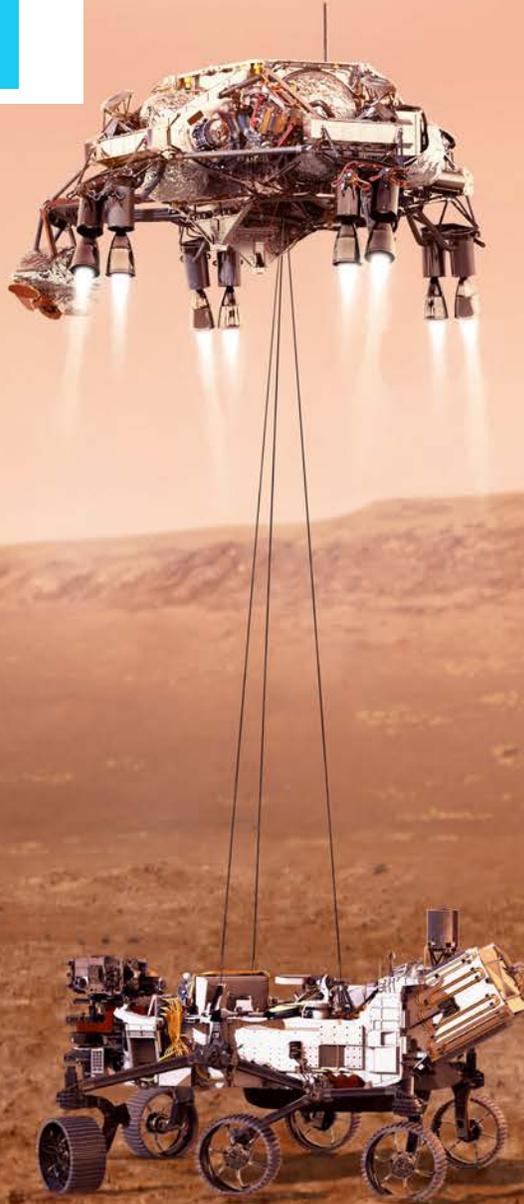


IN™

**INNOVATION
SOURCING
NETWORK**

**Innovation
Sourcing
Network
Monthly**

Mar/Apr 2021
Vol 5, Issue 2



Electromechanical Goods

Buyer Feature

**Supplier Performance
Risk System**

**NASA's Perseverance
Rover**

Supplier 360

Open TechScouts

Get to Know the Team

GENERAL DYNAMICS
Mission Systems



Scotty Miller II
VP, Supply Chain Management

At General Dynamics Mission Systems, our Supply Chain Management (SCM) team is a critical player in our operations. To capitalize on our technical and market success, our team executes large-scale projects that will define the bottom line for the company. The teams within the department include procurement and fulfillment, supplier development and quality, logistics and stockroom. As Mission Systems continues to

grow our overall market share, our SCM team positions us to maximize valuation, fuel growth and ensure achievement.

Our electromechanical team works collaboratively with internal teams on sourcing strategy and market analysis, as well as conducting trade-off analysis reviews and supplier roadmaps with engineers. Our teams evaluate, assess, develop and manage our supply base to enable quick prototype deployment from new product development through introduction to scalable production for electromechanical systems. Our teams champion value-add and value engineering projects to improve part quality and reduce cost, while engaging with critical supplier technical teams.

In today's environment, it is critical that we partner with our electromechanical supply base and provide accurate demand planning to our partners. We are developing new tools and process's to better engage our partners with accurate and timely requirements. We are doing better but can always improve. You have our commitment that we will work with our electromechanical



Industry Events Supply Chain Management
SCM Events 2021

| DATE | EVENT | LOCATION | SCM ATTENDEE |
|--------------|---|----------------------|-----------------|
| May 17-21 | Special Operations Forces Industry Conference (SOFIC) | Virtual | Brian Slaughter |
| June 29-30 | AFCEA West | San Diego, CA | Brian Slaughter |
| August 2-4 | Sea-Air-Space Navy League Expo | National Harbor, MD | Brian Slaughter |
| August 17-19 | AFCEA TechNet | Augusta, GA | Brian Slaughter |
| August 23-26 | Space Symposium | Colorado Springs, CO | Brian Slaughter |
| October 5-8 | GEOINT Symposium | St. Louis, MO | Brian Slaughter |

