



Innovation Sourcing Network Monthly

January 2019 Vol 3, Issue 1

Introduction to the Supply Chain Risk Management Team

Get to know our staff

Defining Our Commodities

Matt Maisano - Component/Assembly Commodity Manager

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Get to Know the Team

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ISN Technical Interchange Roadmap Events

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Introduction to our Small Business Series

Xiomi Baleno - Supply Chain Specialist, Small Business Program





Scotty Miller II
VP, Supply Chain Management

A Customer-Focused Supply Chain...a New Perspective

In the past, the relationship between the customer and the supply chain ran through marketing and/or sales. The customer talked to a marketing/sales person, and if the information communicated from the customer involved changes to orders, these changes were communicated to supply chain through the sales planning system (S&OP), engineering change order (ECO) and the master production schedule (MPS). No need for supply chain to talk to (or even know anything about) the customer.

The problem, however, is that this system does not really work. It takes too long for changes and requests to work their way to the supply chain. Even when they are communicated, the changes are often distorted as marketing/sales added their "spin" to the information. Even worse, the supply chain and the customer were not even aligned. Ultimately, customers become frustrated; supply chain personnel became confused (if we met the plan then why was the customer upset?); and top management was concerned with competitive pressure increasing and long-term customers buying from the competition.

How about a radical thought? Cut out the middleman. Instead of the conversation beginning with marketing, supply chain should get to know the customers up-close and in person. Supply Chain would focus on those things that customers wanted (and would be willing to pay for).

Customers could now begin to see the organization in a far more positive light relative to our competition. In addition to strengthening our brand, we may find that customer complaints drop, lead times may fall and performance likely would be improved. For the first time, the supply chain team may be able to align its goals with their customers' needs because they understood whom they were serving from first-hand experience. When there is a problem, and there surely will be, the supply chain team would have a new perspective on the issues, and could think more creatively about how best to resolve them. Unlike in the past, cost was no longer the forgoing thought.

A different perspective indeed. I encourage you to communicate directly with our supply chain moving forward to enable us to meet your needs.



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: 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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Cindi Wong
Supply Chain Risk, SRM & Solutions Management

Introduction to the Supply Chain Risk Management Team
Get to know our staff

In 2018, General Dynamics Mission Systems established a solid foundation for managing supply chain risk with our integrated risk management approach, which leverages use of third-party tools that proactively identify supply chain vulnerabilities. For the new year ahead, we will build onto the established platforms and leverage new capabilities to provide a comprehensive view of our collective supply chain. As Scotty Miller stated in the March 2018 issue of the ISN Newsletter, "Seeing the entire scope of our supply chain and understanding where the risk lies is crucial to our continued success."

As an existing supplier or emerging supplier of General Dynamics Mission Systems, your participation in our supply chain risk management program is a part of our everyday operations moving forward. As the Supply Chain Risk Management team will be actively engaged with you and our teams, here is an introduction of our team members.



Kendall Rodrick is an Arizona State University alumna who graduated from the W.P. Carey School of business with a dual major in Supply Chain Management and Finance. Kendall began her career at General Dynamics Mission Systems as an intern before transitioning full-time as a Supply Chain Analyst on the Supply Chain Risk Management team. Kendall has been with the company for two years and has worked with a variety of teams within Supply Chain Management to create and communicate our supply chain risk management approach, while supporting the training, adoption, and use of our risk management tools, risk methods and RapidRatings. In her personal time she enjoys going to the movie theater, hiking and spending time with her two Australian Cattle dogs.





Emily Ferrall is also an Arizona State University alumna who graduated from the W.P. Carey School of Business with a dual major in Supply Chain Management and Marketing and a minor in Sustainability. Emily is joining the Supply Chain Risk Management team full-time after finishing a yearlong internship with General Dynamics Mission Systems, where she worked on the Innovation Sourcing Network team. During her internship, she worked closely with suppliers to create valuable relationships and communicate supplier capabilities to internal stakeholders. On the Supply Chain Risk Management team, Emily will be working closely with other areas of Supply Chain to ensure tool adoption, communicate capabilities, update processes and procedures, and inform suppliers of our supply chain risk approach. Emily also enjoys being active, reading mystery novels and traveling in her free time.

Fun fact:

The SCRM Team are all alumni of Arizona State University – Go Sun Devils!



We encourage you to reach out to our entire team at supplychainrisk@gd-ms.com.

Contact Cindi at:
cindi.wong@gd-ms.com



Darin Peckham

Supply Chain Procurement Manager

Darin works out of Scottsdale, Arizona. He has been with the company for 32 years.

What led you to a career in Supply Chain Management?

Supply Chain is a significant contributor to the success of our company. We in Supply Chain can make a difference. It's exciting to be part of this.

