGA Boards
- Fuses
- Inductive Devices
- Inductors
- LED
- Microcircuits
- PCB-Mounted: Amplifiers, Passive
- Attenuators, Passive filters, Transformers
- Populated Boards
- Resistors
- Semiconductors
- Substrate
- Tuners
- Tuning Cores

**BUSINESS PROCESS MGMT**

**Commodity Manager**
Stephanie Baker

**Products**
- Business Cards
- Mobile Devices
- Office Supplies
- P-Card Program

**INTERCONNECT**

**Commodity Manager**
Kevin Chapman

**Products**
- Back Shells
- Cable Assemblies
- Cables
- Computer Cables
- Connectors
- Cords
- Headers
- Holders
- Sleevings
- Sockets
- Terminals
- Wire

**TRAVEL**

**Commodity Manager**
Tracy Loper

**Products**
- Airlines
- Car Rental
- Hotel Event/Trade Show
- Support
- Ground Services (Airport Parking, Car Services)
- Hotels
- Travel Agency Services
- Travel booking
- Tech (Concur)
- Other Travel-Related Service
Virtual Tech Ten Talks – Conversation multipliers of your capabilities

Virtual Tech Ten Talks (VTTTs) are the conversation multiplier of your capabilities across General Dynamics Mission Systems. Your talking brochure. Make sure we are IN the know about your capabilities and technologies and record a 10-minute Virtual Tech Ten Talk today.

These conversations are enduring electronic means to share and spread your innovations and partnership ideas across General Dynamics Mission Systems. We use VTTTs as a way to open the dialog and conversations that ignite partnerships. In our December 2018 issue of ISN Newsletter, Vice President and Chief Technology Officer, Scott Blanchard, shared his thoughts on the importance of a two-way dialog. “The days of handing ‘requirements’ to suppliers and receiving quotes are behind us. We need to work collaboratively with our suppliers to solve our customer’s problem in a timely and cost-effective manner.” The Virtual Tech Ten Talk is our means to get this dialog going in a cost-effective manner for our partners and our team. Not to mention, since it is electronic its highly portable across team members and endures rather than a one-and-done talk.

You may ask why you want to conduct a Virtual Tech Ten Talk? Currently, we have a TechScout opportunity that nine potential partners are dialoging with us about innovative approaches. Only six of these potential partners took the time to conduct a Virtual Tech Ten Talk. These talks are discriminators for the team to engage with the prospective solution providers. It’s worth the investment to spend 30 – 45 minutes preparing your talking points and then the twenty minutes to record your session with the ISN team. Why not get ahead of the curve and conduct a VTTT with us today. Then when you respond to a TechScout, you have already taken care of the first engagement (see page 7 from this issue.)

Question: What content are you looking to feature in the Tech Ten Talks?

VTTT Answer: This is your 10 minutes to share your unique value/differentiator about your product or service. We recommend that you focus on a single technology area and share your expertise. Do not share any proprietary information. Consider this your extended elevator speech with one of our technical team members. We want to understand your technical chops and what sets you apart from your competitors; however, do not reveal any secret sauce. Please be sure to include a brief segment of your talk on your company demographics (for example: headquarters, locations, clearances, small business class certifications, quality certifications, past performance, relevant experience, etc.)

Question: Who is the target audience for the Tech Ten Talks?

VTTT Answer: The talks are shared with:
- **Capture Teams** – These teams are working 18-24 months in advance of opportunities and are looking for potential teammates.
- **Engineers** – Our talks are shared with our engineers who are building our technical solutions.
- **Procurement Team** – VTTTs provide valuable information to our procurement team. This is an opportunity to showcase the full scope of your capabilities.
Make sure we are

IN

the know about your capabilities and technologies

Virtual Tech Ten Talks

VTTTs

VTTTs are the conversation multiplier of your capabilities across General Dynamics Mission Systems.

Your talking brochure.

Schedule your recording time now - techscout@gd-ms.com
Craig Hicks
Material Estimator within Bidding & Estimating

Craig works out of Marion, Virginia. He has been with the company for three years.