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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

Supplier Performance Risk System Self-Assessment Requirements

Defense Federal Acquisition Regulation Supplement (DFARS) 252.204-7019 and 252.204-7020 require that all contractors maintain a current Department of Defense (DoD) assessment score (less than three years old), using the [DCMA assessment methodology](#) in the DoD Supplier Performance Risk System (SPRS), and that prior to awarding contracts/subcontracts involving Controlled Unclassified Information (CUI), the contracting organization must confirm that a current DoD assessment score is in SPRS. To the extent these clauses are included in new GDMS

prime contracts, these obligations will flow to all organizations in the supply chain who manage CUI with their subcontractors.

Our General Dynamics Mission Systems [external web page](#) for suppliers has been updated to include information related to these requirements. The Cybersecurity for Suppliers page has a link to a helpful guide:

- Refer to [COMPLIANCE WITH DFARS 252.204-7020 NIST SP 800-171 DoD ASSESSMENT REQUIREMENTS](#) for additional information

Question: How do I perform a self-assessment and get a score to submit?

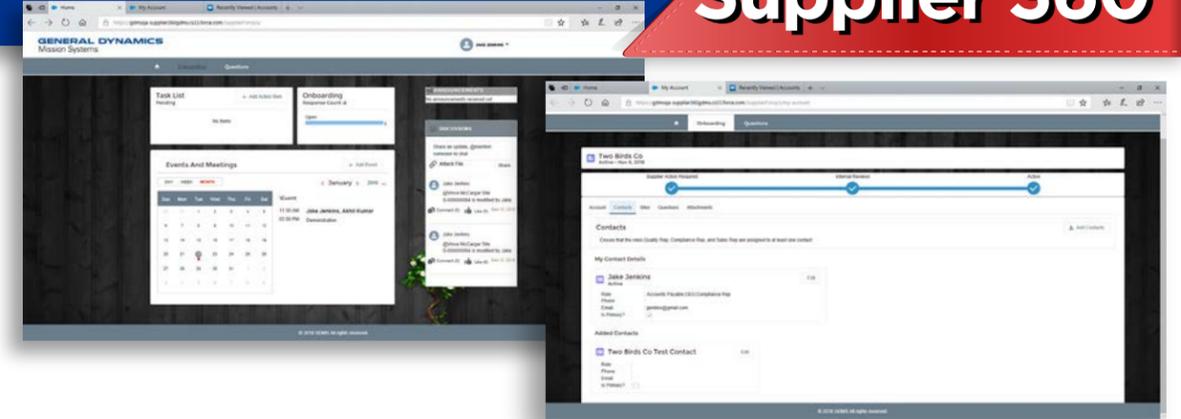
Check out the links below for resources you need to build your security program and do a self-assessment. Note: If you do not have a cybersecurity expert on staff (or a consultant), you do not have the pre-requisite knowledge to perform this. Get help.

For official instructions, see the following sources:

- [Defense Federal Acquisition Regulation Supplement: Assessing Contractor Implementation of Cybersecurity Requirements \(DFARS Case 2019-D041\)](#)
- [NIST SP 800-171 Assessment Methodology, Version 1.2.1 \(see Annex B\)](#)
- [SPRS 800-171 Quick Entry Guide](#)
- [SPRS 800-171 FAQs](#)
- [DoD Acquisition Cyber FAQs](#)
- [DoD Acquisition & Sustainment website with additional guidance for contract officers](#)
- [PIEE Vendor "Getting started" step-by-step registration](#)
- PIEE Helpdesk: +1 866-618-5988

General Dynamics Mission Systems Doing Business With Us

Supplier 360



Supplier 360 is changing the way we interact and collaborate with suppliers. By implementing our web-based, secure, supplier-management platform, we've improved supplier onboarding, streamlined the data collection processes and improved our ability to strategically collaborate with suppliers based upon their capabilities and strengths. Combined with our risk-avoidance systems, we are forging a stronger than ever supply chain with proven results in the Covid-19 era. To get signed up and join the digital team visit us at:

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

We are actively campaigning to achieve 100% registration with our vendor supply base, and you will be contacted if you currently do business with General Dynamics. Onboarding is easy: all you need is a web browser to activate your account. It should take about **5 minutes** to complete. We welcome supplier proactivity! Just ask your General Dynamics Mission Systems' Supply Chain contact to send you an invite via email as a new supplier through Supplier 360, or email us at S360@gd-ms.com.

