



**INNOVATION
SOURCING
NETWORK**

Innovation Sourcing Network Monthly

**Nov/Dec 2021
Vol 5, Issue 6**

Get To Know The Team

Supplier 360

**Space and Intelligence
Systems Line of Business
Spotlight**

Open TechScouts

**Procurement Management
Feature**

GENERAL DYNAMICS
Mission Systems



Scotty Miller II

VP, Supply Chain Management

I would like to thank each of our suppliers for sticking through thick and thin with us for the last 20 months, as we have dealt with the effects of a historic pandemic, along with disruptions to the supply chain, including those caused by natural disasters, geopolitical tensions and a worldwide microchip shortage. We have seen you adapt and overcome successfully to provide the best support to our customers.

With all that you have experienced over the last 20 months and the expectations of what is on the road ahead, we strongly encourage your organizations to create a business continuity plan as part of your risk mitigation model. Although this may require resources upfront, the long-term savings, in time, money and disruptions will be immeasurable.

By creating a business continuity plan, you are heightening your level of preparedness for whatever comes your way - whether that is the next black swan or major weather event. The business continuity plan ensures you have the people and resources ready to manage the risk. One of the greatest benefits in preparing a continuity plan, it creates a tremendous opportunity to identify risk gaps in your current business; you can put in safeguards in place before disruptions starts.

We will continue to work together to meet new challenges and continue on; you can expect to see us continue the increased communication in 2022.

I am thankful for the great work done by our Supply Chain team at General Dynamics Mission Systems, and more importantly, I am thankful for the dedication and commitment to the mission by the outstanding suppliers we have working with General Dynamics. Thank you, and have a wonderful holiday season. Looking ahead to a great 2022!

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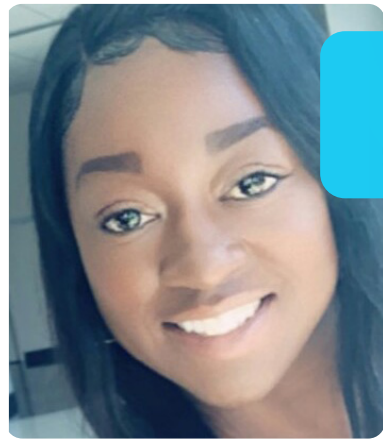
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About this publication: This is General Dynamics Mission Systems' Innovation Sourcing Network, open supplier innovation ecosystem monthly newsletter.
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Diane Harding

Space and Intelligence Systems (SIS)
Sr. Subcontracts Administrator

Diane works remotely in Maryland. She has been with General Dynamics Mission Systems for 2 years.

What led you to a career in SCM?

Shopping for a living!

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

Teamwork and meeting new people.

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

Supplier relationships are important to build trust and provide clear communication for effective decision making. Relationships are important to create accountability and is a form of art that helps capitalize on cost savings.

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

Wear multiple career hats. Example: teacher/advisor

How do you contribute to achieving an integrated supply chain?

Effective communication and active listening

What motivates you?

My family's stability and happiness.

How do you balance your career and personal life?

