



# Innovation Sourcing Network Monthly

August 2018 Vol 2, Issue 7

**Mentor Protégé**  
Carroll Communications

**Defining Our Commodities**  
Sandra Reese - Electro Mechanical Manager

**How to Prepare a Quad Chart**  
Providing a High-Level Overview

**Small Business Tech Conference**  
See the Agenda





## Scotty Miller II

VP, Supply Chain Management

### Small Business Tech Conference

*Letting the small businesses be heard*

General Dynamics Mission Systems Small Business Tech Conference is only a short time away. The opportunity to learn something new is one of the biggest draws for most business conferences. While there are often many ways to learn what's new in industry and partner relationships, there are some educational benefits you just can't access unless you're in a live, face-to-face setting. These live elements and the opportunity to see, feel, touch and absorb the information being presented can add a new level of learning that is not easily accessed via other event types.

Another benefit of live, small business conferences, that is not easily duplicated is the opportunity for in-person networking. When you attend a live event, you have access to other attendees who are often your colleagues. Conferences are an excellent time to make connections, share information and learn about your peers. You never know when you might want to team up for a joint venture or make a referral to someone you met at a live event.

I look forward to seeing you at this year's Small Business Tech Conference on September 18, 2018.

A handwritten signature in black ink that reads "Scotty".

## Small Business Tech Conference

CONNECT • LEARN • PARTNER



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Providing a high-level overview



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: [edgeinnovation@gd-ms.com](mailto:edgeinnovation@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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# Carroll Communications

Certified, service-disabled, veteran-owned small business



On June 5, 2018, General Dynamics Mission Systems announced that it had entered into a Mentor-Protégé Agreement with Carroll Communications. As a certified, service-disabled, veteran-owned small business, Carroll Communications provides key technologies to defense acquisition programs from audio/visual manufacturers, antenna manufacturers and LTE carrier services. With a strong relationship between both companies, the ability to work with Carroll Communications to develop their business further only serves to enhance the service and support we provide our customers.

MENTOR PROTÉGÉ

The Innovation Sourcing Network team interviewed Byron Carroll, President of Carroll Communications, about their partnership with General Dynamics Mission Systems and their experience as a supplier.

**Q: How long has Carroll Communications been a supplier to General Dynamics Mission Systems?**

A: Twenty-four months as a supplier to General Dynamics Mission Systems. We started by kitting radios. We have sold IT products as well. We are hoping to grow into doing low voltage cabling, telecommunications and supplying more IT hardware.

**Q: What do you primarily supply General Dynamics Mission Systems with?**

A: IT and communications products.

**Q: Who is your Quality Manager? Operations Manager?**

A: QM- Bob Sullivan, VP, Commander US Navy Ret.; OM- Don Grannan, VP, Col. US AF Ret.

**Q: From your perspective, what is Carroll Communications' unique discriminator that makes you a valued supplier?**

A: Carroll Communications is 80% veteran operated, as well as 100% veteran owned. We have a deep connection, passion and commitment to the end users.

**Q: How do you approach partnering and collaboration? Do you have a formula?**

A: We look for partners with values like ours; ones who put the customers' and country's needs as the top priority. We strive/we look to find partners where our certifications will help the customer meet their set-a-side goals. With our service-disabled veteran-owned small business (SDVOSB) and historically underutilized business zone (HUBZONE) certifications can at times make the difference. We always work hard to offer great value in our services and products.

**Q: How long has it taken you to develop your relationship with the General Dynamics Mission Systems team?**

A: It has been a smooth journey of about thirty-three months. Our company was inspired by a General Dynamics Mission Systems employee to start defense contracting and we have made so many friends over that quick time. Everyone in supply chain management, small business, and C4ISR products has been great.



**Q: Who has been your biggest advocate inside General Dynamics Mission Systems and why?**

A: Now that is a hard question...There are so many people pulling for and assisting us in the process of doing business. Let me just say that from a small business person's perspective, General Dynamics Mission Systems is a wonderful company to work with and what makes it so are the people. We want to publicly thank the General Dynamics Mission Systems team's partnership with regards to our mentor-protégé relationship.

