



# Innovation Sourcing Network Monthly

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**GENERAL DYNAMICS**  
Mission Systems



## Scotty Miller II

VP, Supply Chain Management

The General Dynamics Mission Systems supply chain team operates in an extremely dynamic environment in which conditions and demands evolve rapidly. The overriding challenge for all supply chain employees in 2019 was to maintain the strong momentum we managed to build over the course of 2018. Our stated objective was to reduce our small dollar transactions by 50% and apply our best talent to our most complicated procurements. The first half of this year leaves no doubt as to our success; as the key business indicators are showing, our people performed quite well this year. What we need to do now is to develop our supply chain further from a good organization into a true high performance team.

Transforming General Dynamics Mission Systems supply chain into a high-performance team is a venture we cannot hope to conclude successfully without the full support of our highly qualified and dedicated team and YOU, our partners and suppliers. I am committed to making sure that we have the very best talent working with your organizations and teams. Together, we can do great things and deliver critical systems and solutions to our war fighters, on time, at the right price and with the best quality.



SCOTTY'S MESSAGE

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Suppliers may submit articles to be considered for publication to: [isn@gd-ms.com](mailto:isn@gd-ms.com)

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## Xiomi Baleno

Supply Chain Specialist, Small Business Program

### Veteran-Owned and Service-Disabled Veteran-Owned Small Business

This month, we continue our series on the importance of small businesses by focusing on Veteran-Owned and Service-Disabled Veteran-Owned Small Businesses.

As service members leave the armed forces and look to integrate back into civilian life, many go on to start their own businesses and pursue careers in entrepreneurship. In

order to support this effort, the Small Business Administration offers a variety of funding programs, training and federal contracting opportunities through its Office of Veterans Business Development (OVBD) for companies classified as Veteran-Owned Small Businesses (VOSBs), as well as Service-Disabled Veteran-Owned Small Businesses (SDVOSBs).

The VOSB or SDVOSB certifications help veterans gain a competitive edge in winning government contracts, as well as attracting customers, as the government gives VOSB-certified businesses top priority for government contracts and subcontract opportunities ([Connxus](#)). The federal government is required to award 23% of its contracts to small businesses. As a VOSB, a company has access to an additional 3% of federal contracts and subcontracts, equating to billions of dollars of work annually ([Connxus](#)). Outside of government work, a National Veteran-Owned Business Association [study](#) showed that 70% of Americans prefer to purchase products and services from veteran-owned companies, providing an additional benefit of obtaining the VOSB certification.

The Department of Veterans Affairs, which awards a large amount of contracts to veterans, sets aside contracts for veterans through their Veterans First Contracting Program. This program is not the same as the SBA's 8a program. To get access to set-aside Veterans Affairs contracts, a business must be verified through the Vets First Verification Program.

Honorably discharged veterans can self-certify their businesses as VOSBs in the System for Award Management (SAM) database, so long as their small business is at least 51% veteran-owned and has one or more veterans running the company's day-to-day operations. In instances where a veteran is severely disabled, some operational control may be conducted by a spouse or family member ([SBDC](#)). Further, VOSBs can apply to become Service-Disabled Veteran-Owned small businesses. This application requires a letter from the United States Department of Veteran Affairs proving service-connected disability status. If a company wishes to apply for the 8a SDVOSB certification, the [Department of Defense form 214](#) (DD 214) is required to validate a service member's military retirement status ([Inc](#)).

In summary, there are five types of veteran certifications offered ([SBDC](#)):

1. Veteran-Owned Small Business (VOSB) – self-certified by the business owner on SAM database
2. Service-Disabled Veteran-Owned Small Business (SDVOSB) – self-certified by the business owner on SAM database
3. Small Business Administration (SBA) 8a Service-Disabled Veteran-Owned Small Business – requires application process with proper documentation proving service-related veteran disability status
4. Veteran Administration (VA) Certified Veteran Enterprise (CVE) Veteran-Owned Small Business – primarily used for doing business with the VA's Vets First Program
5. Veteran Administration (VA) Certified Veteran Enterprise (CVE) Service-Disabled Veteran-Owned Small Business – mainly for doing business with the VA

To learn more regarding if your business qualifies as a VOSB or SDVOSB, as well as find more information on small business standards, [click here](#).



