The Supplier News and Information Center

Risk Management Team

Commodities

IT Hardware/Software Commodity Team

Supplier Management Portal

Buyer Feature

Get to Know the Team

TechScout
This pandemic has had a major impact on the exchange of goods throughout the world. Let us think of a supply chain as a supply network. Groups of manufacturing facilities are connected by transportation routes with several storage nodes along the way.

In this pandemic, manufacturers that rely on labor-intensive processes that require people to work closely together have been disrupted because of social distancing requirements. For example, many of our suppliers are building highly complex electronic components that rely on suppliers three tiers down the supply chain. These complex products require people to be located close together and work across manufacturing lines. This goes against social distancing guidelines and can force a supplier to stop operations. For other manufacturers, perhaps it will not be labor or raw materials that are in short supply, but the ability to have their product delivered. For example, transportation routes are at risk of disruption if truck drivers become sick. It’s difficult to predict exactly where disruptions will be felt the most, but specific supply chains have been affected.

General Dynamics Mission Systems is not immune to these problems, and we are very appreciative to those suppliers who have kept their operations open. We ask that you continue to deliver on your commitments during these trying times as our service men and women are counting on us to deliver the products and solutions to keep them out of harm’s way. Stay safe and healthy, and thanks for everything you’re doing for Mission Systems and all of our front line responders.
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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.
As it has been communicated to our supply base, we would like to emphasize that General Dynamics Mission Systems remains operational during the coronavirus (COVID-19) pandemic, ever committed to our mission to serve critical mission systems to our defense, civil government, intelligence and cyber security customers.

Although the continued spread of COVID-19 presents unprecedented challenges, we are dedicated to remain on course to fulfill the needs of our customers. We understand that you are also trying to navigate the uncharted waters of local government mandates and other actions enacted to protect and serve all of us. To assist you in traversing those waters, we are sharing guidance from the Department of Homeland Security that we expect all of our suppliers to understand as we commit to maintain a functioning supply chain. Our collective work is essential to the defense industrial base and our nation’s security. We expect that you will continue to perform in furtherance of the obligations and terms of your purchase order(s) and contracts with General Dynamics Mission Systems.

In accordance with the Department of Homeland Security regulations, suppliers supporting the national defense, communications and manufacturing in provisioning these critical sectors are designated as part of the Essential Critical Infrastructure Workforce. The important work you perform for our General Dynamics Mission Systems impacts the United States’ national security and the safety of United States citizens worldwide.

To discuss further or address any questions, contact your Supply Chain relationship manager (i.e. purchasing agent, subcontract manager) or contact the General Dynamics Mission Systems Supply Chain Risk Management team, SupplyChainRisk@gd-ms.com.

For up-to-date news on COVID-19 and copies of our communications, visit: https://gdmissionsystems.com/about-us/suppliers/news
## Commodities

### Operational

**Commodity Manager**
Matt Robertson

**Products**
- Active Attenuators
- Adhesives
- Air Circulators & Blower Eq.
- Asset Tools
- Bandpass Filters
- Chemicals, Lubricants & Grease
- Chillers
- Compressors & Vacuum Pumps
- Controls
- Converters (RF) - Up and Down
- Electron Tubes
- Explosive Devices
- Fan & Fan Assemblies
- Furniture - Lab Generating Parts
- Generators
- Inspection Gages
- Inverters
- Isolators - RF
- Jacks
- Limiter - RF
- Manufacturing & Machine Tools
- Manufacturing Equip. & Mach.
- Material Handling Equipment
- Motors
- MRO Optical Instr.
- Oscillators (Crystal)
- Packaging & Packaging Supplies
- Paint
- Pallets, Crates & Lumber
- Power Amplifiers
- RF (Not Component Level)
- Radar Eq.
- Radio & Comms Eq.
- Refrigeration - Cooling & Heating
- RF Assemblies
- RF Circulators
- RF Filters
- RF Mixers
- RF Switches
- Sensors
- Shelters
- Shop Floor Supls. & Cons.
- Sonars
- Standard Pkg. Supplies
- Tape
- TCXO
- Test Equipment & Calibration
- TLNB
- Trailers
- TWTA
- VCOs
- Vehicles
- Waveguide