**Q: As a small business, how do you balance growing your business, maintaining quality and managing your investments in equipment, training and building your future?**

A: Automation is the key; using technology to be sure that details don't get lost in the grind of the process. We do our best to schedule tasks, follow up, as well as weekly partner meetings to keep momentum going.

**Q: What is something unique about you or your team that you want our team to know about?**

A: Carroll Communications is a team of entrepreneurs. That makes for a team that is going to be sure company decisions are made carefully. As the leader at Carroll Communications, the driving force that I am looking for in my team is quality service capabilities and performance. I look for veterans that can no longer serve in uniform, but still have a lot to offer. We consider our work at Carroll Communications an extension of our patriotic duty.

**Q: Are there members of the General Dynamics Mission Systems team that you haven't met that you want to meet because you think you can help them?**

A: We feel that even as a contracted VAR, vendor, and an official Mentor Protégé, we have only begun to work with a handful of the General Dynamics Mission Systems team. We are looking to grow our capabilities, relationships and impact across the General Dynamics Mission Systems team.



Make sure we are

IN

the know about  
**your** capabilities  
and technologies

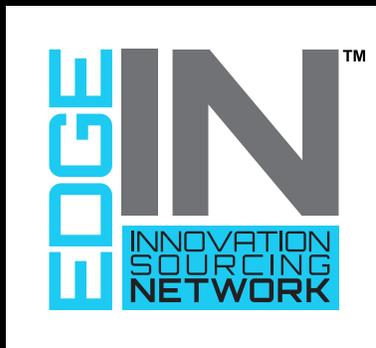
## Virtual Tech Ten Talks

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](mailto:techscout@gd-ms.com)





**Mike Puig**  
Materials Estimator

Mike Puig is a Materials Estimator at the Hampshire Manufacturing Center in Bloomington, MN and has been with General Dynamics Mission Systems for 22 months.

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

Fast-pace environments and change.

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

I had a 28-year logistics career in the US Army that I transitioned to logistics time-to-task estimating. While telecommuting to my job in Colorado from Minnesota, I happened to receive a “cold call” from a recruiting firm looking for a contract Materials Estimator in Bloomington. I jumped at the opportunity, started as a contractor and enjoyed it so much that I transitioned when a permanent hire position was offered.

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

I would have to say being a team member in Bidding & Estimating where the exposure and opportunities have allowed me to learn more about Supply Chain Management and to provide increasing levels of support to General Dynamics Mission Systems as a whole.

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

In order to provide the absolute best product to our customers, it’s essential to cultivate and maintain mutually-beneficial relationships with the materials suppliers, which are the foundation of those products.

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

Sleep. Materials Estimators tend to be a busy lot.

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

I think it helps to look at current processes and new initiatives from an “outsider” perspective in order to maximize their use, benefits and efficiencies. I’m always looking for ways to improve our processes.

**What motivates you?**

The unique challenges and experiences each new proposal opportunity brings.

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

Having a satisfying career promotes a satisfying personal life. I try and do whatever is necessary to have both.

**A perfect day would be?**

Spending time off the grid in the mountains.



# 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



#### Electro Mechanical

Lithium Polymer Pouch  
Deep Sea Battery



#### IT Hardware and Software

Open Source Decision Engine



#### Mechanical

Machine Shop Quick Turn  
Special Material Machining  
Plastic Manufacturing

Open Supplier Innovation Ecosystem  
[www.edge-innovation.com/techscouts.html](http://www.edge-innovation.com/techscouts.html)

**GENERAL DYNAMICS**  
Mission Systems



# Defining Our Commodities

Sandra Reese, Electro Mechanical Manager



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

Our commodity team supports Antennas, Audio Equipment, Bells and Buzzer, Circuit Breakers, Display Optics, Earphones, Handsets, Indicating Parts, Microphones, Populated Racks (enclosures), Power Distributions, Relays, Speakers, Surge Suppressors, Switches, Transformers and UPS.