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

Regards,
General Dynamics Mission Systems Supplier Chain Management Team

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.



Ed Harkins

Operational Commodity Manager

The Electromechanical Commodity has been recently absorbed under the Operational Commodity team to help drive Supply Chain efficiency and effectiveness. Our eight procurement professionals assigned to source traditional operational products (chemicals, radios, trucks, trailers, test equipment, adhesives, generators, shelters, motors) have also supported our electromechanical needs in the past. With electromechanical products that

include antennas, audio equipment, batteries, power distribution and supply, relays and switches, the team has been seasoned to support an extraordinarily wide array of business needs across the General Dynamics Mission Systems lines of business. Thus, an inherent synergy existed to couple these teams under one umbrella.

Given the dynamic and extensive nature of the Operational Commodity, close collaboration with the lines of business and functional departments is an absolute necessity to provide competitive solutions that meet business objectives. We are responsible for developing and executing sourcing strategies to obtain the best products in terms of best value, delivery schedule and quality that meet our requirements.

As varied is the commodity, so is our supplier base that includes original equipment manufacturers (OEMs), distributors and authorized resellers comprising both small and large businesses. Supplier relationship management is at the heart of our culture where, through rigorous and consistent application of our core principles and processes, we create positive experiences that contribute to mission success. This backdrop amplifies the most common and striking characteristic of the team: the ability to navigate through a commodity and supply base that is incredibly diverse, encompasses a wide range of system and operational requirements and evolves on a continuous basis.

About the Team:

Ed assumed management responsibilities for the Operational Commodity in September 2020 in addition to his roles leading Strategic Alliance Agreements and our Vendor Managed Inventory portfolio. Ed brings extensive supplier relationship management to the team, having worked directly at supplier/subcontractor facilities cultivating strong partnerships. He has been with General Dynamics for 23 years.

Key Contact:

Ed Harkins, Operational Commodity Manager: ed.harkins@gd-ms.com

Adam Benoit, Operational Commodity Supervisor: adam.benoit@gd-ms.com



Sharon Ward

Operational, with a focus on electromechanical goods

A Conversation with Our Buyers

Sharon works in Taunton, Massachusetts. She has been with the company for 34 years.

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

I most often see procurements that support communication technology and capabilities. We provide power solutions that support various products. I have noticed that some of the newer power solutions must support greater environmental tolerances (i.e., higher and lower temperatures, higher altitude ranges), or they must be much smaller than previous versions. These power solutions support products such as hardened computers, radios, antennas, encryption devices or even communication equipment installed in vehicles. When you look at the big picture and think of our end customers, you really realize how important it is to provide the correct, reliable and safe equipment for whatever product we are supporting because of the importance to its mission.

What lines of business do you support most often?

Ground Systems (GS) and Cyber Systems (CS)

What separates a good supplier from a great supplier?

In my opinion, a great supplier:

- Considers itself a teammate with General Dynamics
- Provides delivery data prior to the delivery date
- Explains why a delivery is late
- Responds to request for quotes (RFQs) on time and provides all information requested, including price justification documentation, lead time and quantity discount structure
- Provides reliable products
- Thoroughly reviews specifications and requirements when developing a new product with General Dynamics and actively participates in the engineering, program and procurement discussions
- Has a positive attitude
- Utilizes time management during communication

Contact Sharon at:

Sharon.Ward@gd-ms.com

Commodities

OPERATIONAL

Products

Active Attenuators
Adhesives
Air Circulators
& Blower Eq.
Asset Tools
Chemicals,
Lubricants
& Grease
Chillers
Compressors &
Vacuum Pumps
Controls
Electron Tubes
Explosive Devices
Fan & Fan
Assemblies
Furniture - Lab
Generating Parts
Generators
Inspection Gages
Inverters
Jacks
Manufacturing &
Machine Tools
Manufacturing
Equip. & Mach.
Material Handling
Equipment
Motors

MRO
Optical Instr.
Packaging
& Packaging
Supplies
Paint
Pallets, Crates
& Lumber
Radar Eq.
Radio &
Comms Eq.
Refrigeration
- Cooling
& Heating
Shelters
Shop Floor
Supls. & Cons.
Sonars
Standard
Pkg. Supplies
Tape
Tents
Test Equipment
& Calibration
Trailers
Vehicles

MECHANICAL

Products

Actuating Levers
Antenna Masts
Arms
Bearings
Bellows
Bolts
Brackets
Calibrated parts
Cams
Cases
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
Part
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 and
Spools
Shafts
Sheet Metal
Shielding parts
Springs
Tags and
Instruction
Cards
Washers
Wheels

ELECTRO MECHANICAL

Products

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

COMPONENT AND ASSEMBLY

Products

Bandpass filters
Capacitors
Circuit board
Assemblies
Circuit boards
Coil Forms
Contract
Manufacturing
(Keypad
Assemblies, Box
Build, CCA)
Converters (RF) -
Up and Down
Delay Lines
Flex circuits &
Flex Assemblies
FPGA Boards
Fuses
Inductive Devices
Inductors
Isolators - RF
LED
Limiter - RF
Microcircuits
Oscillators
(Crystal)

PCB-Mounted:
Amplifiers,
Passive
Attenuators,
Passive filters,
Transformers
Populated
Boards
Power Amplifiers
RF (Not
Component
Level)
Resistors
RF Assemblies
RF Circulators
RF Filters
RF Mixers
RF Switches
Semiconductors
Sensors
Substrate
TCXO
TLNB
Tuners
Tuning Cores
TWTA
VCOs
Waveguides

COMPOSITES

Products

Diverter Strips
Dry Fabric/Roving/
Non-Woven
Material
Honeycomb Core
Prepregs & Prepreg
Tapes
Radome Bagging Materials
Thermal Barriers

INTERCONNECT

Products

Back Shells
Cable Assemblies
Cables
Computer Cables
Connectors
Cords

Headers
Holders
Sleeving
Sockets
Terminals
Wire

SERVICES

Commercial Services
Engineering Services
(Including Testing)
Environmental Health
& Safety
Facilities Support
Services
Security Services
Fleet Management
IT Support Services

Marketing / Advertising
Professional Consulting
Telecom
Trade Show Services
Support
University R&D/Capstone

IT HARDWARE AND SOFTWARE

Products

Cameras
Cloud Platform
Cloud Infrastructure
Cloud Solutions
Computer Hardware
Hardware Services
IT Hardware &
Software Maintenance

Networking
Networking Switches
Optical Transceiver
Routers
Servers
Software
Storage
Video

HR SUPPORT SERVICES

Recruiting
Staffing
Training

BUSINESS PROCESS MGMT

Products

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

TRAVEL

Products

Airlines
Car Rental
Ground
Services
(Airport
Parking, Car
Services, etc.)
Hotel / Lodging
Meeting/
Events
Sourcing
Support

Other
Related
Travel
Support
Services
(Agency,
Technology,
etc.)



Songvit (Vit) Taweepoljaroen

Subcontracts Management

Vit works in Fairfax, Virginia. He has been with General Dynamics Mission Systems for 14 years.

What led you to a career in SCM?

I learned about SCM my senior year of high school and developed an interest with the entire lifecycle, from purchasing materials, developing products and building supplier relationships, to all of the logistics involved from start to finish. I continued my education and graduated from Arizona State University with a B.S. degree in supply chain management.

What has been your most rewarding experience at General Dynamics Mission Systems?

I am grateful for being a part of the General Dynamics family and appreciate the many talented employees who have shared their professional experiences with me. Their willingness to share knowledge is invaluable and helps me grow in my professional and personal life. Building relationships internally and externally has been rewarding as our teamwork is extremely important in achieving success with our customer.

