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Scotty Miller II
VP, Supply Chain Management

Why We Care About HUBZone Small Business

HUBZone is a United States Small Business Administration (SBA) program for small companies that operate and employ people in Historically Underutilized Business Zones (HUBZones). This program was created in response to the HUBZone Empowerment Act created by the U.S. Congress in 1998, which designates a company as HUBZone certified if they have the following criteria:

- The firm must be a small business based on the North American Industry Classification System (NAICS) for size standards.

- The business must be at least 51% owned and controlled by U.S. citizens, or a Community Development Corporation, an agricultural cooperative, or an Indian tribe (including Alaska Native Corporations).

- The firm's principal office (the location where the greatest number of employees perform their work, excluding contract sites) must be in a HUBZone.

- 35% of the firm's total workforce must reside in a HUBZone.

Partnering and working with HUBZone companies is good business and a discriminator for General Dynamics. If you are interested in finding out if your company is within a HUBZone area and could qualify based on the above criteria, we encourage you to use the SBA HUBZone Map tool. In this issue of the newsletter, our Small Business team outlines the importance of the HUBZone program and provides more detailed information about how to certify your company.

In This Issue

Xiomi Baleno
Supply Chain Specialist, Small Business Program

SMALL BUSINESS

HUBZone Program

This month, we continue our series on the importance of small businesses by focusing on HUBZones.

Historically Underutilized Business Zones, or HUBZones, refer to geographic areas, both urban and rural, that are prone to low median household incomes, high unemployment and economic distress. This is determined from data gathered by multiple government groups, including the Department of Housing and Urban Development (HUD), the Bureau of Labor Statistics (BLS) and the Bureau of the Census (Thomasnet).

The HUBZone program is a Small Business Administration (SBA) program aimed at providing small businesses that operate in and employ people from these historically underutilized business areas preferential access to federal procurement opportunities via government set-asides (SBA). Further, according to SBA, the government sets an annual goal "to award at least 3% of all federal contract dollars to HUBZone-certified small businesses." The HUBZone program's limited-competition contracts are intended to encourage investment and economic development, as well as increase employment opportunities in these areas (Thomasnet).

In order to qualify for the HUBZone certification, there are four major criterions a company must meet. A company must be considered a small business by SBA; the company must be at least 51% owned and controlled by U.S. citizens, a Community Development Corporation, an agricultural cooperative, a Native Hawaiian organization, or an Indian tribe; the company headquarters must be located within a HUBZone; and at least 35% of the company's employees must live in the HUBZone (EFCR).

Companies seeking HUBZone certifications must apply via an online application on SAM.gov. Once the application is submitted, additional time-sensitive instructions will be emailed to the applicant, as well as requests for supporting documentation (SBA). Businesses must recertify for the program every three years in order to maintain their HUBZone certifications. There is no limit for the number of times or length of time a business can recertify, so long as the organization continues to meet the program requirements.

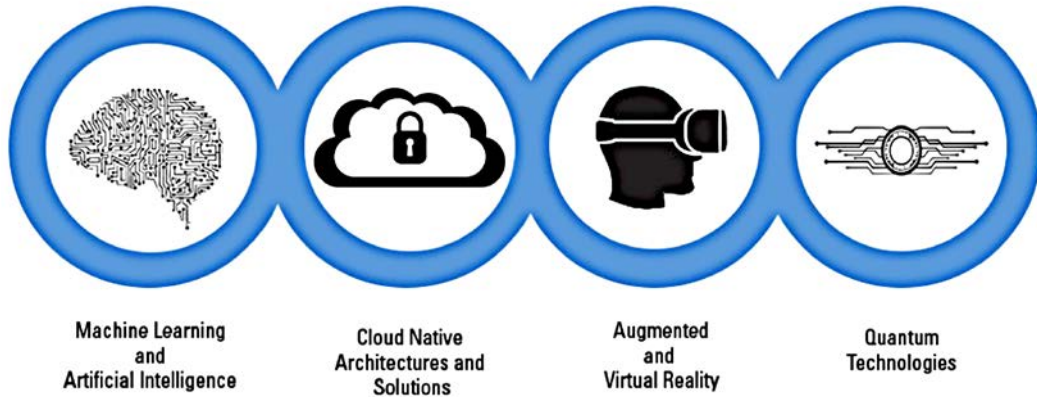click here for more information on small business standards

Alyssa Marzilli
ISN

Technology Foraging

Technology foraging refers to the process of providing a thorough look at technologies of interest to our internal stakeholders by means of market research. Through this process, we identify, locate and evaluate existing or emerging technologies, products, services and trends offered by members of our current supply base as well as potential new suppliers.