What led you to a career in Supply Chain Management?
A friend and co-worker I met, while previously working as a contractor as a material handler with General Dynamics, contacted me. There was an open position in the Bidding & Estimating group in what was the beginning of an ever-evolving career working on proposals.

What has been your most rewarding experience at General Dynamics Mission Systems?
General Dynamics has fostered growth in my personal career that has enabled me to recently move to Marion, Virginia, from Scottsdale, Arizona, in order to provide direct Bidding & Estimating support. This has been an amazing and rewarding experience so far.

In your opinion, why are relationships with suppliers so important to the Supply Chain Management mission?
Relationships with suppliers are invaluable to the Supply Chain Management mission because it is a relationship built upon mutual goals, and a team working towards the same vision is more efficient than any one singularity.

What would people never guess that you do in your role?
Identify risks to the program including lead time against schedule, Cyber DFARS compliance or possible risks a supplier might pose.

How do you contribute to achieving an integrated supply chain?
I try to contribute to an integrated supply chain by helping programs to understand as much as possible about suppliers throughout the purchasing process.

What motivates you?
Knowing that my small role is on the forefront of winning business, contributing not only to my career, but also the careers of many people.

How do you balance your career and personal life?
As difficult as it can be, I try to disconnect from screens when possible to focus and be grateful for the simple things.

A perfect day would be?
On my dirt bike with unlimited fuel.
Lisa Finneran brings a passion for the ground-breaking work our engineers do every day and a desire to move us forward.

We spoke with Lisa about what inspired her interest in engineering as well as her goals, priorities, values and leadership philosophies.

Tell us a little about your background ... what path led you to General Dynamics Mission Systems, and what experiences have led you to where you are today?

When I was in high school and through college, I worked for a defense contractor on a program called the Nuclear Test Personnel Review. I didn’t know anything about nuclear weapons or testing. The program reached out to anyone who witnessed testing of our nuclear capabilities in the 1950s, and 60s. The government was interested in correlating the witnessing of nuclear testing to cancer. I talked to the most amazing people who witnessed the testing. Some were just driving through Nevada during the testing while others were men on surface ships in the Pacific (who recounted explosions so bright that even though they turned away from the blast and covered their eyes they could see their own bones and those of the person in front of them).

That experience really sparked my interest in nuclear engineering, and I thought that’s what I wanted to do. When I went to college at Virginia Tech, I fell in love with computer science. And it proves how impressionable you can be at a young age and how important it is for students to be exposed to experiences in the STEM (Science, Technology, Engineering and Math) fields as early as possible, to inspire them to pursue careers in the industry.

I have been with General Dynamics Mission Systems for fifteen years. Before coming here, I was the senior vice president and chief technology officer (CTO) for the Software Productivity Consortium. The Consortium was a nonprofit organization formed by the aerospace industry to address what was coined the “software crisis.” Software was becoming more prevalent in everything we develop and was unpredictable. General Dynamics was one of the founding members, and I always liked the way General Dynamics was run as a company.

Shortly after 9/11, General Dynamics approached me to work for them. Like most Americans, 9/11 impacted me deeply, and I wanted to do whatever I could to help secure the safety of our great nation. I jumped at the opportunity, and quite frankly, have never looked back!

I was originally hired to run the integration of a large legacy GDAIS business. When I interviewed for that position, I was asked what I wanted to do after the integration efforts. That was a really easy answer for me – I wanted to be a director of Engineering. I eventually became the director of Engineering for our Maritime business and eventually a business leader for Strategic Systems, the Maritime & Strategic System business area focused on providing full lifecycle support for strategic nuclear ballistic guidance and weapon control systems.

General Dynamics Mission Systems has unbelievable talent and capabilities, and I am truly honored and humbled to have been selected for the Engineering vice president position. We are an engineering company – the products and services we provide for our nation and allies are simply eye watering.
What are your long-term strategic goals for Engineering?

I want to make sure our customers can count on us for thought leadership, innovation and meeting their needs by delivering timely products and services. Our customers love us, and we want to make sure they have no reason to look anywhere else.

