



Innovation Sourcing Network Monthly

March 2019 Vol 3, Issue 3

Women-Owned Small Businesses

Industry Events Supply Chain Management Attends

Updating Your Supplier Profile

Defining Our Commodities

Marion, Virginia, Commodity Manager

Get to know the SCM team

Teamwork

A conversation with the Director of Engineering for Ground Systems



Scotty Miller II

VP, Supply Chain Management

Partnering with our suppliers

Definition of partnering ... a person associated with another or others as a principal or a contributor of capital in a business or a joint venture, usually sharing its risks and profits.

At General Dynamics, it is the process of working collaboratively with a group of people in order to achieve a goal and our desired way of doing business.

Teamwork is often a crucial part of a business, as it is often necessary for colleagues to work well together and try their best in any circumstance. Teamwork means that people will try to cooperate, using their individual skills and providing constructive feedback, despite any personal conflict between individuals.

Investing in each other is critical to the success of any partnership. General Dynamics Mission Systems routinely invests with our partners to develop differentiating solutions for our customers. Conversely, our partners do the same. We understand how important investing in us is to you, that there are risks involved, and we also understand your need to feel confident from an IP and legal standpoint. This is the foundation of the Innovation Sourcing Network and why it is critical for all our partners to understand this and specifically how to communicate and engage with us. Together, we can do great things and bring significant value to our business.

A handwritten signature in black ink, appearing to read 'Scotty', with a long, sweeping horizontal line extending to the right.

A note from Enterprise Procurement

As a supplier to General Dynamics Mission Systems, you play an important role in our success and the success of our warfighters. It is critical that products you deliver or services you perform are at the highest quality and compliance and are delivered on time. Please ensure your company reviews and understands the requirements for each purchase order received from General Dynamics Mission Systems, acknowledges receipt of the PO via written confirmation and inputs the order in your system of record.

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

Suppliers may submit articles to be considered for publication to: isn@gd-ms.com

Contact: Toll Free (U.S.) 1-888-406-EDGE (3343) or Toll Free (Non-U.S.) 1-877-466-9467

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Xiomí Baleno

Supply Chain Specialist, Small Business Program

Women-Owned Small Businesses

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

The Small Business Administration (SBA) defines Women-Owned Small Businesses, or WOSBs, as small businesses of which at least 51 percent of the business is directly owned by one or more women who are United States

citizens. Additionally, to be qualified as a WOSB, women must run the day-to-day operations and make long-term decisions for the company (SBA).

The WOSB certification was originally designed to allow women-owned small businesses easier access to resources that would incentivize their companies' growth. In 1994, as part of the Federal Acquisition Streamlining Act, the federal government set a goal to award five percent of all of its contracts to WOSBs for industries where women-owned small businesses are underrepresented (Forbes). The federal government then went one step further and created set-asides, limiting the competition for certain contracts to WOSBs (SBA). The five percent goal was finally achieved in 2015. In 2017, the government awarded \$25.4 billion in federal contracts to WOSB (Open Secrets). According to Carla Harris, chair of the National Women's Business Council, "the federal marketplace offers tremendous opportunity for women. 'Now that we know the five percent is possible, we have a challenge to maintain and, dare we say, increase the goal'" (Forbes).

Companies are able to self-certify as a WOSB on the SBA website or use an SBA-approved third-party certification organization. Companies participating in this program must update their certification information annually in SAM.gov and certify.SBA.gov (Nav).

[Click here for more information on small business standards.](#)

Contact the Small Business Department SBLOs at:

SmallBusiness@gd-ms.com



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

Here's a look at the events coming up the first half of 2019

	EVENT	LOCATION	SCM ATTENDEES
Apr 2-4	Dynamic Connections	Denver, CO	Scotty Miller Bob Burns Flor Aguilar Kim Darin Peckham Matt Maisano Paula Shwab Sheila Lucas
Apr 8-11	Space Symposium	Colorado Springs, CO	Ron Wells
Apr 8-9	SON SBIR/STTR Partnering Summit	Lowell, MA	Katie Ducharme
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



Alyssa Marzilli

ISN

What Do You Get from Updating Your Supplier Profile?