## **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 tech 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 meetings updates 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 who organizes this information in our technology sourcing database. 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](mailto:techscout@gd-ms.com) to set up your recording appointment. Our technical team likes these bite-size conversation 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, GDMS is very interested in your insight on market trends, outlooks and lead times. We need this information to ensure we can meet our commitments to our customers. Any outlooks, insights, trends or lead times should be shared with the ISN. 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 the chart 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?**

Our Innovation Sourcing Network 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 Sandra at:  
[Sandra.Reese@gd-ms.com](mailto:Sandra.Reese@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 & 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	Tape
Explosive Devices	RF (Not Component Level)	TCXO
Fan & Fan Assemblies	Radar Eq.	Tents
Furniture - Lab	Radio & Comms Eq.	Test Equipment & Calibration
Generating Parts	Refrigeration - Cooling & Heating	TLNB
Generators		Trailers
Inspection Gages		TWTA
Inverters		VCOs
Isolators - RF		Vehicles
Jacks		Waveguide
Limiter - RF		

## SERVICES

### Commodity Manager

Dale Babione

#### 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 Managers

Mark Reardon & 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 Membrane	Screws
Castings	Labels	Sealing Parts
Chassis and Bases	Lanyards	Sectors and Spools
Container Hardware	Lenses	Shafts
Custom Fabric Parts	Links	Sheet Metal
Custom Packaging	Machining	Shielding parts
Decals	Mechanical Clutches	Springs
Disks	Mechanical Hardware	Tags and Instruction Cards
Drive Belts	Metals	Washers
Drums	Nameplates	Wheels
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

Sandy Reese

#### 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

Kevin Chapman

#### 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

# Small Business Tech Conference

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## AGENDA

September 18, 2018  
WASHINGTON, D.C.

**9:00 AM – 9:30 AM**

Check In & Breakfast

**9:30 AM – 9:45 AM**

Welcome From Scotty Miller  
Vice President of Supply Chain Management

**9:45 AM – 3:30 PM**

TechTen Talks

**9:45 AM – 3:30 PM**

1-on-1 Meetings  
with General Dynamics Mission Systems  
Supply Chain

**10:00 AM – 10:45 AM**

Panel Session 1:  
A Conversation with Government Office  
of Small Business Programs

**11:30 AM - 12:00 PM**

Lunch

**12:00 PM – 12:30 PM**

Keynote Speaker: Chuck Brooks,  
General Dynamics Mission Systems –  
“The Top 5 Tech People to Follow on LinkedIn”

**12:45 PM – 1:00 PM**

Networking

**1:00 PM – 1:30 PM**

Dr. Raja Suresh, General Dynamics Mission  
Systems, Director of R&D Office of Innovation

**2:45 PM – 3:30 PM**

Panel Session 2: How to Participate in the Small  
Business Innovation Research Program

**3:30 PM – 4:00 PM**

A Special Community Outreach Presentation  
– Mike Conklin, CEO, Sentinels of Freedom  
– Sergeant First Class John Wayne Walding,  
US Army Retired

**4:00 PM – 4:45 PM**

General Dynamics Mission Systems Business  
Development Opportunities

**4:45 PM – 6:30 PM**

Networking Reception  
(Refreshments Provided)

[www.gdmissionsystems.com/about-us/suppliers/small-business-event](http://www.gdmissionsystems.com/about-us/suppliers/small-business-event)

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Mission Systems



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# How to Prepare a Quad Chart

## Providing a high-level overview

By definition, a quad chart is a technical document used to provide a high-level overview of an idea, proposal, or innovation. Quad charts are a simple and great way to showcase your company's capabilities and technical descriptions. These one-page summaries are divided into four different quadrants, including a header at the top of the chart. Quad charts are an essential and easy way to provide a snapshot of information for a user to understand the solution at hand. Most companies will ask for a quad chart if they are seeking a solution, as this can help facilitate prompt decision making.