## Alyssa Marzilli

ISN

### LOB Spotlight – Ground Systems

At General Dynamics Mission Systems we are organized in a variety of customer-focused lines of business, all of which are developing mission-critical solutions to protect warfighters every day. It can seem overwhelming to understand how our organization works as a new supplier so for the next few ISN Newsletters we are going to be breaking down each line of business so you can see where your technology may fit. To start we are going to explore our Ground Systems line of business:

Developing agile solutions for our soldiers is paramount, and we are constantly perfecting our ground game, delivering tools that earn the confidence of those in command. By providing mission-critical situational awareness and real-time information, gathering intelligence and reconnaissance, vital information is always at-hand for our partners in the armed forces.

Our Ground Systems line of business integrates large-scale, resilient, mission critical networks, command and control systems and training and simulation capabilities for military customers worldwide.

### 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.



**Resilient Systems**, develops and integrates GPS alternatives that synchronize military operations and communications in the event GPS is disrupted. This area of the business seeks to provide broader resilient systems to meet Army and other service needs for electronic attack and electronic support capabilities from the command to the platform level. Additionally, in this area we develop software applications that support the common operating environment and span the breadth of customers' value chain, including transport networks, command post, network operations, common operating environment, and network integration and testing.

**Tactical Networks** is an area of our business that develops, produces, integrates, fields, trains, supports and upgrades all increments of the Army's tactical communications network backbone and complementary capabilities.



**Training and Range Simulations**, 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.



**Alyssa Marzilli** *continued*

**Radio Products and Programs**, support multiple branches of service throughout the world. Everyday around the globe our radios are trusted to ensure that planes land safely, isolated personnel are found and military personnel can communicate securely, anytime, anywhere.



**Fortress® Wireless**, is a solution we've designed to provide reliable, rapidly deployable secure 4G LTE and Wi-Fi mesh high-speed access to critical information needed by law enforcement, first responders and military personnel using any 3GPP compliant device.

Major programs and business efforts in Ground Systems include:

- The U.S. Army's Tactical Enterprise Network
- [The U.S. Army's Common Hardware Systems \(CHS-5\) program](#)
- [The U.S. Marine Corps Common Aviation Command and Control System \(CAC2S\)](#)
- The U.S. Army's [Tactical Ground Reporting System](#) and [Tactical Airspace Integration System](#)
- [A portfolio of live and constructive training systems.](#)

Ground Systems also features a portfolio of tactical ISR programs for the U.S. Army such as the Tactical Electronic Warfare System, the Tactical Electronic Warfare Light system, and the [Prophet program](#) as well as a suite of RF/Broadband products including the [CM-300 series Air Traffic Control](#) and [Hook3® search and rescue radios.](#)

### Sourcing in Ground Systems

What are the key technology areas we are currently sourcing in Ground Systems? Well, there are many. 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 constantly looking for leading-edge semiconductors as well as circuit card assemblies as we develop these systems. Finally, we source top-notch communication radios, antennas and networking equipment as well as the latest in fiber optic transceivers and cables.

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](mailto: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.



**Mike Cook** is the Line of Business Procurement Manager for Ground Systems. He is the main supply chain contact within the organization with staff supporting all of the major programs. He has been with General Dynamics Mission Systems for over 20 years working various capacities within supply chain and was a recipient of a corporate Supply Chain excellence award.

# MICROSOFT HOLOLENS COMMERCIAL SUITE

## 1ST GENERATION MIXED REALITY HEADSET

*Build With A New Vision*



## APPLICATIONS & FEATURES

- Remote Collaboration
- Visual Design Improvements
- 4D Digital Construction
- Enhanced Surgical Capabilities
- On-Site Studios for Increased Productivity/Safety
- Dynamic Guides/Learning Tools
- Customizable Solutions