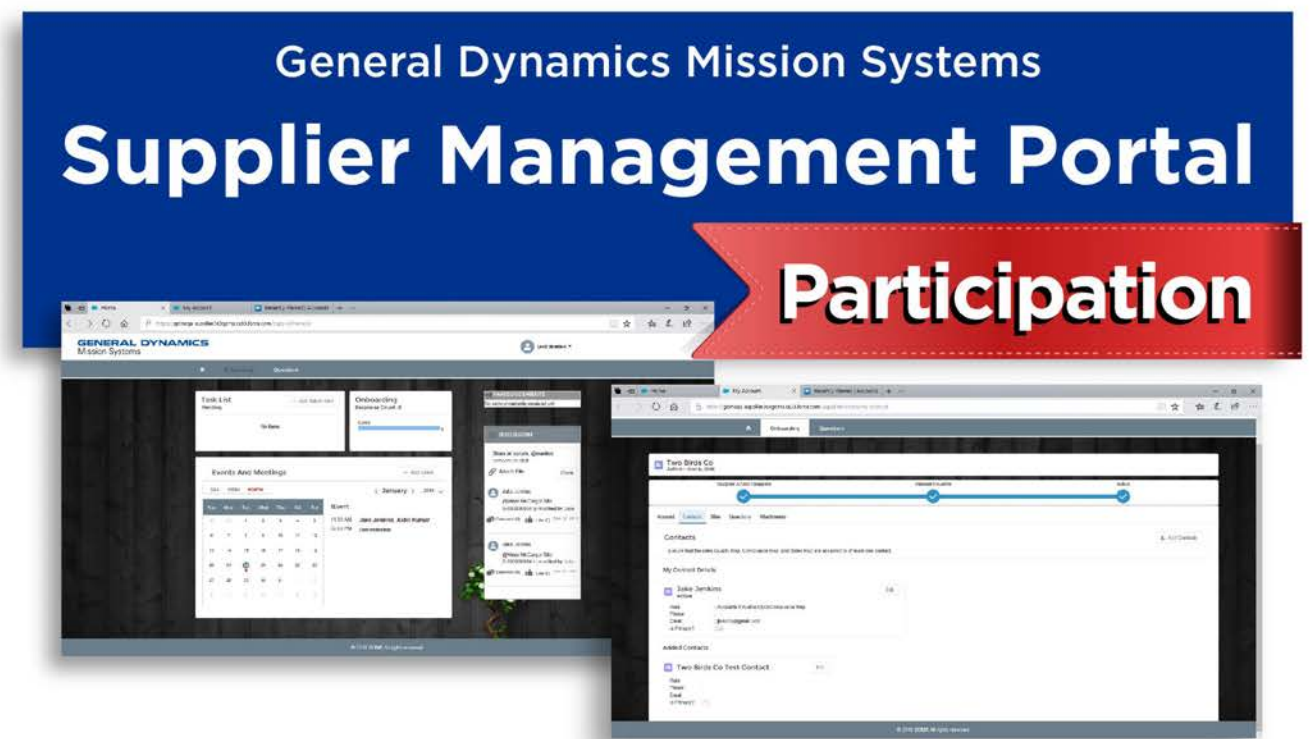
Time management

A perfect day would be?

Floating in the Caribbean Sea. The meditation of salt water!

Industry Events Supply Chain Management SCM Events 2021

DATE	EVENT	LOCATION	SCM ATTENDEE
November 29-December 3	Interservice/Industry Training, Simulation and Education Conference (I/ITSEC)	Orlando, FL	Ed Harkins
December 5-8	Department of Defense Intelligence Information System (DoDIIS) Worldwide Conference	Phoenix, AZ	Space and Intelligence Systems (SIS)



Work securely and compliantly with your General Dynamics Mission Systems partners and customers!

Supplier 360 (S360) is the web-based Supply Chain Management platform, and it facilitates increased visibility and resiliency while enabling digital transformation across communities in our highly regulated industry. It delivers orchestrated onboarding, management and multi-enterprise collaboration.

- If you are currently a General Dynamics Mission Systems supply chain partner receiving purchase orders or expect to soon, don't delay, sign up with Supplier 360 today!
- We can now add prospective supplier information in S360, so our designers and product managers are able to view their capabilities. Prospective suppliers who [sign up with the Innovation Sourcing Network](#) will be lite onboarded into S360. (Prospective suppliers, please do not reach out directly to the S360 team. The Innovation Sourcing Network will add your information to S360.)

To sign up with S360 and join the digital team visit us at:

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

Our Supplier 360 team is available to answer questions or assist you in onboarding.

Email us at S360@gd-ms.com

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>

Commodities

OPERATIONAL



Products

Active Attenuators
Adhesives
Air Circulators
& Blower Eq.
Antennas
Asset Tools
Audio Equipment
Batteries & Chargers
Bells and Buzzers
Chemicals, Lubricants
& Grease
Chillers
Circuit Breakers
Compressors &
Vacuum Pumps
Controls
Display Optics
Earphones
Electron Tubes
Explosive Devices
Fan & Fan
Assemblies
Furniture - Lab
Generating Parts
Generators
Handsets
Headsets
Indicating Parts
Inspection Gages
Inverters

Jacks
Manufacturing &
Machine Tools
Manufacturing
Equip. & Mach.
Material Handling
Equipment
Microphones
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
Speakers
Standard
Pkg. Supplies
Surge
Supressors
Switches
Tape
Tents
Test Equipment
& Calibration
Trailers
Transformers
Vehicles
UPS

MECHANICAL



Products

Actuating Levers
Antenna Masts
Arms
Bearings
Bellows
Bolts
Brackets
Calibrated parts
Cams
Cases
Casters
Castings
Chassis
and Bases
Container
Hardware
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

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

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
Telecom
Video

SERVICES



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

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

HR SUPPORT SERVICES



Recruiting
Staffing
Training

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.)

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

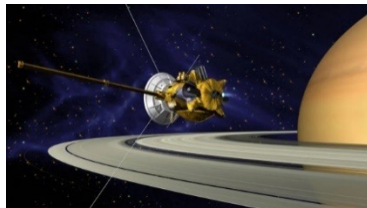
Line Of Business Spotlight: Space and Intelligence Systems

General Dynamics Mission Systems is organized in a variety of customer-focused lines of business, all of which are developing mission-critical solutions to protect warfighters every day. This issue explores our Space and Intelligence Systems (SIS) line of business.

