



Innovation Sourcing Network Monthly

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**What is Bidding and
Estimating?**

**Supplier Management
Portal Onboarding**

Innovating for the Future

**Cybersecurity Maturity
Model Certification**

Get to Know the Team

**Winning Business through
Early Engagement**

GENERAL DYNAMICS
Mission Systems



Scotty Miller II

VP, Supply Chain Management

I am a firm believer that continuous innovation is a competitive necessity for any organization. However, evidence is growing that innovation processes in many industries are not yielding the benefits they should. As a result, companies like General Dynamics Mission Systems are looking beyond our boundaries for help with innovation, working with customers, research companies, business partners and universities. Our Innovation Sourcing Network (ISN) is a critical and important process and sourcing tool for us. We will continue to mature and develop its capabilities to provide an advantage and discriminator for our engineering teams. We are committed to developing innovative sourcing methods and solutions that will lead to a competitive advantage for General Dynamics Mission Systems and our customers.

SCOTTY'S MESSAGE



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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

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What is Bidding and Estimating?

What is Bidding and Estimating?

Our Material Bidding & Estimating (B&E) team is a critical member of the Supply Chain Management Strategy and Capture team. As with all Supply Chain Management functions, the B&E team is working toward a more efficient, integrated supply chain within General Dynamics Mission Systems.

B&E acts as a strategic partner to our business development group. By engaging early, the team is able to make a true impact on our business.

B&E also works to reduce risk to our programs by evaluating suppliers lead times, cybersecurity adherence, part obsolescence, financial forecasts and supplier delivery. In addition, they drive efficiencies through demand forecasting.

No team is effective on their own. B&E collaborates with Engineering, Operations/Manufacturing, Contracts and Finance to ensure General Dynamics Mission Systems is using best practices and strategies.

Key Roles/Functions in SCM Bidding & Estimating

Material Estimator

Supply Chain Management possesses experienced material estimators that lead the costing of material and bill of material development activities. These personnel are highly skilled at developing competitive and certified, current, complete and accurate material pricing.

Supplier Vetting (Proposals/New Opportunities) – Risk Mitigation

Early engagement in executing a proposal is extremely valuable in our corporation. This is why during the pre-proposal/proposal process we want the best suppliers for the job. Viability is a concern that, as a company, can make or break a program. To evaluate suppliers, we use multiple tools such as RapidRatings and riskmethods. This financial data is analyzed and a risk determination is made.

Quote Analyst

Quote analysts gather sourcing background data. They solicit quotes for material as necessary and send request for quotes (RFQs) at a minimum to support pricing requirements. Quote analysts are the first step to communicating with our supply base.

The Bidding & Estimating team at General Dynamics Mission Systems is key to our success and plays a large role in early engagement and winning business.

NEW General Dynamics Mission Systems Supplier Management Portal

Onboarding

General Dynamics Mission Systems values the partnership with our global supply chain and are constantly striving to improve our level of excellence. In today's global economy, integrating the supply chain refers to an enterprise resource planning approach to supply chain management. Relationships with our suppliers are key to our one-team approach.

To accomplish this effort, we are pleased to introduce Supplier 360. This new tool combines supplier onboarding, supplier relationship management and supplier compliance in to one seamless workflow.

What are the benefits of this change?

- Centralized supplier information across all General Dynamics Mission Systems procurement systems
- Electronic communication and process workflow
- Web-based portal that allows suppliers to directly onboard and update with self-service feature
- Supplier related fields that will interface to multiple back-end systems
- Business analytics tools for reporting, tracking and analysis

In 2020, our projected feature releases will include sourcing for business opportunities, scorecards and supplier feedback and other true business-to-business options to improve the partnership between General Dynamics Mission Systems and its global suppliers.

The new Supplier 360 portal is a FedRAMP certified secure cloud-based system built on the trusted Salesforce Government Cloud. This proven public sector cloud is your entry point to onboarding and continuing to do business with General Dynamics Mission Systems. We are committed to this new system and provide the benefits of this technology at no cost to our suppliers.

How do I participate?

You must first be an active supplier to participate; meaning General Dynamics Mission Systems has issued your company a purchase order in the last thirteen months or you have an active General Dynamics Mission Systems subcontract. Contact your General Dynamics Mission Systems Supply Chain representative to activate your account. You can also email us at S360@gd-ms.com.

Where do I find more information?

- <https://gdmissionsystems.com/about-us/suppliers/s360>
- <https://www.salesforce.com/solutions/industries/government/compliance/>

Thank you for your cooperation. We look forward to building the future together. If you have any questions or concerns, please do not hesitate to contact S360@gd-ms.com.

Winning Business through Early Engagement

Winning Business through Early Engagement

Within General Dynamics, the overall process for winning business and collaborating with our supply base to create a top-notch proposal can occur up to two years before a request for proposal (RFQ) is even released and even longer before an award is given. That being said, it may come as a surprise to members of our supply base when a press release comes out announcing a contract win for General Dynamics that we are already past the point of partnership and quoting opportunities. This is why early engagement becomes particularly important in our business.