For General Dynamics Mission Systems, technology foraging typically becomes a part of the process when a technology gap has been identified by our engineering and falls into one of our thrust areas, or areas of interest. These areas of interest have been identified as machine learning and artificial intelligence, cloud native architectures and solutions, augmented and virtual reality and quantum technologies.

| Machine Learning and Artificial Intelligence | Cloud Native Architectures and Solutions | Augmented and Virtual Reality | Quantum Technologies |

How can you make sure that your company stays at the top of our mind while we are going through this technology foraging process? Keep us updated! The more we know about what your company is doing and how your roadmap fits into our key technology areas, the easier it is for us to connect with you when we have a technology need.

Our technology foraging process typically starts with an engineering need and an assessment of our current suppliers' ability to fill that gap. We send out TechScouts to specific suppliers or post them on our public facing website, gdmissionsystems.com/ISN, which describe the need. We then go through a process of discussing any possible solutions with the engineering team and reaching back out to suppliers who submitted responses for more information and demonstrations. The more consistently you read and respond to these TechScouts when they are relevant to you, the more visibility your company will get across General Dynamics Mission Systems as we share your capabilities across the enterprise.

As mentioned, it is in your best interest as a current or potential supplier to keep us as up to date as possible on any newly developing technologies on your company's roadmap. To do this, please reach out to the ISN team at techscout@gd-ms.com to update your supplier profile with any new information.
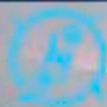
Stephanie Robertson
Buyer, Electronic Components and Assembly

A Conversation with Our Buyers

What is one thing suppliers can do to keep you informed of any changes to their products or services?

It's critical that suppliers are integrated closely with supply chain, specifically buyers, because leveraging this relationship allows us to focus on program execution. If suppliers are closely engaged with supply chain, we can be an added value to the programs by being subject matter experts on our commodities. This allows us to leverage our expertise and drive resolution to complex issues.

What piece of advice would you give a prospective supplier to get to know our organization?

One way to get to know our organization is to set up a Lunch and Learn with our commodity engineers. Another way to get to know our organization is to sign up for our ISN newsletter. Lastly, a supplier could visit https://suppliers.gendyn.com/.

How can a current supplier look for new opportunities with us?

The best way for a current supplier to get new business opportunities within General Dynamics Mission Systems is to be transparent in their communication with us, assist in resolving issues, deliver on time and ultimately gain the trust of our programs. Programs are constantly looking for reliable suppliers that can delivery on time with a quality product.

BUYER

Contact Stephanie at:
stephanie.robertson@gd-ms.com

Industry Events Supply Chain Management Attends

SCM EVENTS

Here's a look at the events coming up in 2019

DATE	EVENT	LOCATION	SCM ATTENDEES
May 6-8	Sea, Air and Space Navy League	National Harbor, MD	Katie Ducharme Kevin Doyle Martin Radzio Chen Huang
May 14-16	AFCEA Cyber Operations Symposium	Baltimore, MD	Andrew Bagni Darin Peckham
May 20-23	SOFIC Conference and Exhibition (NDIA)	Tampa, FL	Mike Cook
June 2-5	GEOINT Symposium	San Antonio, TX	Lee Fitzsimmons
August 20-22	AFCEA TechNet Augusta	Augusta, GA	Darin Peckham
September 16-18	AFA Air, Space & Cyber Conference	National Harbor, MD	Katie Ducharme Bob O'Brien
September 17-19	Modern Day Marine	Quantico, VA	Mike Cook Alexis Petro
October 14-16	AUSA	Washington, DC	Mike Cook Darin Peckham Alexis Petro

Maggie Johnstonbaugh
Supplier Manager, Travel

Maggie works out of Scottsdale, Arizona. She has been with the company 1 and a half years.

What led you to a career in Supply Chain Management?
I was an account manager at BCD Travel for eight years overseeing all of the General Dynamics Accounts BCD Travel works with, when I heard about this job opportunity. When you have a chance to work with a mature program with opportunities for growth, you take it!