Our [Space](#) and [Intelligence Systems](#) line of business works tirelessly to develop solutions to collect, transport and exploit high value information supporting intelligence, defense, civil and international missions. Every day, our team pushes the extreme edges of engineering and science to design the next generation of spaceborne technology, to advance Earth-to-spacecraft communications for future missions to Mars and to improve the ground systems responsible for spacecraft and satellite network operations. We are also bringing new satellites and systems to the launch pad, like the James Webb Space Telescope, Landsat 9 and Lucy, the first space mission to study Jupiter's Trojan asteroids.

Key Focus Areas

Near earth or deep space, we specialize in [Spaceborne Communications and Electronics](#) for all spacecraft. Our full suite of solutions includes [GPS Receivers](#), [Mission Data Links](#) and [Tracking, Telemetry and Control Transponders](#). We also build reliable, [High-Speed Encryptors](#), which ensure that critical data from satellites and spacecraft doesn't fall into the wrong hands.



General Dynamics has been a leading provider of [Satellite Ground Systems](#) solutions for more than 30 years. We design, build and manage ground-based systems that enable communications and control of satellite networks and spacecraft exploring the unknown. We provide the integrated ground segments for the [Mobile User Objective System \(MUOS\)](#). MUOS is the U.S. Navy's next-generation satellite communications system providing voice and data

communications for U.S. forces anytime, anywhere.

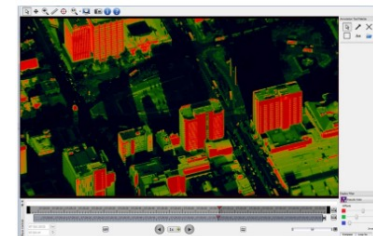
We engineer spaceflight-proven digital payloads for advanced missions requiring complex RF communications, signal processing and on-board software updates. General Dynamics [Satellite Mission Payloads](#) provide weather information to meteorologists, send new data about our solar system to scientists, deliver the global positioning information to help us arrive at new destinations and enable actionable intelligence that our U.S. government customers need to help secure the nation.



We have a proud legacy providing [Space Operations and Engineering Services](#). Our experienced engineers work side-by-side with the U.S. Navy and NASA in mission operations centers to design and fly some of the world's most sophisticated satellites and spacecraft. In addition, provide [Highly Precise Beryllium Machining](#), as well as [Iridium Communications Services](#).

Line Of Business Spotlight: Space and Intelligence Systems cont.

General Dynamics has over 25 years of innovating and evolving [Geospatial Intelligence \(GEOINT\) Services](#) to meet the needs of our customers in the global defense, civilian and commercial markets. We are at the forefront of automating the GEOINT environment and integrating intelligence operations.



A trusted leader in the [Signals Intelligence \(SIGINT\)](#) community, General Dynamics provides the U.S. intelligence community with a full range of systems engineering, development and lifecycle support services, delivering long-life sensors and payloads designed to perform in the most extreme environments.

Our [Open Cloud Computing Architecture](#) ensures users worldwide have access to the right information when they need it from any computing device. Open cloud computing architecture rapid insertion of new technologies and capabilities allows customers to build a cloud framework for their immediate mission requirements and easily evolve it to meet future needs.



Did you notice a natural fit for your business in our Space and Intelligence Systems line of business while reading any of this? Contact techscout@gd-ms.com and we can help get you connected.

Meet our Space and Intelligence Systems Leadership:

[Manny Mora](#) is vice president and general manager of Space and Intelligence Systems for General Dynamics Mission Systems. He is responsible for the delivery of strategic programs that include systems for space-based operations, satellite payloads, intelligence systems, surveillance and reconnaissance (ISR) for the U.S. Department of Defense, U.S. intelligence community and military and government organizations worldwide.



Rose Hochgraef, MBA, PMP is a Program / Operations / Supply Chain Management professional with over 28 year's progressive management experience in government and commercial finance, contract/subcontract/supply chain management, manufacturing, and program management.

Ms. Hochgraef holds a master's degree in business management from the Arizona State University. She is certified as a Program Management Professional (PMP) and a Certified Federal Contract Manager (CFCM). As Director, Procurement Manager, Rose is currently responsible for the Space and Intelligence Systems line of business for General Dynamics Mission Systems.

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.

Small Business Technology Companies

General Dynamics Mission Systems is seeking small business technology companies with:

- Innovative approaches to human machine teaming and command & control of unmanned and autonomous vehicles and swarms
- Innovative approaches, technologies and applications to support mission-level war gaming and operational modeling & simulation
- Improved tools, techniques and processes for employing digital and model-based systems engineering and/or agile software development to improve collaboration, systems integration and engineering effectiveness

Beryllium Copper Fabricators

General Dynamics Mission Systems is seeking a partner to fabricate various machined beryllium copper components using Temper TF00, UNS C17200, ASTM B196/B196M or B570. Must have ability to machine parts up to 20" in size.