Early engagement with our supply chain is critical to our continued success. We need each and every member of our supply chain involved to help us stay at the top of our game.

How can you put your company in the best place for success within our business now that you know this?

Keep us up to date on your core competencies. Tell us what sets you apart from other companies and keep us up to date if these change. How can you do this? Join our Innovation Sourcing Network, if you have not already, by filling out the form [at this link](#). If you have updated information to share with us, be sure to send it to techscout@gd-ms.com so we can update your profile.

Respond to TechScouts or RFQs when applicable. It is important for

[illegible]

suppliers to stay connected with us if they want to be considered for new opportunities. TechScout requests are sent out to applicable suppliers and are part of this early engagement process. Please be sure to respond to any that apply to your company to ensure you are considered for these opportunities. When you respond to an RFQ or TechScout request, your response is visible to our entire organization and used in cases where similar requests come up. View our TechScout Database [on our website](#).

Remain Compliant. Be sure that your company is compliant with our cybersecurity requirements, available for review [at this site](#). It is important to note that on a traditional quote opportunity, we cannot even send an RFQ to a supplier that is not cyber compliant.



Information in this article was provided by Shelly Yeck, Supply Chain Strategy and Capture Manager at General Dynamics Mission Systems. Shelly has been with the company for 13 years and leads the material estimating team.



Cordelle Haynes

Software

A Conversation with Our Buyers

Cordelle works in Fairfax, Virginia. He has been with the company 9 years.

What technologies or capabilities are you seeing most often in your commodity?

Primarily commercial off-the-shelf (COTS) software. But lately, I have seen a fair amount of Software-as-a-Service (SaaS) products. SaaS is a software delivery model in which software is licensed on a subscription basis, but is centrally hosted by the publisher.

What line of business do you support most often?

Maritime & Strategic Systems (MSS)

What separates a good supplier from a great supplier?

For me it's all about the relationship. Great suppliers are accessible; they often over-deliver and are eager to go the extra mile to help you find an obscure product even when it is not profitable for them.

Contact Cordelle at:

Cordelle.Haynes@gd-ms.com



For more information visit
gdmissionsystems.com/about-us/suppliers/innovating-for-the-future-event

Cybersecurity Maturity Model Certification

DoD is initiating a new standard addressing cybersecurity vulnerabilities in the defense industrial base and security in the supply chain. This standard, named the Cybersecurity Maturity Model Certification (CMMC), will incorporate relevant controls. The intent of the CMMC is to combine various cybersecurity control standards such as NIST SP 800-171, NIST SP 800-53, ISO 27001, ISO 27032, AIA NAS9933 and others into one unified standard for cybersecurity. In addition to cybersecurity control standards, the CMMC will also measure the maturity of a company's institutionalization of cybersecurity practices and processes.

The CMMC will encompass multiple maturity levels that range from Basic Cybersecurity Hygiene to Advanced. Suppliers will be required to become certified by having a CMMC assessment conducted by an accredited and independent third-party commercial certification organization. DoD is stating that all companies doing business with the Department of Defense will need to obtain CMMC. DoD currently plans to start including CMMC requirements in requests for information (RFIs) in June 2020 and in solicitations in late 2020.

As noted, since much of CMMC will be based on NIST SP800-171 security controls you should make sure that you are compliant with those controls. There are several resources available to you that offer assistance in this area. For your reference, we have many of these resources listed on the GDMS site under Cybersecurity for Suppliers.

We continue to monitor this closely, and will share information with our supply base once the requirements are finalized. To find out more information about the CMMC, go to DoD's CMMC site:

<https://www.acq.osd.mil/cmmc/index.html>



Industry Events Supply Chain Management Attends

SCM Events 2020

DATE	EVENT	LOCATION	SCM ATTENDEES
January 14-16	SNA (Surface Navy Association) 30th National Symposium	Crystal City, VA	Katie Ducharme Craig Jenneke Alfred Drozdal
February 26-28	AFA Air Warfare Symposium & Technology Expo	Orlando, FL	Katie Ducharme Bob O'Brien Kevin Doyle Luis Rivera
March 2-3	AFCEA West	San Diego, CA	Darin Peckham Robi Hullner
March 17-19	AUSA Global Force Symposium & Exposition	Huntsville, AL	Paula Shwab Robi Hullner
March 30 – April 2	Space Symposium	Colorado Springs, CO	Rose Hochgraef Ron Wells Luis Rivera
April 6-8	Sea, Air & Space Navy League	Washington, DC	Katie Ducharme Dean Sykes Dominic Gigante Mark Raczynski
April 22-24	AAAA Mission Solutions Summit	Nashville, TN	Paula Shwab Rick Sotelo Shelly Yeck
April 26-29	GEOINT Symposium	Tampa, FL	Rose Hochgraef
April 28-30	Dynamic Connections	San Diego, CA	Darin Peckham Alyssa Marzilli Mark Raczynski Josh Yost Cindi Wong
May 11-14	SOFIC Conference & Exhibition (NDIA)	Tampa, FL	Paula Shwab Greg Rakes
May 27-28	CANSEC	Ottawa, Ontario	Greg Downs

TechScouts



TechScouts are our process to communicate our needs and technical opportunities with your organization. TechScout is critical to our supply chain process to source potential outside solutions. We need your innovative approaches to build partnerships to solve our customers' greatest challenges.