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

In my opinion, building relationships with suppliers and stakeholders, no matter how simple or complex the product or service, will increase visibility on technical, schedule, cost and risk topics. Discussing the topics will create transparency and opportunity for General Dynamics to collaborate with the supplier and work through unexpected challenges when known. Suppliers are the extension of our supply chain and remain critical with executing our customers' mission.

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

Throughout my career in SCM, I have had many exceptional mentors teach me the ropes and expand my potential to learn and grow. I try to do this same knowledge sharing with my mentees.

How do you contribute to achieving an integrated supply chain?

I listen to our leadership strategic outlook and live the One Vision, One Mission, One Supply Chain as I support the programs. If I do not have the answer, I will ask for guidance from my mentors, research our SCM portal on my own or ask the other SCM teams for support. I always follow up with the person who inquired about a specific topic and do what I can to work the details.

What motivates you?

Maintaining a good reputation and attempting to do the best job that I can executing requirements.

How do you balance your career and personal life?

COVID-19 has prevented me from having much of a social life beyond my family so I have invested the extra time working on my career growth.

A perfect day would be?

Spending time with my wife and our two Frenchies.

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

Lightning Suppression Design Consultant

General Dynamics Mission Systems is seeking a supplier to provide a lightning suppression system at Subbase Kings Bay, GA. Recommendations are needed for reducing the damage to equipment from lightning strikes.

Thermoforming Machined Plastics

General Dynamics Mission Systems is seeking a partner to fabricate various machined plastic components using Royalite R85/21 ABS-Blue PMS 280. Must have thermoforming and machine capability.

For More Information, visit gdmissionsystems.com/isn



General Dynamics Transponders Land On Mars Aboard NASA's Perseverance Rover

Article published 2/15/2021 by General Dynamics Mission Systems



Two General Dynamics Small Deep Space Transponders and a power amplifier will help NASA's Perseverance Rover explore Mars. The transponders are the rover's communications link to NASA, transmitting data and images over 100 million miles back to Earth. (Image Credit: NASA)

After a more than 7-month journey through deep space, NASA's Mars 2020 Perseverance rover successfully landed on Mars on February 18, 2021.

Perseverance is designed to explore the Red Planet and send data about its discoveries back to scientists on Earth. The rover will begin by surveying its landing site, Jezero Crater, a 28-mile wide crater that scientists believe was once flooded with water, and search for potential signs of past life while collecting and storing rock and soil samples for future NASA missions.

The rover is about the size of a car and will carry Ingenuity, a helicopter that is designed to test the first powered, controlled flight on Mars. Perseverance is the most sophisticated rover NASA has ever designed and will carry two microphones to capture and transmit sounds from the Red Planet for the first time. The Mars 2020 mission is planned to last for at least one Martian year, which is the equivalent of 687 days on Earth.

About Our Technology

For the Mars 2020 mission, General Dynamics Mission Systems' contribution includes two [Small Deep Space Transponders \(SDSTs\)](#), our current generation deep space transponder.

The SDST (on next page) provides a crucial communications link directly between the rover and Earth. Our transponder is used to send the stored rover data via the Deep Space Network at high data rates, relaying all data and instructions on how to drive the rover and data from the rover's instruments to NASA. On average, it takes between three and 22 minutes for a message to travel from Mars to Earth, depending on the orbit of the planets.

The SDST has been in use for about 20 years, with more than a million hours in space across

Mars and other space missions. Built in our Hayden facility in Scottsdale, Arizona, the SDST is considered the standard radio for deep space missions and is about the size of half a shoebox.



The rover also carries our [X-band solid-state power amplifier](#) (below). This highly reliable power amplifier, synchronous rectifier and power converter unit has supported all previous rover missions to the Red Planet and several other deep space destinations.

This mission will build upon the knowledge and experience gathered during 45 years of Mars voyages that General Dynamics has been a part of, starting with our Tracking, Telemetry & Control transponder serving as part of the communication link for the two Viking missions in 1975 and continuing on all U.S. Mars missions to date, including orbiters and landers.

