



**INNOVATION
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Business Spotlight**

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GENERAL DYNAMICS
Mission Systems



Scotty Miller II

VP, Supply Chain Management

As I reflect on the 20th anniversary of 9/11, I honor our brave first responders and the heroic service members who courageously answered the call to defend our nation; our commitment to support them lives on. Our company's commitment is to provide first responders the crucial ability to communicate, to receive data in the aftermath of a disaster, in any domain and to always be connected.

In this ISN issue you'll learn about Ground Systems line of business, which is a leading provider of agile communication networks, tactical computing, mission command, public safety LTE communications and training solutions to warfighters and first responders.

To our partners and suppliers: thank you for your commitment to help us help our first responders and warfighters.



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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

Cybersecurity Resources

To assist suppliers in enhancing their cybersecurity protections, the Defense Industrial Base Sector Coordinating Council (DIB SCC) Industry Task Force is providing information and posting links to helpful publicly available cybersecurity resources on its [CyberAssist website](#). You may find this site helpful when preparing for the upcoming Cybersecurity Maturity Model Certification (CMMC) requirements. Resources include guides, standards, sample policies and procedures, videos, example tools, lessons

learned and other helpful information. Users can simply click on a security control family and be directed to a list of resources to help with successful implementation and assessment. This website will also serve as a platform to share awareness, threats, best practices, tools and other resources from industry peers, government groups and initiatives.

Manufacturer's Registration with the State Department

As one of the United States top 5 defense contractors, General Dynamics Mission Systems values its supply chain partners and the opportunities we have for our mutual success. As a supplier to General Dynamics, we want to remind you that if you produce articles in the U.S. either of your own design, or to our design or specifications that are subject to control under the International Traffic in Arms Regulations (ITAR), there is an obligation to register with the U.S. State Department, Directorate of Defense Trade Controls, as a "manufacturer of defense articles" — whether or not your firm exports these items or not. In our annual representations and certifications from suppliers, we ask for information about your registration status. We encourage you to ensure that if you are required to register, that you do so, and maintain your registration throughout any period in which you plan to produce items for us or any other customer subject to the ITAR. See www.pmdt.state.gov for more information.

Industry Events Supply Chain Management

SCM Events 2021

DATE	EVENT	LOCATION	SCM ATTENDEE
October 11-13	Association of the United States Army (AUSA) Annual Meeting & Exposition	Washington, D.C.	Paula Shwab Mark Raczynski
November 29-December 3	Interservice/Industry Training, Simulation and Education Conference (I/ITSEC)	Orlando, FL	Ed Harkins

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

Anti-Jam GPS Antennas

General Dynamics Mission Systems is seeking suppliers who produce anti-jam antenna products with these operational capabilities: AJ protection of GPS frequency range and/or related bands, as well as the ability to do radio frequency nulling, beam forming, other AJ techniques.

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



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: Ground 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 Ground Systems line of business.

Our [Ground Systems line of business](#) provides agile communication networks, tactical computing, mission command, and training solutions to warfighters.

Key Focus Areas

[Network Computing Systems](#) supports command and control activities by providing commercial, ruggedized and near-military specification hardware versions of computers, peripherals, and networking devices, which it then integrates on various tactical platforms, while also providing commercial-like, industry-based logistics support that meets the unique requirements of tactical military units.



[Tactical Networks](#) develops, produces, integrates, fields, trains, supports and upgrades all increments of the Army's tactical communications network backbone and complementary capabilities.

Our [Training and Range Simulation Solutions](#) are in use at military installations around the world. We provide live and virtual training systems as well as some of the most advanced computer-based training simulations in use today.

Everyday around the globe our [Radio Products and Programs](#) are trusted to ensure that planes land safely, isolated personnel are found and military personnel can communicate securely, anytime, anywhere.