As a member of a supply base that is made up of thousands of different companies, standing out can seem nearly impossible. Continuing to update your supplier profile quickly and easily increases your business visibility in front of our engineers, program managers and supply chain professionals.

As we search for suppliers who can meet a certain technology gap, we first sift through our current supply base to look for any current suppliers who could have a solution before opening the request to the public. When supplier information is kept up to date, your business has a stronger chance of selection during this step.

For example – we currently have two open TechScouts on our public-facing website, one for an Open Source Decision Engine and one for a Measuring Tool. In both of these cases, we have not received responses from members of our current supply base, so we have moved to competitive research and are reaching out to companies outside of our typical supply base who may be able to fill the technical gap. When our suppliers are consistent in updating their information and keeping us informed of their technical expertise, we can reach out to you first, before we reach out to anyone else, which can lead to more opportunities for your business to partner with us. Updating your supplier data keeps your business at the forefront of our mind as we come across these technical gaps.

Later this year, we will be transitioning to a highly searchable system, Supplier 360, making it more important than ever that your information is up to date. This system will allow us to share your technical capabilities and solutions across our enterprise in a whole new way, increasing your business's visibility throughout General Dynamics Mission Systems.

We appreciate you taking the opportunity to update your information by providing:

- A short write-up or executive overview of your organization. Maximum 500 words.
- Capabilities – One to two word phrases that define your key capabilities. Give us the top 12 terms.
- Non-Traditional Defense Contractor Status. Have you had a CAS-certified contract or subcontract in the last 18 months?
- OTA Consortia – List all OTA consortia that you are members of.
- Points of Contact – Please provide name, title, email and phone. There is no limit for POCs. We encourage one from each of the roles below:
 - *Technical POCs*
 - *Business Development POCs*
 - *Leadership team POCs*
 - *Chief Technical Officer POC*
- Product or capability data sheet – Please provide a PDF only. Maximum file size is 1 MB.

Please send any updates to techscout@gd-ms.com or reach out directly to alyssa.marzilli@gd-ms.com.

Please use Subject line "2019 Supplier Info Update."



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://gdmissonsistemas.com/techscouts>

GENERAL DYNAMICS
Mission Systems





Lynn Dixon

Marion, Virginia, Commodity Manager

Defining Our Commodities – Marion, Virginia, Commodity Manager

What categories of equipment, products or services make up your commodity?

Buyers located in Marion, Virginia, procure everything for the Marion site specifically. Procured parts can be categorized in a range of commodities, from composites to mechanical parts.

How can a current supplier share updates with your team around product advances, new products or technologies?

What kind of information do you want from a supplier and in what format?

Current suppliers should share their technology roadmaps, product updates and capability data with the Innovation Sourcing Network™ (ISN) team who is organizing this information in our General Dynamics Mission Systems technology sourcing database. The ISN shares this information with our commodity, engineers, buyers and across commodity managers. We want and need to know about changes and updates, such as lead times, allocations, new equipment, new materials, new technologies and supplier personnel changes.

How often should our technical sales engineers engage with your commodity team? What's the right cadence?

Quarterly update meetings are ideal unless there is a significant change that we should know about immediately. Some of our suppliers conduct monthly technical sales briefings. These briefings provide great information to share with the ISN. You should also consider recording a Virtual Tech Ten Talk with our ISN team. The ISN team provides all the technology tools for you to conduct your talk from your desk. You don't need to leave your office. Contact the Innovation Sourcing Network team via techscout@gd-ms.com to set up your recording appointment. Our technical team likes these bite-size conversations to learn what your new services or technologies.

Do you have an interest in our market outlooks, insights and lead times? How do these help your team?

Who should a supplier send these to?

Yes, General Dynamics Mission Systems is very interested in your insight on market trends, outlooks and lead times, and we appreciate your collaborative efforts to share this information. We need this information to ensure we can meet our commitments to our customers. The ISN is disseminating this information across our engineering, product development, capture and business development teams.

Should I work to build a relationship with other commodity teams?

If the products and services your company provides support other commodity's endeavors (see pages 10 and 11 in this issue), we highly encourage you reach out to the other teams.

How does a new supplier get an opportunity to build a relationship with you and your team and quote opportunities?