**PURCHASE TODAY**

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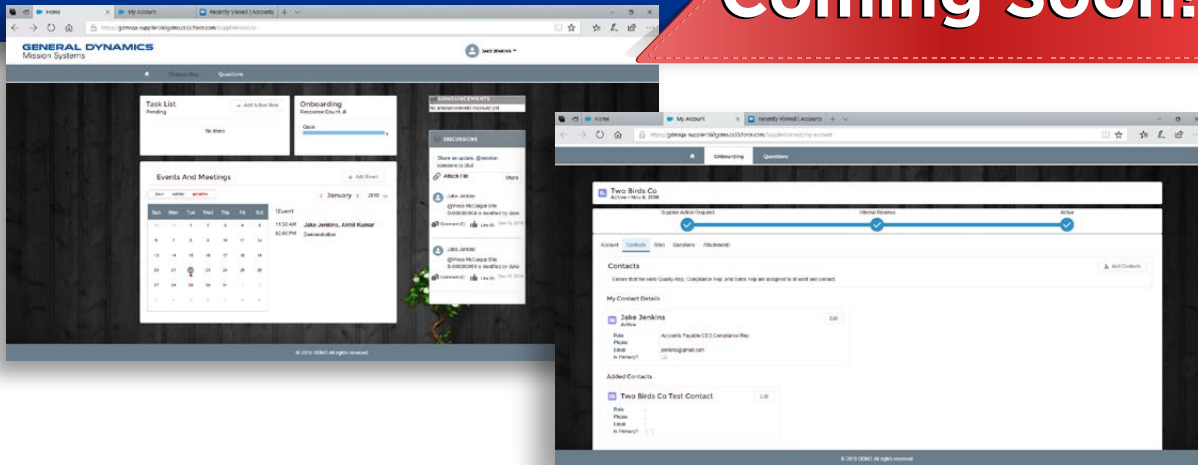


**GENERAL DYNAMICS**  
Mission Systems

General Dynamics Mission Systems is a licensed reseller of the Microsoft HoloLens. Only available while supplies last.

# 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.**





## Vicky Schrage

Component Assembly

### A Conversation with Our Buyers

Vicky works in Scottsdale, Arizona. She has been with the company 30 years.

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

Suppliers would benefit greatly by advertising those changes by communicating via newsletters and/or email prior to the changes being incorporated. Changes are generally planned well in advance of execution. Notifying customers of upcoming changes will allow GDMS time to plan ahead and ensure there is no business disruptions resulting from the changes.

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

Does the supplier currently do business with other GD business units? If so, share that contact information with the GDMS buyer. Do your research on our company; we have a very informative website for suppliers at <https://gdmissionsystems.com/en/about-us/suppliers>. Suppliers should focus on what sets your company apart from others.

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

Performance is key to expanding your opportunities. Suppliers need to perform exceptionally on their current requirements to develop trust within the business unit. Be responsive to issues, suppliers can make mistakes, how you react and recover will demonstrate your commitment to the relationship. Once trust is established other lines of business or programs are more willing to engage based on experience.

Contact Vicky at:

[vicky.schrage@gd-ms.com](mailto:vicky.schrage@gd-ms.com)

BUYER

## Industry Events Supply Chain Management Attends

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

DATE	EVENT	LOCATION	SCM ATTENDEES
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

SCM EVENTS



## Steve Faulkner

Sr. Supply Chain Program Manager

Steve works in Scottsdale, Arizona. He has been with the company 33 years.

### What led you to a career in SCM?

I enjoy doing work I'm good at and work that helps others, i.e. data mining/analysis, developing relationships, and supporting new business capture. The opportunity to be in Supply Chain Management and support proposals, develop/maintain supplier partnerships, and continue working collaboratively with our many internal functional areas as a member of our Supply Chain Strategy and Capture team checks all the boxes.

### What has been your most rewarding experience at GDMS?

Participating in the Mentor Scout program. I have always prided myself on imparting whatever work experience/knowledge I have with team members because, quite frankly, it helps the organization as a whole to accelerate the learning curve. To have been engaged in an effective formal mentorship and watch the mentee grow throughout the year was extremely rewarding.