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

The ability to grow within the company. I started 32 years ago on the factory floor, and since then it has been a wild ride. I have had some amazing opportunities along the way, the highlights being; The Rescue 21 program, managing the Torrance SATCOM facility in Los Angeles (California) and most recently taking over as the Cyber and Electronic Warfare Systems Supply Chain Management lead. These wide and varied experiences have given me an opportunity to get an in-depth understanding of multiple aspects of our organization, resulting in an exciting career path and contributing significantly to my personal development.

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

It's important to build a strong relationship with our suppliers as it promotes trust. Treating our suppliers like partners and helping them succeed is critical to the success of General Dynamics Mission Systems. These supplier partnerships are essential as we drive to meet and exceed our General Dynamics Mission Systems goals.

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

Breakdance! Not really. I do get to participate in the evaluation of new products and/or business ideas pitched to more rapidly address customer needs and requirements.

How do you contribute to achieving an integrated supply chain?

Building relationships at all levels of the business, and ensuring that Supply Chain is seen as a value-add to the organization. Showing Supply Chain's value has resulted in an invitation to participate in the Cyber and Electronic Warfare Systems leadership team over the past year, which enables early upfront Supply Chain Management engagement and participation in business decisions.

What motivates you?

I take responsibility for the success and failure of supply chain in my role as the CEWS line of business lead. I really enjoy the challenge of making change in the way we do business within Supply Chain Management and within the line of business I support.

How do you balance your career and personal life?

I try my best to leave work at work...My wife and I have a house in Prescott where we plan to retire. We go there almost every weekend to decompress and forget about work for a couple of days.

A perfect day would be?

Being with my wife! She may have answered this one. Really, a backwoods trip with my wife in our side by side ATV exploring the Arizona trails, then back to our RV is a great day.



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.

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IT Hardware and Software
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www.edge-innovation.com/techscouts.html

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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		Trailers
Generators		TLNB
Inspection Gages		Trailers
Inverters		TWTA
Isolators - RF		VCOs
Jacks		Vehicles
Limiter - RF		Waveguide

MECHANICAL



Commodity Managers

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		

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 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
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	Hotels
Car Rental	Travel Agency
Hotel Event/ Trade Show	Services
Support	Travel booking
Ground Services (Airport	Tech
Parking, Car Services)	(Concur)
	Other
	Travel-Related Service



Matt Maisano

Component/Assembly Commodity Manager

Defining Our Commodities

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

Please review the Component/Assembly commodity equipment, products and services listed on the commodity chart provided on the previous page.

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 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 Matt at:
matt.maisano@gd-ms.com

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





Yaseen Ali

Supply Chain Compliance and Oversight Specialist

As a supplier to General Dynamics Mission Systems, you are aware of our ongoing efforts to ensure the authenticity of materials supplied to us and ultimately to our collective customers. This requires a partnership in the consistent implementation of robust counterfeit part avoidance and detection systems. These requirements are further delineated in the reference (a) General Dynamics Standard Terms and Conditions, section 32.0 Certification of Authenticity and Traceability; 33.0 Counterfeit Parts Prevention.