Also, I love interns. I love meeting with the interns and talking with them and getting them excited about coming back to work. In my previous position with Strategic Systems, I mentored a dozen or so of our less-experienced engineers, and I think I’ve learned more from them than they do from me. I invite engineers to contact me at any time. In fact, I believe we need to be more of a “teaching hospital” for our engineers. It’s a great way to share broader context and cascade the passion – attitude is contagious!

You spelled out the key principles of your leadership philosophy: Connect our employees to our customer’s missions; empower our leaders to develop the right solutions; ensure that our employees have the right skills and tools to perform their work; and honor our commitments. Could you elaborate on the importance of these principles?

I strongly believe that we need to connect our engineers to our customer’s mission on day one. That context is so very important – especially given that we don’t execute their mission but provide solutions that do! From the bottom of the ocean floor to the depths of space, we play a part in that entire realm. If you do not understand that what you are developing gets deployed on the ocean floor, or is installed in a platform to be used for warfighting, or is being used to protect Americans from exploitation, or is launched into space, how can you engineer a solution that will be successful?

Once you understand the overall mission, you develop more of a sense of pride and importance. I believe strongly that we need to ensure our engineers are trained properly – we need to make strong investments in our folks. Customers will continue to provide business opportunities to those who honor their commitments.

I absolutely love what I do, and I want every engineer to feel that way I do about what we do. And they want to come to work because they are challenged and want to be a part of doing really great things that truly matter.

We understand you have an affinity for “I” words. Imagine, Inspire and Innovate. How do you want our teams to imagine with our partners? What does that look like?

Our partners are integral to how we imagine, inspire, and innovate. Our partners bring a broader market and technology perspective in many cases to our solutions. They help us innovate in ways that we cannot innovate on our own – by either customizing a product for our application or providing an off the shelf solution allowing us to focus on providing our expertise to our customer’s problem sets.

What is your vision of a successful innovation with our partners and suppliers?

Alignment around strategies and commensurate/joint investments. Specific technology areas that we need true partnership and investment are: machine learning/artificial intelligence, cloud computing, augmented/virtual reality and quantum computing.

What inspiration do you hope our partners will bring to us around machine learning, artificial intelligence and cloud computing?

These are all important technology trends that are heavily influencing our General Dynamics Mission Systems strategies. Getting back to the three words around imagine, inspire, and innovate – we collectively need to imagine what the future brings, innovate around these technologies for those future needs, and each be inspired on how these technologies can solve our customer’s needs. When we truly embrace and cultivate a partnership with our suppliers, we create a win/win/win!
General Dynamics Mission Systems is excited to announce a **NEW** supplier management and onboarding tool called **Supplier 360**. This online tool will provide an interface that makes doing business with General Dynamics Mission Systems simple and convenient. The system features will include:

- Electronic communication with suppliers
- An automated and streamlined supplier onboarding process
- Supplier self-service administration of information including representations and certifications
- Supplier capabilities identification and tracking
- Auto certification tracking
- Secure upload and download file capabilities

Stay tuned for upcoming information regarding the rollout of this new supplier portal, including training and access information.
SECURITY

Cyber Security Safeguarding Covered Defense Information (CDI)

This requirement states that DoD contractors who process, store or transmit Covered Defense Information (CDI) on the contractor’s information system, must meet the security requirements. The only exception is for those contracts solely for the acquisition of commercially available off-the-shelf (COTS) items. This clause is a required flow-down for our suppliers.

Additional information for suppliers is available at: https://gdmissionsystems.com/about-us/suppliers/terms-and-conditions/cybersecurity-for-suppliers
Here, the future is born.

General Dynamics is currently hiring manufacturing and engineering positions at our Pittsfield, MA location. Come join a company that offers challenging, exciting work that is essential to our national security.

Learn more and apply at: gdmissionsystems.com/PittsfieldMA

GENERAL DYNAMICS
Mission Systems

General Dynamics is an Affirmative Action employer that is committed to hiring a diverse and talented workforce.