Major programs and business efforts within Ground Systems include:

- The U.S. Army's [Common Hardware Systems \(CHS-5\) program](#)
- The U.S. Army's [Tactical Airspace Integration System \(TAIS\)](#)
- The U.S. Army's Armored Brigade Combat Team (ABCT) On the Move
- The U.S. Army's Consolidated Product-Line Management (CPM Plus) Next
- The U.S. Army's Mounted Mission Command-Transport (MMC-T)



Line of Business Spotlight: Ground Systems cont.

Sourcing in Ground Systems

What are the key technology areas we are currently sourcing in Ground Systems? Well, there are many! Information technology (IT) hardware plays a major role in this line of business with its roots deeply planted in large-scale communications and command and control systems. We are always looking to add IT products to our CHS-5 contract. We are constantly looking for leading-edge semiconductors as well as circuit card assemblies as we develop these systems. We look to source top-notch communication radios, antennas and networking equipment as well as the latest in fiber optic transceivers and cables. Finally, transit cases are continually being looked for.

There are always technical insertions we are looking at to improve our products and programs. We also look to bring on suppliers to improve the capacity and quality of everything we build and deliver to our customers — anything to improve SWAP (size, weight and power).

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

Meet our Ground Systems Leadership:



[Bill Patterson](#) is vice president and general manager of the Ground Systems line of business within General Dynamics Mission Systems. He leads a team of engineering and technology professionals who are responsible for delivering large-scale, resilient, mission-critical networks, command and control systems, and training and simulation capabilities for military customers worldwide.



[Paula Shwab](#) is the Line of Business Procurement Director for Ground Systems. She is the main supply chain contact within the organization with staff supporting all the major programs. She has been with General Dynamics for over 35 years. Her career has included engineering, program management, subcontract management and IT Hardware/Software (IT HW/SW) commodity management. She is co-chair of the Corporate IT HW/SW Supply Chain Committee.



Barry Townsend
Ground Systems Subcontract Manager

A Conversation with Our Procurement Management Team

Barry works in Scottsdale, Arizona. He has been with General Dynamics Mission Systems for a total of 35 years, 17 of which were with Motorola.

What are major parts of your role?

As a Subcontract Manager, the roles and responsibilities span from pre-award (teaming and proposal support) to post-award (issuance/management) for subcontracts under either a government or commercial contract. The key to assembling the right “team” for the response to any solicitation is early involvement within the proposal process by Supply Chain and Subcontract Management. By engaging us early, we can ensure that General Dynamics Mission Systems is utilizing the best suppliers for the program requirements, leading to a compliant and winning proposal.

After award, the Subcontract Manager’s responsibility is to:

- Provide the requirements to our subcontractors utilizing a statement of work or task statement and a subcontract or service order, dependent on the complexity of the scope of work being provided by the subcontractor.
- Negotiate the subcontract to protect General Dynamics’ interest and support program execution.
- Manage the subcontract through the period of performance, including negotiation and administration of change orders, monitoring deliveries, processing and approving invoices and closeout activities.

The responsibility of a Subcontract Manager on each program they support starts at the very beginning and goes thru completion of the effort.

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

Ground Systems is a very diverse organization, with subcontracts providing anything from complex systems deliveries to manpower support. My current responsibilities include:

- Time and Material (T&M), Firm Fixed Price (FFP) Task Orders, and Cost Based Subcontracts for the installation and development activities supporting training facilities and new training technologies all over the world for the U.S. armed forces.
- Proposals for cutting edge communication requirements for the U.S. government in the areas of secure communications systems along with command and control systems.
- Technology refreshes on existing products as requirements change and parts go end of life.
- Working with universities to harness the knowledge base that exists and constantly evolves in academia.

Procurement Feature Cont.

What separates a good supplier from a great supplier?

I think what is boils down to are very basic principles, which are critical in establishing and maintaining a great working relationship:

- Communication: this needs to flow when something good needs to be said, but also when bad news happens. A constant flow of status and updates are key to make sure the line is supplied with the needed parts, or the field is supplemented with the correct personnel.
- Follow-through with the commitments made: no one wants to hear what you think they want to hear. Current, accurate and complete information is key to establishing and keeping a good working relationship, and trust for future opportunities.