The ISN is our first entry point for new suppliers. The ISN is our open supplier innovation ecosystem. Share your capabilities with the ISN, respond to a TechScout and record a Virtual Tech Ten Talk. These three ingredients help our team understand what your competencies are, and we begin to develop a relationship with your team that potentially will lead to teaming opportunities or quoting opportunities.

Contact Lynn at:

lynn.dixon@gd-ms.com

Commodities

OPERATIONAL



Commodity Manager

Matt Robertson

Products

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

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
Calibrated parts	Holding/ Positioning Parts	Retaining parts
Cams	Insulating parts	Rivets
Cases	Joy Sticks (Custom)	Screens/ Ventilating Parts
Casters	Keypad	Screws
Castings	Membrane	Sealing Parts
Chassis and Bases	Labels	Sectors and Spools
Container Hardware	Lanyards	Shafts
Custom Fabric Parts	Lenses	Sheet Metal
Custom Packaging	Links	Shielding parts
Decals	Machining	Springs
Disks	Mechanical Clutches	Tags and Instruction Cards
Drive Belts	Mechanical Hardware	Washers
Drums	Metals	Wheels
Enclosure parts	Nameplates	
Eyelets	Nuts	
Fan Blades and Rollers	Operating Control Parts	
Fasteners		
Fastening Parts		

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

IT HW AND SW



Commodity Manager

Paula Shwab

Products

Cameras	Optical Transceiver
Computer Hardware	Routers
Hardware Services	Servers
Keypad Assembly (Standard Offering)	Software
Networking	Commodities
Networking Switches	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	Hotels
Car Rental	Travel Agency
Hotel Event/	Services
Trade Show	Travel booking
Support	Tech
Ground Services	(Concur)
(Airport	Other
Parking,	Travel-Related
Car Services)	Service

Make sure we are



the know about
your capabilities
and technologies

Virtual Tech Ten Talks

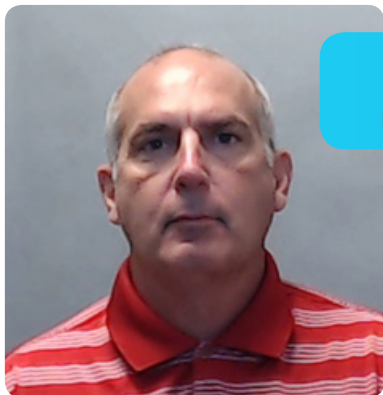
VTTTs

VTTTs are the conversation multiplier of **your** capabilities
across General Dynamics Mission Systems.

Your talking brochure.

Schedule your recording time now – techscout@gd-ms.com





Damian Giardina

Cost Analyst

Damian works out of Pittsfield, Massachusetts. He has been with the company since May 2012.

What led you to a career in Supply Chain Management?

My experience in materials management. The whole procurement process. Purchasing and accounting. My education as an accounting major and experience as a purchasing manager allows me to understand, account for, and analyze materials/ services and material/service transactions.

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

Shepherding the material estimating for the OMNIBUS program proposal several years ago. OMNIBUS is historically one of the largest proposal efforts in Pittsfield and it had just come off a previous submittal with adverse audit findings on the material estimating. I was able to assist the team in facilitating the material estimating process in an efficient and accurate manner assisting in a successful submittal.

In your opinion, why are relationships with suppliers so important to the Supply Chain Management mission?

Everything needs to be perceived as user benefit. If the supplier believes through positive relationships with General Dynamics Mission Systems, that providing quality product and service benefits them, that will in turn lead to subsidiary benefits to us as well.

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

A significant level of my responsibility is approving purchase order package submittals over \$750K. That consists of reviewing the Summary of Award to ensure price reasonableness and commerciality, as well supporting administrative documentation.

How do you contribute to achieving an integrated supply chain?

By facilitating the movement of procurements or proposal submittals through my efforts. With my background in pricing, material estimating and cost analysis, I am able to bridge many areas of procedural flow.

What motivates you?

Fear of failure. I am very competitive and have always treated work like a game by giving myself daily and extended benchmarks to beat in order to achieve success.

How do you balance your career and personal life?

Like an elephant, standing on a ball, juggling bowling pins. As a single father of four: prioritize and accept what can't be gotten to.