COMPLIANCE

33.3 ELECTRONIC PART DETECTION AND AVOIDANCE

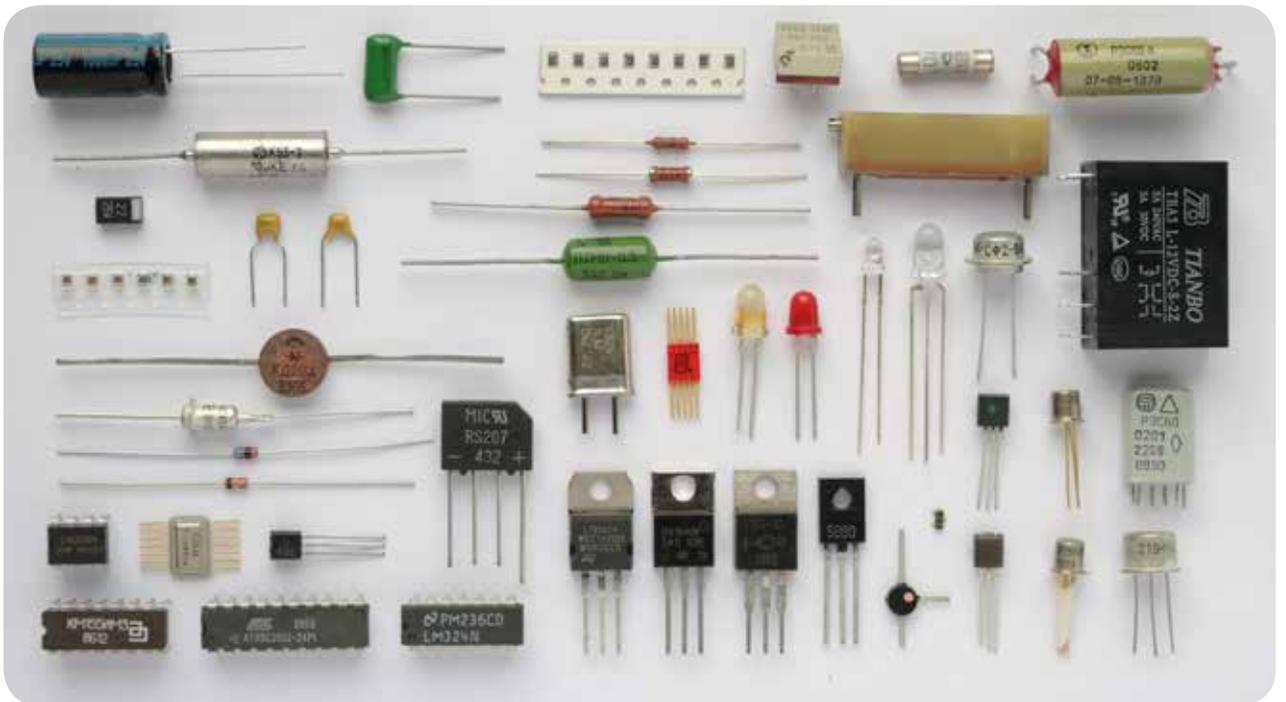
Seller must comply with the requirements set forth in DFARS clause 252.246-7007 "Contractor Counterfeit Electronic Part Detection and Avoidance System" and 252.246-7008 Sources of Electronic Parts.

The DFARS identified above requires all suppliers providing electronic parts maintain GIDEP membership and a defined process for screening GIDEP reports as well as other credible sources of counterfeiting information to avoid the use of counterfeit electronic parts.

If your company is not a member of GIDEP, and you fit the criteria, please register for membership. Obtaining membership is a free service, and requirements can be found at the GIDEP links below.

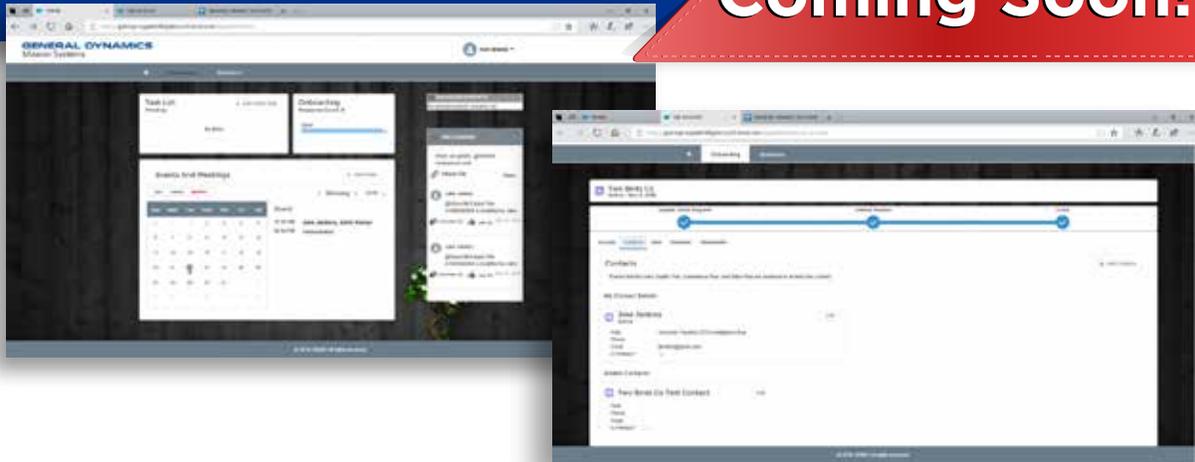
- <http://www.gidep.org/join/requirements.htm>
- <http://www.gidep.org/contact/helpdesk.htm>

If you have any questions, please reach out to our compliance team. Contact Yaseen at: yaseen.ali@gd-ms.com



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.



Sheila Lucas

Manager, ISN

It's That Time of Year Get Your Data in Order

Kick off the new year with a plan to update and refresh your data with us. This year we will be making a major transition to a new highly searchable system. This new system, Supplier 360, will share your technical capabilities across the General Dynamics Mission Systems team in unprecedented ways.

We are asking that you take time during the month of February to send us updated info as outlined below.

- 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.
- Keywords or phrases. Please provide a list of six keywords or phrases.
- Points of Contact - Please provide name, title, email and phone. There is no limit for POCs. We do like 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 all this information to techscout@gd-ms.com.
Use the Subject line 2019 Supplier Info Update

Contact Sheila at:
Sheila.Lucas@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>

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