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

Collaborative supplier relationships support both short-term and long-term Customer objectives. Open, upfront, close-in communication with suppliers as early as Request For Information (RFI)/Request For Proposal (RFP) improves accountability, increases productivity, drives cost reduction, and solves problems more quickly. Maintaining regular contact with our suppliers, to include being transparent and sharing strategic vision, lends itself to efficiencies over time that can result in cost savings passed on to our customers.

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

Teaming agreements. Well, maybe some folks would guess it.

### How do you contribute to achieving an integrated supply chain?

As liaison between Supply Chain Management and Business Development, I support strategic sourcing activities early in the proposal phase, to include orchestrating generation of SCM input to Design-to-Cost and Design-to-Unit Production Cost processes and providing SCM leadership to obtain information required for the Make or Buy decision.

### What motivates you?

Seeing tangible evidence that some contribution I made yielded a positive outcome, whether supporting a business pursuit that results in a win, showing a team member a new application to be more efficient in their job, or doing yard work. Seriously – I love doing yard work!

### How do you balance your career and personal life?

I work out in the morning, work hard at the office, and avoid talking work when I'm home.

### Perfect day would be?

It starts somewhere on a Gulf Coast beach, waking up to waffles and coffee in the morning, followed by a long walk with the wife, then having the kids and grandkids join us for a swim and barbeque, ending with an all-night jam session featuring me on drums with Josh Homme and friends. All somewhat realistic until the end ;)



# TECH SCOUTS

## Co-creating the art of the possible

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.

## Immediate Opportunities for Supplier Technical Solutions



### Operational Measuring Tool

COT's measuring equipment to determine the distance/thickness of a wall/floor/ceiling with only having access to one side of the material.



### IT HW and SW Open Source Decision Engines

Open Supplier Innovation Ecosystem  
<https://gdmissionsystems.com/techscouts>

**GENERAL DYNAMICS**  
Mission Systems



# Commodities

## OPERATIONAL



### Commodity Manager

Matt Robertson

#### Products

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

## SERVICES



### Commodity Manager

Tracy Loper

#### Products

Commercial Services (Non-Product)	HR
Contract Labor	Job Advertising
Environmental Health and Safety	Marketing
Environmental Testing Facilities	Prof Consulting
	Agreements
	Quality
	Recruitment
	Telecom

## MECHANICAL



### Commodity Manager

Susan Carpenter

#### Products

Actuating Levers	Firing Pins	Ornamental Parts
Antenna Masts	Flat Mechanical Part	Pistons
Arms	Gaskets	Plastic-Fabricated Items
Bearings	Gears	Plastics
Bellows	Glass parts	Pulleys
Bolts	Grommets	Quick Release Plungers & Slides
Brackets	Heat Sinks	Raw Material Retaining parts
Calibrated parts	Holding/Positioning Parts	Rivets
Cams	Insulating parts	Screens/Ventilating Parts
Cases	Joy Sticks (Custom)	Screws
Casters	Keypad Membrane	Sealing Parts
Castings	Labels	Sectors and Spools
Chassis and Bases	Lanyards	Shafts
Container Hardware	Lenses	Sheet Metal
Custom Fabric Parts	Links	Shielding parts
Custom Packaging	Machining	Springs
Decals	Mechanical Clutches	Tags and Instruction Cards
Disks	Mechanical Hardware	Washers
Drive Belts	Metals	Wheels
Drums	Nameplates	
Enclosure parts	Nuts	
Eyelets	Operating Control Parts	
Fan Blades and Rollers		
Fasteners		
Fastening Parts		

## IT HW AND SW



### Commodity Manager

Paula Shwab

#### Products

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

# Huntsville Site Snapshot

Huntsville, Alabama

HUNTSVILLE, ALABAMA



General Dynamics Mission Systems has been a proud member of the Huntsville, Alabama, community for over 20 years, providing systems and software development, production, fielding and logistical support for a variety of programs. The Huntsville site is General Dynamics Mission Systems' designated Logistics Center of Excellence, providing integrated logistics engineering in support of multiple lines of business.

General Dynamics Mission Systems Huntsville enables program success with a mix of office space, computer lab space, high-bay production area, warehousing and shipping and receiving capabilities. Additionally, a growing contingent of General Dynamics Ordnance and Tactical Systems (OTS) operates out of the facility, enabling collaboration and enhanced General Dynamics branding in the local community.