Sign up to receive our alerts so that you can respond and share your innovative solutions with us.

gdmmissionsystems.com/isn

Current Open TechScouts

SATCOM System - Fly-Away Antenna

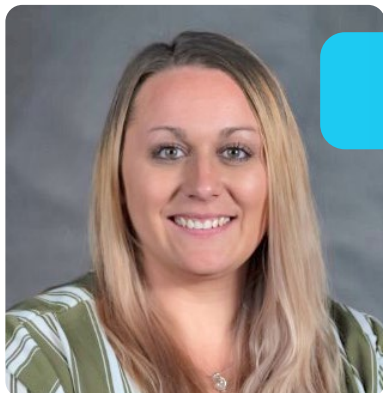
We are seeking solutions for a SATCOM system to be installed on a Mobile Vehicle with the following characteristics: fly-away, auto-pointing, Ku-band antenna system, a rack-mounted antenna controller, a rack-mounted satellite modem, and ruggedized transit cases for the exterior antenna equipment. The system will access a commercial Ku-band satellite network

Future Low Earth Satellite Ground Systems

We are searching for innovative ideas on: architectures for ground systems in the cloud, elements of a ground system in the year 2030, data sharing models for multi data usages, data processing on orbit, methods or technologies to automate mission operations, sustainment and maintenance, and automated algorithm implementation and development.

For More Information visit gdmmissionsystems.com/techscout





Ashley Linder
SCM Supplier Analyst

Ashley works in Scottsdale, Arizona. She has been with the company 4 years.

What led you to a career in Supply Chain Management (SCM)?

I sought out the Navy and became a manual machinist after high school. However, deciding to start a family, I separated and moved back home where I started working for the Texas Department of Criminal Justice. At this time, I began to pursue my bachelor's in business and found an opportunity here at GD. As a vet, it's an honor to work for such an inspirational company that drives toward a common passion I share alongside GD. SCM has provided me the opportunity to work in all lines of business, all commodities and with endless learning experiences.

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

I have to say getting the opportunity to create and develop Supplier Vetting with such an amazing team along the way!

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

Many reasons from many angles! Establishing solid relationships between SCM and suppliers is crucial to our organization. These developed relationships, if leveraged correctly, can catapult us forward and align us with our end vision and mission. This also provides opportunities to open new avenues, inspire learning and discovery and create phenomenal products. In turn, momentum for growth occurs.

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

In addition to supplier vetting, I support Design to Cost/Design to Unit Cost Production as well as our top opportunities in sourcing strategy and quoting.

How do you contribute to achieving an integrated supply chain?

Supplier Vetting raises awareness of risk concerns about existing, emerging or potential suppliers in the proposal phase. By implementing this early engagement strategic approach on how sourcing selections are made in the forefront of business and carried out to procurement, this process helps ensure a supplier/vendor can provide the desired product or service throughout the lifetime of GD's current programs or future awarded programs.

What motivates you?

It's knowing that what we do as a company impacts the world, most importantly to me, our military.

How do you balance your career and personal life?

I love to spend time with my two kids!! We play a lot of board games, card games and some role-playing games together. I love to build and fix things, or I work on my truck. I firmly believe in having a healthy outlet. Giving your brain a break allows for an overall happier lifestyle.

Perfect day would be?

On a rally track! Give me dirt roads and more horsepower!

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

Commercial Services	It Support Services
Engineering Services (Including Testing)	Hr Support Services (Staffing Categories, Recruiting, Training)
Environmental Health & Safety	Marketing / Advertising
Facilities Support Services	Professional Consulting Agreements
Security Services	Telecom
Fleet Management	Trade Show Services Support
	University R&D/Capstone Agreements

IT HW AND SW



Commodity Manager

Cindi Wong

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
Amazon Business

INTERCONNECT



Commodity Manager

Matt Robertson

Products

Back Shells
Cable Assemblies
Cables
Computer Cables
Connectors
Cords

Headers
Holders
Sleeving
Sockets
Terminals
Wire

TRAVEL



Commodity Manager

Tracy Loper

Products

Airlines	Meeting/ Events
Car Rental	Sourcing Support
Ground Services (Airport Parking, Car Services, etc.)	Other Related Travel Support Services (Agency, Technology, etc.)
Hotel / Lodging	