### Mechanical

**Commodity Manager**
Susan Carpenter

**Products**
- Actuating Levers
- Antenna Masts
- Arms
- Bearings
- Bellows
- Bolts
- Brackets
- Calibrated parts
- Cam Follower Parts
- Cams
- Casters
- Castings
- Chassis and Bases
- Container Hardware
- Custom Fabric Parts
- Custom Packaging
- Decals
- Disks
- Drive Belts
- Drums
- Enclosure parts
- Eyelets
- Fan Blades and Rollers
- Fasteners
- Fastening Parts
- Firing Pins
- Flat Mechanical Parts
- Gaskets
- Gears
- Glass Parts
- Grymmets
- 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 and Spools
- Shafts
- Sheet Metal
- Shielding parts
- Springs
- Tags and Instruction Cards
- Washers
- Wheels

### Services

**Commodity Manager**
Tracy Loper

**Products**
- Commercial Services
- Engineering Services (Including Testing)
- Environmental Health & Safety
- Facilities Support Services
- Security Services
- Fleet Management
- Support Services
- (Staffing Categories, Recruiting, Training)
- Marketing/Advertising
- Professional Consulting
- Agreements
- Telecom
- Trade Show Services Support
- University R&D/Capstone Agreements

### IT HW and SW

**Commodity Manager**
Cindi Wong

**Products**
- Cameras
- Computer Hardware
- Hardware Services
- Keypad Assembly (Standard Offering)
- Networking
- Networking Switches
- Optical Transceiver
- Routers
- Servers
- Software Commodities
- Storage Video

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**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

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**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

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**BUSINESS PROCESS MGMT.**

**Commodity Manager**
Stephanie Baker

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

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**INTERCONNECT**

**Commodity Manager**
Matt Robertson

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

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**TRAVEL**

**Commodity Manager**
Tracy Loper

**Products**
- Airlines
- Car Rental
- Ground Services (Airport Parking, Car Services, etc.)
- Hotel / Lodging

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The IT Hardware/Software Commodity team is responsible for managing all aspects of supplier engagements and procurement execution with Original Equipment Manufacturers (OEMs), distributors and value-added resellers for commercial-off-the-shelf information technology products and services for direct (sell-through) and indirect (sell-to) requirements. We collaborate closely with all General Dynamics Mission Systems lines of businesses, IT organization and the SCM Strategy & Capture Team to provide competitive solutions to meet business objectives.

As IT technology has, and continues to, shift from distinct hardware and software offerings to solutions-based offerings that includes hardware, software and services, our team is aligned to three focused areas to address the breadth of products and services: Strategic Agreements, IT hardware, and IT software.

Strategic agreements are negotiated and managed with major suppliers that have high impact to our business. These complex agreements provide us with the foundation to drive mutual growth, streamlines execution of requirements for General Dynamics Mission Systems, and may be joined by other General Dynamics business units.

Managing procurement execution from source selection to PO closure is just the tip of the iceberg for our team. The Software Licensing specialists review and negotiate licensing terms, often in coordination with IT Hardware, IT Cyber Security, IT Software Asset Management, Programs, Subcontracts, Contracts, Export, Legal and Finance. Our team is responsible for leading and managing relationships and performance (on-time delivery, cost, service levels) of all IT Alliance/Strategic/Critical suppliers. OEM/channel authorization verification is a critical element of our day-to-day processes to mitigate fraudulent/counterfeit risks that are prevalent in the IT commodity.

About the Team
Cindi transitioned from leading the Supply Chain Risk Management team to lead the IT Hardware/Software Team in January 2020. Cindi has a deep knowledge of the IT commodity and brings strong relationships with key suppliers and internal stakeholders. She has been with General Dynamics for 18 years.

Key Contacts
IT Hardware/Software Commodity Manager: Cindi Wong
IT Software Manager: Pat Ager
IT Hardware Manager: Brad Seitzer
Supplier Information Management means the end of time-consuming follow-up phone calls and repeated emails requesting missing information. With Supplier 360 participation, suppliers provide their up-to-date information, which we use for issuing POs, reviewing payment information and communicating important new requirements and news.

With all that is happening in our supply chain universe, it is imperative that we are able to communicate and collaborate effectively with you. This requires you to provide up-to-date contact information.