The majority of General Dynamics Mission Systems Huntsville's 100 employees support the Army's Tactical Airspace Integration System (TAIS). TAIS is the Army's program of record for tactical airspace management and deconfliction, providing commanders the capability to conduct airspace control and air traffic services. General Dynamics Mission Systems has been the sole prime for TAIS for more than 20 years and was awarded a new contract in September 2018 for five additional years of software development and maintenance, performance-based logistics and sustainment, field engineering, logistics product development and production/manufacturing support.

## Exceptional Reputation for Flawless Execution

Other programs supported from Huntsville include the Warfighter Integrated Network – Tactical (WIN-T), Common Hardware Systems (CHS), Command Post Computing Environment, Life-Cycle Product Line Management, VIPER, Unmanned Aircraft Systems Ground Control Station (UGCS) integrator and multiple Missile Defense Agency programs. The team is also actively participating in multiple new proposal efforts to include modernizing instrumentation solutions for testing and evaluation, advanced work on hypersonics and various logistics/supportability efforts throughout General Dynamics Mission Systems.

The General Dynamics Mission Systems Huntsville office is located within the second largest research park within the United States, Cummings Research Park. It provides rapid access to Redstone Arsenal, which is home to more than 70 federal entities, including NASA's Marshall Space Flight Center, the Army Material Command, Army Aviation and Missile Command, Army Space and Missile Defense Command/Army Forces Strategic Command, the Missile Defense Agency and many other federal agencies.

Redstone Arsenal is located on 38,000 acres of land along the Tennessee River and employs nearly 40,000 civilians and contractors. The major commands on Redstone are responsible for budgets totaling more than \$50 billion. It's easy to see why the Huntsville office is strategically located for future Ground Systems and General Dynamics Mission Systems growth.

Bill Patterson, vice president and general manager for the Ground Systems line of business, says General Dynamics Mission Systems Huntsville plays a key role in current programs and projects and is crucial to future endeavors. “The work we do today in Huntsville provides a solid base of capability and staff building an exceptional reputation for flawless execution that will be used to expand into the largely untapped market at Redstone Arsenal.”

He adds, “CHS, UGCS and hypersonics are three areas we are just now beginning to address in this market.”

### **Diverse Capabilities and Workforce**

The Huntsville office provides many of the same capabilities you would find at larger General Dynamics Mission Systems sites, but on a smaller and very affordable scale. In addition to office space, the site maintains a 22,000-square-foot high-bay production and integration facility with an additional 11,000 square feet of exterior secure storage. (The facility floor is seen at right during the 20th anniversary celebration in November 2017.)

There is also a 500-square-foot software integration and test lab as well as a 24/7 technical support center (aka Help Desk). Representing most of the “value driver” organizations within the company, Huntsville’s diverse workforce provides the following types of work:

- Software development and engineering
- Software maintenance and information assurance
- Hardware engineering and system design
- System manufacturing and integration
- Electrical component test, integration and repair
- Shelter & electrical component reset, overhaul & refurbishment
- Materiel management to include shipping, receiving & storage
- Technical documentation development
- Training development and conduct
- 2D and 3D graphics and multimedia design
- 24/7 Service Desk for fleet-wide support and sustainment

### **Community Activities**

The Huntsville team is very active in the local community. They give generously of their time and resources to benefit multiple charities and veteran organizations and functions. General Dynamics Mission Systems is the presenting sponsor for the annual Veterans Day dinner that attracts lawmakers and business leaders from across the state and the District of Columbia.

We also partner with our onsite General Dynamics OTS teammates to sponsor the annual Wounded Warriors Amputee softball team. Each year, the team (now called USA Patriots) comes to Huntsville to play games against local first responders. Huntsville employees also take great pride in supporting the local Care Assurance System for the Aging and Homebound organization through home winterization projects and wheelchair ramp builds. Other activities include:

- Veterans organizations to include the Huntsville Veterans Day parade
- American Diabetes Association
- Cell Phones for Soldiers
- U.S. Marine Corps Holiday Season Toys for Tots
- United Way

# 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>

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