"General Dynamics Mission Systems' technology has provided a crucial communication link on every Mars rover and lander, and we're proud to continue this remarkable legacy with NASA as we embark on this latest mission of discovery to the Red Planet," says [Manny Mora](#), vice president and general manager, Space and Intelligence Systems.



"It's all about trusted performance," adds Ann Rusher, vice president, Trusted Space Solutions. "Our team has been enabling critical communications between Earth and space with high-reliability space products since the mid-1950s, and with every successful mission, we solidify our reputation in the Space community."

Additionally, the rover's wheels and suspension are supported by custom beryllium components that were manufactured at our Cullman, AL facility. At only one-third the weight of aluminum and six times stronger than steel, Beryllium is extremely strong and lightweight, making it ideal for the harsh environment of the Red Planet.

For more than five decades, General Dynamics has been one of the few companies in the world with the expertise and capabilities to design and machine beryllium to achieve the virtually unmatched tolerances required by the rover and as well as some of the world's most advanced optical systems.

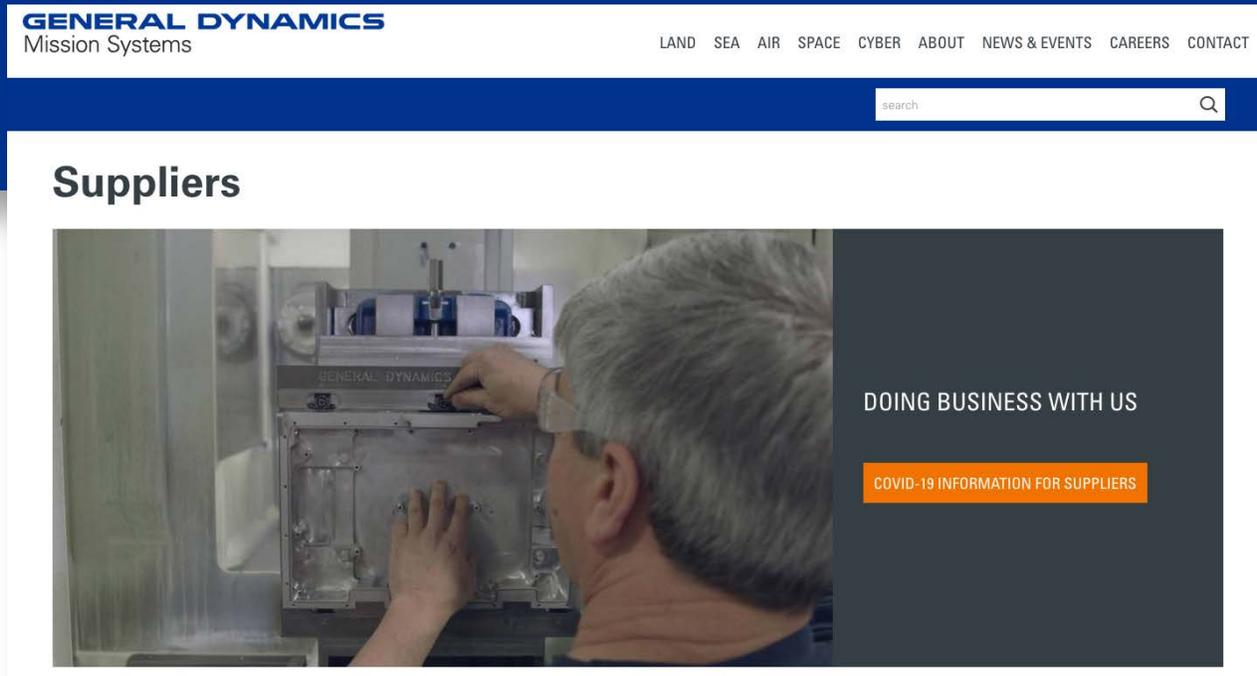
Future Missions

In addition to anticipating scientific discoveries from the Mars 2020 Mission, our team is also looking forward to supporting NASA's future missions, including [Psyche](#), [Lucy](#) and [Artemis](#).

Updated: 3/17/2021

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** button.

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