A perfect day would be?

75 degrees, sunny, breezy with front-row seats at Fenway with my children.



Vicki Nurse

Director of Engineering, Ground Systems

Vicki Nurse, who previously served as director of Engineering for both Ground Systems and Maritime & Strategic Systems (M&SS), will now focus her 19 years of experience at General Dynamics Mission Systems on the greatly expanded scope of Ground Systems. We spoke with Vicki about her new focus on Ground Systems and her strategies and priorities.

Could you share a little about your background & what led you to where you are today?

I have been passionate about engineering my entire life, starting with taking apart anything I could get my hands on as a child to see how it worked and most of the time putting them back together successfully. I remember as a young child taking apart five different vacuum cleaners to try and understand the differences between the various versions. My mother, who needed these for a business she owned, was a little surprised when she walked into the middle of my exploration.

While I've always been interested in the field, I started my engineering career later in life, returning to school to get my engineering degree when my youngest child went to kindergarten. I started working in the field while in school at a start-up company and graduated with a Bachelor of Science degree in computer science and software engineering from the University of Massachusetts, Dartmouth.

What technology trends are anticipated to apply most directly to our Ground Systems customers, and what are we doing to develop skills in these areas?

This is an exciting time for our engineering staff within Ground Systems. Our Army customers are looking at new and innovative ways to modernize. We have been working closely with the engineering Fellows to help define the technologies that we believe will be needed to help shape the Army and our training plans.

There are several core technologies being used within industry, and we believe they have current and future uses within our business. These include:

- Machine learning and artificial intelligence
- Cloud-native architectures and solutions
- Augmented and virtual reality

I am looking forward to seeing the innovative ways we use these capabilities to help provide the right product for the warfighter.

"As we continue to embrace new design methodologies, reliance on teamwork is paramount. Great engineers understand they are part of a team (us, our suppliers and customers) and work collaboratively to make programs and projects successful."

How can our partners and emerging technologists share their future roadmaps on machine learning and artificial intelligence and make it impactful for the Ground Systems team?

The Army is actively working to modernize the integrated tactical network (ITN), enabling secure resilient command and control across the battlespace that is affordable. This modernization effort will enhance network availability and ease of use all the way down to the dismounted soldier. There are unique challenges facing the DOD, lack of infrastructure and dependable bandwidth, mobility, cyber-attacks and electronic warfare to name a few. We are actively working to provide products and services to meet the Army's needs and machine learning and artificial intelligence will be a part of our solutions.

Understanding our partners' roadmaps are critical to our success; our partners must have an understanding of the environment we will be developing our products and services to work in. Having TRL defined, details on how they our partners envision using the technologies, gaps and risks,

and examples of how they are testing and using them within their companies would be beneficial. In addition, being able to talk with the team that is developing the products and services help us to determine how they can be best used to solve the DoDs needs.

Autonomy, AI and machine learning will be key drivers of the ITN. Our partners' visions and roadmaps will help ensure we stay in front of these new technologies.

What technologies in industry wake you up at night with their possibilities and why?

Advances in artificial intelligence techniques (e.g. machine learning, deep neural networks), how it is shaping our world today, how we interact with it and solve problems in the world.

We are just starting to scratch the surface with this technology – its uses seem limitless. The current pace of progress in artificial intelligence is incredibly fast. We need to be able to harness the possibilities with this technology while understanding the risks. Industry is using these technologies in things like self-driving cars, Google search algorithms and Nest Learning thermostat. We need to understand the current capabilities and determine ways to use it to help solve our customer's needs. As I mentioned, this technology is moving at breathtaking speed. We not only need to know what we can do with it today, but what we can do with it as the technology evolves. These are exciting times!

What is the problem space with cloud-native solutions in a tactical environment that you want partners to assist us in solving for our customers?

As I mentioned, the Army has several unique requirements in the tactical environment. One challenge is getting services and critical information to and from the edge. Services are often provided by headquarters; we need an efficient way to ensure warfighters at the edge can continue operate through periods of isolation. We need to develop an architecture that is optimized taking into consideration autonomy, bandwidth limitations and SWAP constraints.