We are facing unprecedented new challenges and out-of-date data can be an obstacle to us all. Please accept this invitation to participate in our Supplier 360 portal by contacting us at S360@gd-ms.com. We continue to invite supplier participation through activation campaigns for our supplier base, so acknowledge these invitations and respond accordingly. We welcome proactive requests for participation and appreciate this as we begin to evaluate necessary measures of compliance.

See the latest information and quick start guides here: https://gdmissionsystems.com/about-us/suppliers/s360

Thank you for your cooperation. We look forward to building the future together. If you have any questions or concerns, do not hesitate to contact S360@gd-ms.com.
A Conversation with Our Buyers
John works in Scottsdale, Arizona. He has been with the company 32 years.

What technologies or capabilities are you seeing most often in your commodity?
Almost all of my General Dynamics customers need to address virtualization concerns. A supplier that is up to date on how technology is currently being used is a must.

What line of business do you support most often?
Ground Systems and Space and Intelligence Systems

What separates a good supplier from a great supplier?
Resellers that have experts available to answer questions regarding the various major Original Equipment Manufacturers (OEMs) they resell. If they do not have a resource they then are able to direct us quickly to the OEM person that can help.

OEMs that take the time to understand our needs. Suppliers that do not nickel-and-dime us after approvals to use their product obtained from our customer.

Companies that understand our business as a systems integrator and allow for that in their End User License Agreements.

Contact John Kellar at:
John.Kellar@gd-ms.com

Industry Events Supply Chain Management Attends
Stay tuned for the list of events for 2020!
Kathleen works in Scottsdale, Arizona. She has been with the company 35 years.

**What led you to a career in Supply Chain Management (SCM)?**
I started my college studies at Arizona State University pursuing a degree. The program offered in the Home Economics College was not challenging enough to keep my focus, so rather than dropping out, I switched to the College of Business. I took each of the required core classes and discovered that I was most excited by production operations management (POM). I earned my Bachelor’s degree, and the rest is history! The POM program has since evolved to Supply Chain Management.

**What has been your most rewarding experience at General Dynamics Mission Systems?**
My most rewarding experience is not a single, specific project or accomplishment, but rather an ongoing and constant one: working with the people of GD – appreciating the talent and dedication, collaborating creatively, learning new things, knowing that our common end goal is to support the front line.

**In your opinion, why are relationships with suppliers so important to the SCM mission?**
Suppliers bring resources, experience, expertise and perspectives that we don’t have. They complement our knowledge, skills, and abilities.

**What would people never guess that you do in your role?**
Read. Every. Word. Of a License Agreement (and understand most of it). People might guess that because it is a major part of my role, but they may not believe it!

**How do you contribute to achieving an integrated supply chain?**
In addition to my primary role, I have had the privilege of working on cross-functional teams to design and implement processes and tools that address upstream and downstream functions and requirements, and current tactical and strategic use of information, making it easier, faster, better for all links in the chain.

**What motivates you?**
Working together to solve puzzles, resolve problems, fix things – from big things like major overhauls of policy and procedures and processes, and multi-year, cross-GD agreements, to smaller things like expediting an order for much-needed software.

**How do you balance your career and personal life?**
I de-stress by spending time with family – we love camping, hiking, and family meals; crafting – sewing, knitting, beading; reading – love a good mystery; learning new things; and just being in the moment – breathing, counting my blessings.

**Perfect day would be?**
Finishing every item on my to-do list for that day, be it for home or work, leisure or business, without having a new item taking a higher priority. (I can dream, can’t I?)
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.
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Current Open TechScouts

Small Motors and Amplifiers

In order to drive smaller (2.4 to 5.0m) AZ/EL or X/Y antennas for commercial applications, a cost effective motor and drive amplifier solution is required. Power requirements are expected to be <=1HP (750W). The motors can be enclosed or open frame and intended for geared or direct drive applications. The drive amplifiers can be separate or integrated with the motor.

Future Low Earth Satellite Ground Systems

We are searching for innovative ideas on: architectures for ground systems in the cloud, elements of a ground system in the year 2030, data-sharing models for multi-data usages, data processing on orbit, methods or technologies to automate mission operations, sustainment and maintenance, and automated algorithm implementation and development.

For More Information, visit gdmissionsystems.com/techscout