Circuit Card Assembly Repair

General Dynamics Mission Systems is seeking suppliers who provide circuit card assembly repair and piece part recovery.

For more information, visit gdmissionsystems.com/isn



Adrienne Duff

Space and Intelligence Systems (SIS)
Procurement Manager

A Conversation with Our Procurement Management Team

Adrienne works in Mobile, Alabama. She has been with General Dynamics Mission Systems for over 4 years, in both Planning/Finance and Supply Chain Management roles.

What are major parts of your role?

My main focus is supporting the program's material and financial needs. This work is demanding but rewarding. Contributions ensure production needs are met for maximum results. This includes, but is not limited to, facilitating between various groups to execute actions such as system updates, managing supplier contracts and deliverables, program financials, source inspection and logistics. Our contributions to financial goals are very important to the company.

I also support programs with proposal tasks. These are critical contributions for the future of the company. These are often complex coordination tasks which come with shortened due dates, making successful submissions very rewarding.

What technologies, capabilities and/or commodities are you seeing most often in your line of business?

The commodities most often associated with my tasks include forgings, machined parts, cables and other various electrical components.

What separates a good supplier from a great supplier?

Acceptable supplier performance is such a key part of General Dynamics being able to meet production and financial targets. A prime example of a great supplier is one who proactively communicates consistent, timely and accurate information. This is especially critical with the current supply chain crisis in which part lead times have pushed out significantly in many instances.

The most exceptional suppliers partner with us to identify opportunities such as efficiency improvements and/or cost savings.

What are areas for improvement with your supplier base that would strengthen your LOB's supply chain?

If we can bring the remaining supply base up to the performance level of the great/exceptional suppliers, that would further improve General Dynamics performance to targets.

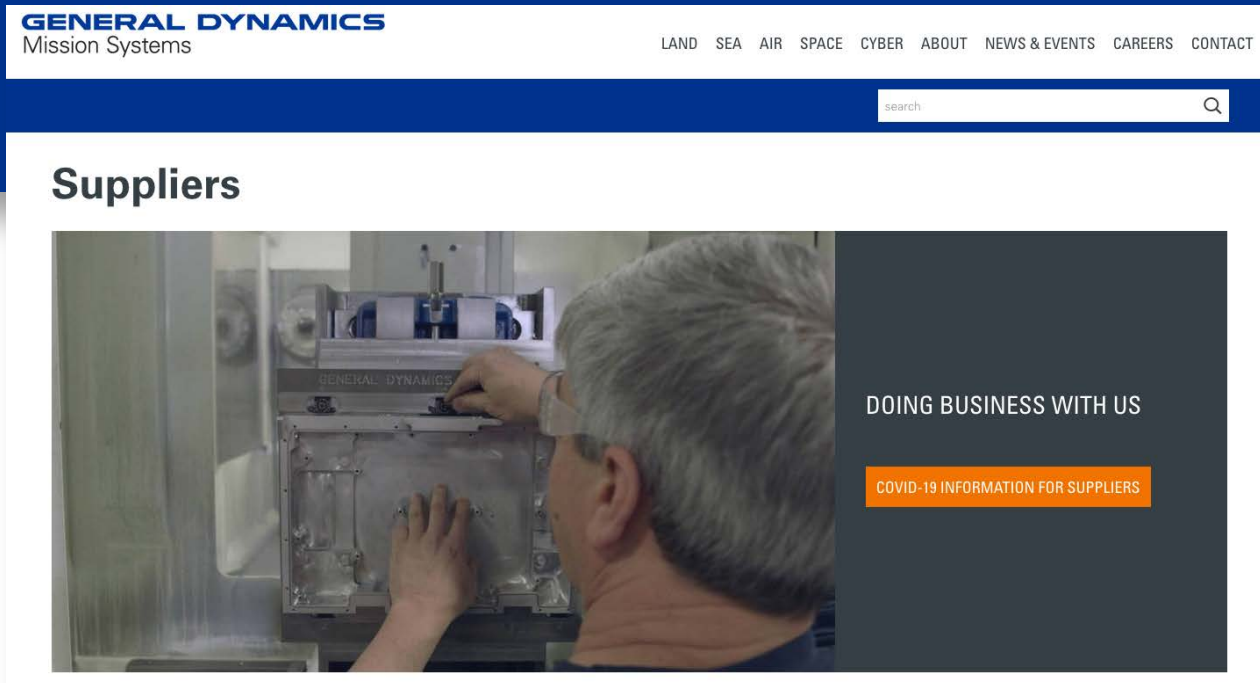
What's your favorite fall activity/tradition?

I love the holidays and all the festivities it brings! The cool air, the fires in the fireplace, drinking hot chocolate and putting up the Christmas tree really kicks off the holiday festivities.

PROCUREMENT FEATURE

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 select **Suppliers**. 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.