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

With these crazy times we have all been going through over the past year and a half, the supply chain has been stretched in ways no one has ever experienced before. Plant shut-downs, raw material shortages, fires at factories, extended lead times on commodities and employee quarantines are only part of what has been happening in the workplace. Working closely with General Dynamics on placing orders for critical needs, along with long lead time strategic orders (in some cases more than 52 weeks) are key in keeping the business moving forward for now and in the future.

General Dynamics relies on its supply base to keep us apprised of availability of products and current trends in the marketplace. Without the communications from our vendors and meeting the promises made, we would and could not be able to deliver to our customers.

What’s your favorite fall activity/tradition?

Since I work at the Scottsdale location, the summers out here are brutal (unless of course you are lucky enough to have, or have access to, a swimming pool), so by the time fall rolls around (maybe by late October/early November), you can actually get out and enjoy the great outdoors, without the fear of heatstroke.





Valerie Forbes

Ground Systems Sr. Supply Chain Program Manager

Valerie works in Orlando, Florida. She has been with General Dynamics Mission Systems for 3 years.

What led you to a career in SCM?

I was led to my career in SCM when I realized I really enjoyed helping and growing relationships within the industry. I enjoy being the bridge between our customers, subcontractors and vendors.

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

The most rewarding experience has been the team atmosphere, which fosters employees being heard and ideas built upon to constantly improve ourselves as a company.

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

Relationships with suppliers are so important because you never know when you may have a requirement that requires a quick turn, and the relationships built are better served if you work with your suppliers as a part of the team.

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

People would never guess that my role has an extremely heavy push towards managing many different personalities and finding a balance between various customers.

How do you contribute to achieving an integrated supply chain?

I am always listening to the needs our program managers and others in Supply Chain to try and see what works for each group and finding the sweet spot where both parties are happy.

What motivates you?

My biggest motivators are my family and knowing my work is supplying critical aspects our government customers need to keep our country safe and thriving.

How do you balance your career and personal life?

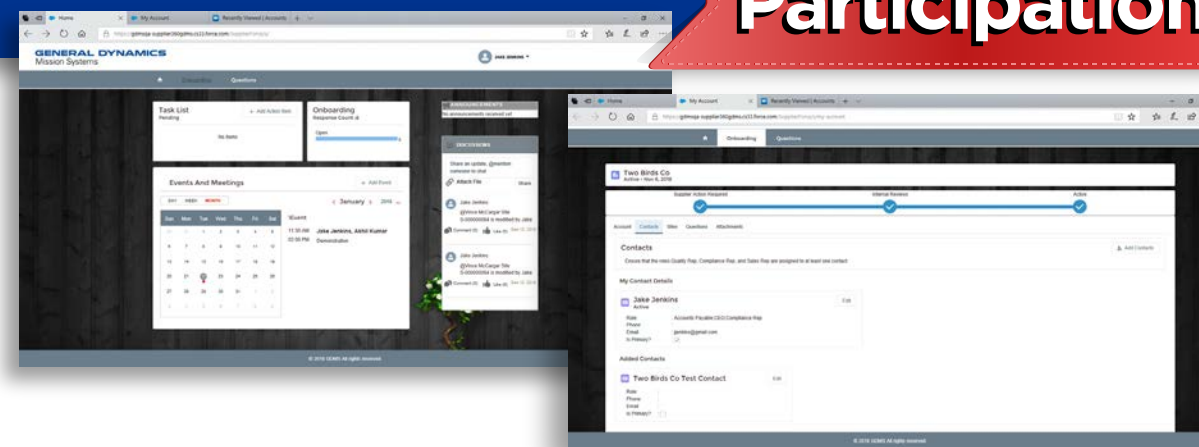
Balancing my career and personal life can be challenging as I am a wife, mother of two girls and have a career. I balance it all by setting an example for my daughters by my work ethic and also knowing when to sign off and have some fun.