DEPARTMENT OF THE NAVY
2019 FST
Forum For SBIR/STTR Transition
an STP Event

10-11 April 2019
UMass Tsongas Center at Lowell, MA

Registration Now Open!

Registration is Free! To Register Go To
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- ✓ See over 100 Small Business Technology exhibits
- ✓ Listen to over 130 technology presentations
- ✓ Meet face-to-face with innovative companies
- ✓ Attend interesting and relevant speaker and panel sessions
- ✓ Network with Government Acquisition Professionals, Prime Defense Contractors, Industry and Academic Experts, and Warfighters



DoN Approved Event

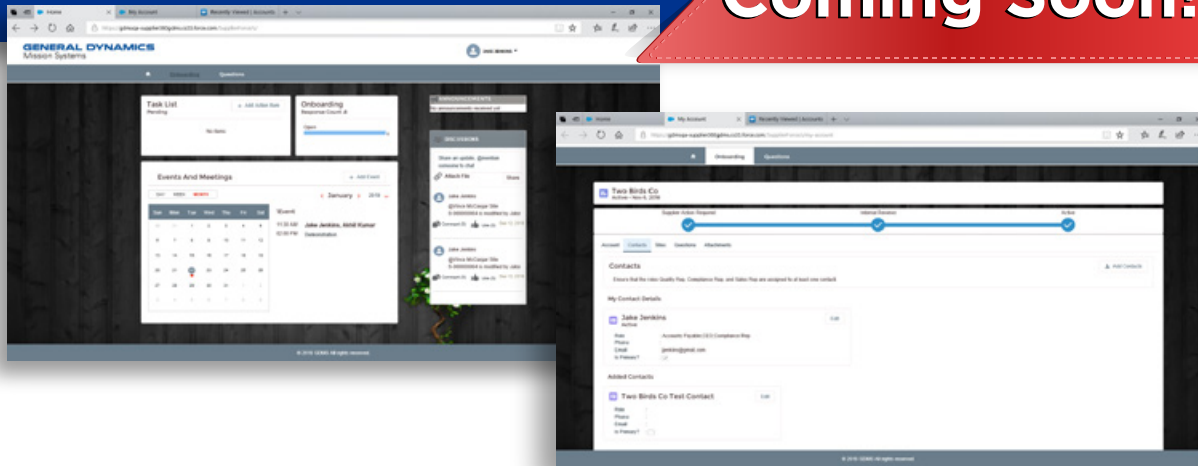
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NEW General Dynamics Mission Systems Supplier Management Portal

Coming Soon!



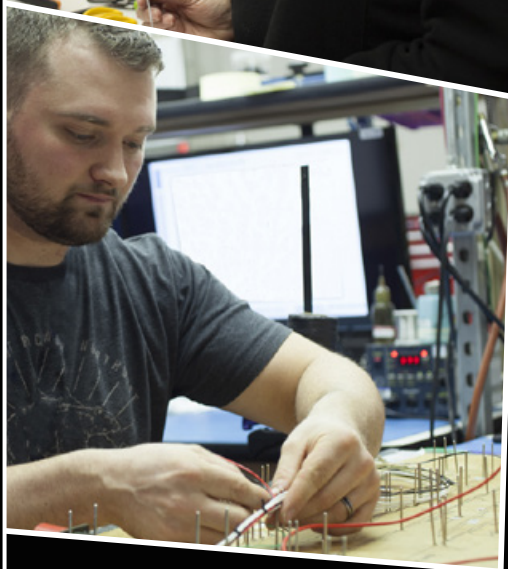
General Dynamics Mission Systems is excited to announce a **NEW** supplier management and onboarding tool called **Supplier 360**. This online tool will provide an interface that makes doing business with General Dynamics Mission Systems simple and convenient. The system features will include:

- 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.

Here, the future is born.

General Dynamics is currently hiring manufacturing and engineering positions at our Pittsfield, MA, location. Come join a company that offers challenging, exciting work that is essential to our national security.



*life
is calling*

the berkshires
Western Massachusetts

Learn more and apply at: gdmissionsystems.com/PittsfieldMA

GENERAL DYNAMICS
Mission Systems

General Dynamics is an Affirmative Action employer that is committed to hiring a diverse and talented workforce.