### Header Information



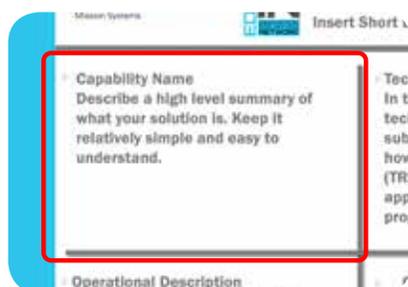
The header of your quad chart is the first thing the reviewer looks at when you submit your chart. Ensure it so it must make a statement. Start by including the name of the solution first, followed by a short description of the solution

underneath. In the top right corner of the chart, insert your company logo. If you would like to include the date of your submission, this would be helpful as well.

“Showcase your company's capabilities”

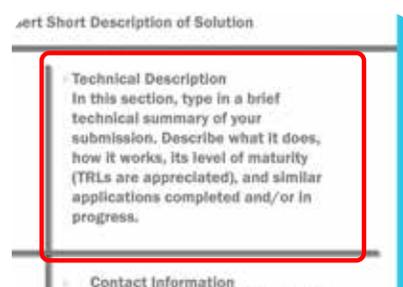
### Top Left Corner – Capability Information

In this corner it is best to keep your capability description simple and to the point. Most people are looking for a high-level overview of your solution. Include information such as a product description, value this capability can bring to the solution, etc. It is acceptable to use bullet points in the four quadrants as well.

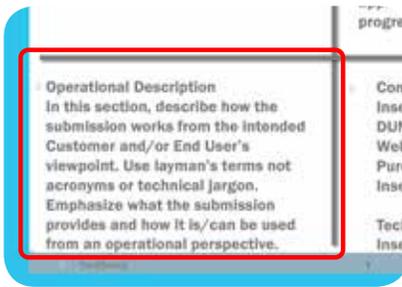


### Top Right Corner – Technical Description

In this quadrant, it is acceptable to go more in depth and technical on the solution you are describing. This is the section to give a technical summary of your solution, define what it does and how it works or include a picture of the solution. Its level of maturity (TRLs are appreciated) and any similar applications completed and/or in progress would be something to include.

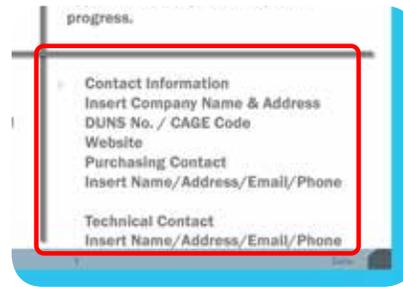


### Bottom Left Corner – Operational Description



In this section, outline how the solution works from the intended customer and/or end user’s perspective. It is best to use layman’s terms staying clear of acronyms or technical expressions. Highlight how this solution can be used in an operational setting and include the value that this solution can bring.

### Bottom Right Corner – Contact Information



The bottom right quadrant must include contact information. This consists of the company name and address on the first row, DUNS No. / CAGE Code, website, purchasing contact, name of the person creating the quad chart and their address/email/phone, and on the last line of the section it should include a technical point of contact. This ensures that we have all of the necessary information to follow up with you.

 		Insert Name of Solution Insert Short Description of Solution		Insert your LOGO	
> <b>Capability Name</b> Describe a high level summary of what your solution is. Keep it relatively simple and easy to understand.		> <b>Technical Description</b> In this section, type in a brief technical summary of your submission. Describe what it does, how it works, its level of maturity (TRLs are appreciated), and similar applications completed and/or in progress.			
> <b>Operational Description</b> In this section, describe how the submission works from the intended Customer and/or End User’s viewpoint. Use layman’s terms not acronyms or technical jargon. Emphasize what the submission provides and how it is/can be used from an operational perspective.		> <b>Contact Information</b> Insert Company Name & Address DUNS No. / CAGE Code Website Purchasing Contact Insert Name/Address/Email/Phone  Technical Contact Insert Name/Address/Email/Phone			
> TechScout		1		Date	

# GENERAL DYNAMICS

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# NOTES

Submit your representation & certification of compliance with

# Safeguarding Covered Defense Information and Cyber Incident Reporting

# Security



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>