A perfect day would be?

A perfect day would be with my family and closest friends on the beach with some good surf, live music and a bonfire.

General Dynamics Mission Systems Supplier Management Portal

Participation



Supplier 360 is changing the way we interact and collaborate with suppliers. In today's complex and volatile business environment, corporations and organizations can win by teaming to create a more predictable supply chain environment.

By ensuring your company is participating in General Dynamics Mission Systems' Supplier 360, our web-based, secure supplier platform, you are confirming to us your commitment to greater interdependence and greater levels of collaboration and communication than ever before.

To get signed up and join the digital team visit us at:
<https://gdmissionsystems.com/about-us/suppliers/s360>

Our Supplier 360 team is ready to provide assistance should you have any questions during your activation process. Email us at S360@gd-ms.com

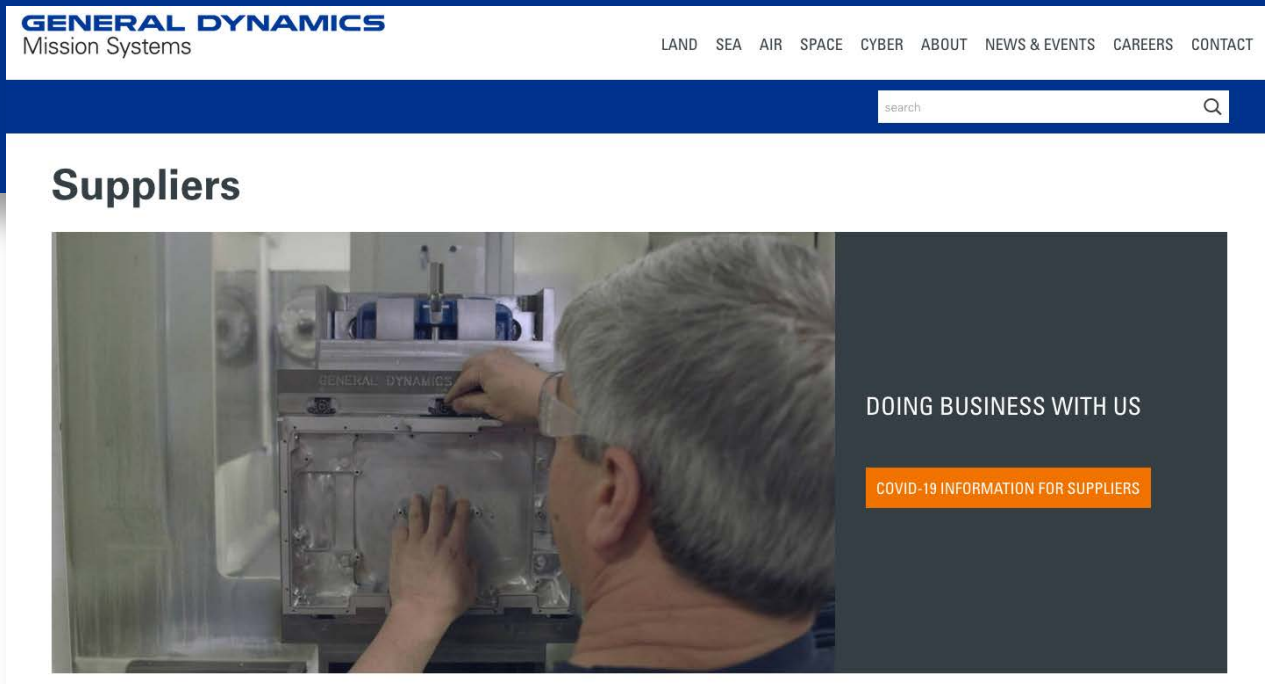
Regards,
General Dynamics Mission Systems Supplier Chain Management Team

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

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.

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.