What has been your most rewarding experience at General Dynamics Mission Systems?
Impacting change and traveler experience on an organizational level has been amazing. The ability to work on cost-savings measures that not only impact General Dynamics Mission Systems, but all of General Dynamics, has been extremely rewarding.

In your opinion, why are relationships with suppliers so important to the Supply Chain Management mission?
Helping our suppliers understand what's important, and what we value at General Dynamics Mission Systems helps forge positive connections which can only benefit us.

What would people never guess that you do in your role?
Travel touches every section of General Dynamics: Human Resources, Business Operations, Finance, etc. I manage a large amount of internal customers along with managing our external suppliers.

How do you contribute to achieving an integrated supply chain?
Business travel impacts all aspects of the supply chain, from business development to program execution. The travel team ensures that General Dynamics Mission Systems travelers not only get from origin to destination safely, but also endeavors to work with suppliers to achieve the most economical, comfortable and convenient travel experience that allows General Dynamics Mission Systems travelers to achieve the business purpose of their trip.

What motivates you?
Achievement: learning new things and coming up with creative solutions to a problem.

How do you balance your career and personal life?
I'm still learning to achieve a good balance. Even though I enjoy my job immensely, it's important to take a step back to create a better work/life balance.

A perfect day would be?
Traveling somewhere new, eating some xiolongbao and perfect weather.

GET TO KNOW THE TEAM

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
Tents
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
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

SERVICES

Commodity Manager
Tracy Loper

Products

Commercial Services
(Non-Product)
Contract Labor
Environmental Health
 and Safety
Environmental Testing
Facilities

HR
Job Advertising
Marketing
Prof Consulting
 Agreements
Quality
Recruitement
Telecom

IT HW AND SW

Commodity Manager
Paula Shwab

Products

Cameras
Computer Hardware
Hardware Services
Keypad Assembly
 (Standard Offering)
Networking
Networking
 Switches

Optical
 Transceiver
Routers
Servers
Software
 Commodities
Storage
Video

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
Rob Knight

Products
Back Shells
Cable Assemblies
Cables
Computer Cables
Connectors
Cords

Headers
Holders
Sleeving
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

Swati Dandekar
Enterprise Agile Champion for DevOps

Leading our company to adapt to the ever-changing landscape of the industries in which we work and the customers to whom we provide support takes skill and dedication to the pursuit of innovation and excellence. We spoke with Swati Dandekar, our enterprise Agile champion for DevOps (Development Operations), about her responsibilities and how Agile is making a major impact on the way we do business.

By teaching Agile methodologies across our enterprise – not just in engineering – our Agile champions and coaches are shepherding valuable, critical change. Pushing us to be Agile rather than to do Agile, these leaders help us deliver added value to our customers and accelerate development of our products, programs and services.

Our champions are experts at Agile, responsible for making sure each of our departments is maximizing the benefits of Agile's methodologies and for executing a department's Agile transformation plan.

Our coaches, assigned at various sites, are skilled and effective in Agile methodologies, sharing their expertise as teachers and mentors. They offer real-time advice, best practices, lesson learned and training to help teams become more Agile.

What does your role as an Agile Champion entail?

As an Agile champion, I assist our organization in our Agile transformation plan. Every department has an Agile champion, and as a part of this core group, I help define Agile best practices across the organization.

Can you talk a little about DevOps, and how you are helping to employ its methods and concepts across the company?

DevOps is a culture of sharing and a mindset of shared responsibility for a common goal. In a DevOps practice, we aim to unify development and operation to deliver quality solutions to our customers at a lower risk and fast pace. Several teams across General Dynamics Mission Systems are using DevOps pipelines to develop solutions at program and product levels. As our DevOps champion, I am developing best practices to help our programs and product teams.

How do you think our company and our customers will benefit from becoming Agile across the enterprise?

Agile provides predictable, more effective solutions. It allows us to build the right products the first time and ensure these products are high-quality, as well as engage with our customers to best meet their needs.

Do you want to hear from our suppliers and partners about their Agile adoption process and success stories?

We absolutely want to hear from our partners about their best practices. We present regular Lunch and Learns where our partners share their tips, tricks and best practices. If you have a topic you would like to present, please email techscout@gd-ms.com, and they will connect us so we can discuss topic and presentation dates.

AGILE

Cindi Wong
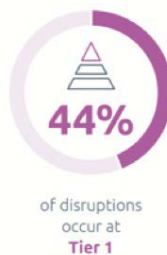### Supply Chain Risk, SRM & Solutions Management

Supply Chain Risk Management Program

General Dynamics Mission Systems, Risk Management Objective is to proactively identify supply chain risks by implementing strategies and tools to manage both every day and exceptional risks along the supply chain to reduce vulnerability and ensure business continuity. Our partnerships with riskmethods and RapidRatings help us to create a single ecosystem to stay in front of evolving threats. riskmethods helps us to identify, assess and mitigate risk within areas such as financial, reputational, natural disaster, geopolitical and cyber risks. RapidRatings allows us to proactively address financial risk by giving us insight into the company's overall financial health.

The Need for Sub-Tier Visibility

The strength and resilience of a supply chain is dependent on the strength and resilience of the individual links. According to the BCI Supply Chain Resilience Report 2017:

69% do not have **full visibility** of supply chains

44% of disruptions occur at **Tier 1**

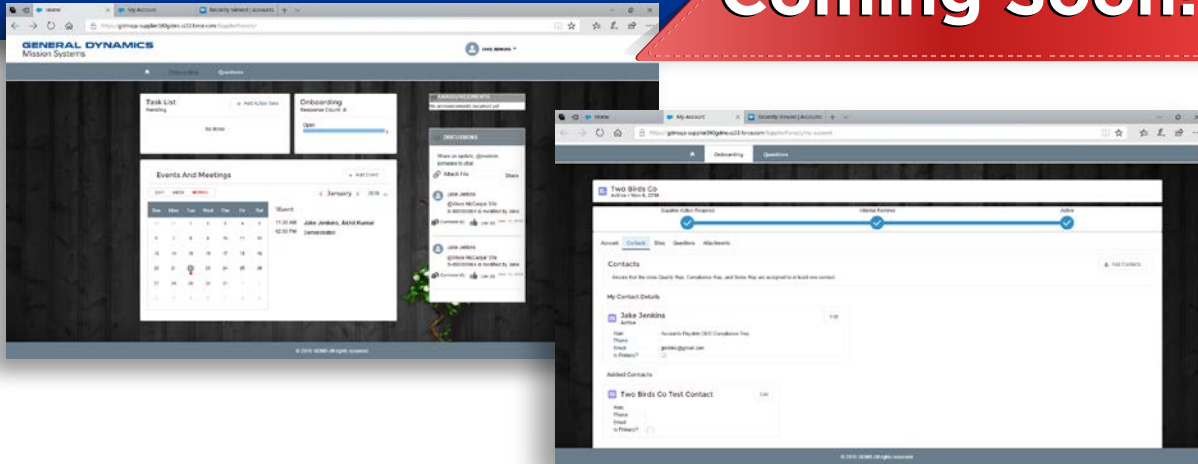**Sub-Tier Visibility Program and What to Anticipate**

General Dynamics Mission Systems is collaborating with riskmethods and RapidRatings to enhance the resilience of the supply ecosystem by empowering and collaborating with suppliers to better manage risk in their supply chain. Through our Sub-Tier Visibility Program, we will be monitoring our suppliers' sub-tiers to be able to improve our suppliers risk postures and to achieve transparency to sub-tier threats and bottlenecks. The pilot program will be launching within the second quarter of 2019 to a select number of suppliers. If you are a participant there are partnering expectations.

The program will require you to establish a quantified inherent risk profile for your supply base and implement tools that will actively monitor your supply chain for emerging threats. With this information, you'll be able to act more quickly if a risk event occurs. Second, the program will enable General Dynamics Mission Systems to gain visibility into unseen dependencies and chokepoints in our sub-tier supply chain via your sharing of relevant supply segments. Through participation in this program, you will make your own supply chain more robust and make yourself a more viable supplier to all customers, while also fulfilling new General Dynamics Mission Systems supplier requirements and complying with the risk requirements. We will be asking you to identify your critical and relevant suppliers to General Dynamics Mission Systems and provide names, addresses, ports, hubs and supply paths directly to riskmethods or to our Supply Chain Risk Management team. Together, we will analyze the data with a different lens to ensure that our supply base is secure. Based on the results of our pilot program, we will then determine the course of action for implementation to the supply base.

NEW General Dynamics Mission Systems
Supplier Management Portal

Coming Soon!

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.

gdmissionsystems.com/isn

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

GENERAL DYNAMICS
Mission Systems