

Innovation Sourcing Network Monthly

July 2018 Vol 2, Issue 6

Defining Our Commodities

Susan Carpenter - Mechanical Commodities Manager

Supplier Technical Interchange

Roadmap Event

Other Transaction Authority (OTA)

Also known as Other Transaction Agreements

Small Business Tech Conference

Apply to Attend



Scotty Miller

VP, Supply Chain Management

Other Transaction Authority Contracts

Drive a technology conversation with our team and share your expertise.

OTAs or Other Transaction Authority contracts are all the rage right now.

The U.S. Department of Defense (DoD), government services and some of their components are all trying to jump on the OTA train as Congress continues to grant the military more authorities with the special contracts.

"This mechanism is just so much faster and so much more attuned to getting something quickly that we want today and not have to spend a couple years going through a protest, going through this huge process to get something we wanted two years ago," Air Force Director of IT Acquisition Process Development, Maj. Gen. Sarah Zabel during an October 19 speech at a Defense Daily event in Washington said, "Everyone is very enthusiastic about OTAs. Still learning how to use them, still growing in the use, but they're performing very well."

For those unfamiliar, OTAs give Department of Defense a work-around for the traditional acquisition process. OTAs can take many forms, but are typically used to build prototypes of systems outside of the Federal Acquisition Regulations. General Dynamics Mission Systems is no different in that we too are very focused to position ourselves and our supply base to take advantage of OTAs.

[Read more on page 13](#) about this contracting method and how to connect with our team to learn more.

Scotty



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Other Transaction Authorities (OTA)

Also known as Other Transaction Agreements



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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Make sure we are



the know about
your capabilities
and technologies

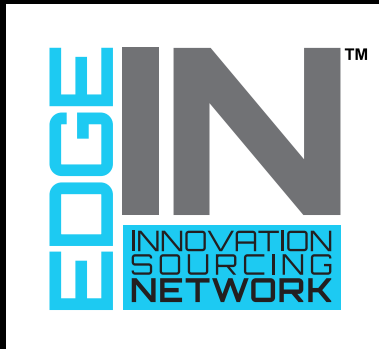
Virtual Tech Ten Talks

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





Kendall Rodrick

Supply Chain Analyst

Kendall Rodrick is a Supply Chain Analyst in Scottsdale, AZ and has been with General Dynamics Mission Systems for 1.5 years.

What motivates you?

Fast pace environments and change.

How do you balance your career and personal life?

I make sure to enjoy the time I have off. I have a great team that I work with that allows me to do this.

How do you contribute to achieving an integrated supply chain?

I work to achieve an integrated supply chain by adopting new tools and processes. Since I work on the Supply Chain Risk Management team I get to work with exciting new tools such as Risk Methods and Rapid Ratings.

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

Work with Arizona State University as a General Dynamics Mission Systems representative. It is so rewarding to engage with students and talk about our company! I recently had the opportunity to talk at ASU's Supply Chain Management Association about General Dynamics Mission Systems and the experiences I have had working here.

A perfect day would be?

A perfect day would be spent outdoors hiking and being with the ones I love.

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

Having a strategic approach with key suppliers can have immense long term benefits for our company. It is vital that we develop appropriate relationships with suppliers to effectively communicate and resolve issues efficiently.





TECH SCOUTS

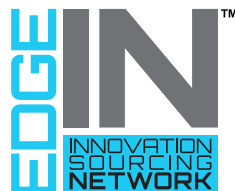
Co-creating the art of the possible

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.

Open Supplier Innovation Ecosystem
www.edge-innovation.com/techscouts.html

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Defining Our Commodities

Susan Carpenter, Mechanical Commodities Manager



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

Please review the Mechanical commodity equipment, products and services listed on the commodity chart provided on the next 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 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 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?

Absolutely we are interested, this helps our planning, development and information we share with our product development teams and engineering. 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 you have products or services that span multiple commodities (see chart on pages 8 and 9) then I recommend building relationships with the teams aligning with your products/services.

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 Susan at:

Susan.Carpenter@gd-ms.com

Commodities

OPERATIONAL

Commodity Manager

Matt Robertson

Products

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

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	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

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

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

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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REGISTER

September 18, 2018 - Washington, D.C.

ONE DAY SMALL BUSINESS EVENT

Small Business Government Panels

Networking with Government Representatives and General Dynamics Staff

One-on-One meetings with General Dynamics Procurement Staff

Small Business Showcase Opportunities: Demonstrations and Speaking Opportunities

AGENDA

Continental Breakfast - Welcome from VP of Supply Chain Management - TechTen Talks

Lunch - 1-on-1 Meetings with Supply Chain Team - Panels - Networking Reception

Meet representatives from all 10 General Dynamics Business Units

www.gdmissionsystems.com/about-us/suppliers/small-business-event

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Sheila Lucas

Manager, ISN

Supplier Technical Interchange Roadmap Event

ISN is hosting monthly technical interchange and roadmap events for our suppliers to come into our General Dynamics Mission Systems facilities to demo their capabilities and give their technology roadmap briefings to our technical and procurement teams. General Dynamics Mission Systems team is partnering with engineering to conduct outreach to learn and understand partner and supplier solution sets.

These events have the feel of a smaller and focused industry day. We bring our engineers to you for conversations to take place around technology by bringing your technical subject matters experts into our facility for curated conversations about where your products and services fit into a larger solution set.



By hosting these events on our campus, we are able to record demonstrations to create an enduring conversation post event. We create videos and podcasts that are shared post event on our internal ISN video channel to ensure that your advanced technologies permeate across our engineering and business development team. We believe this approach of capturing the event's provides additional outlets and opportunities so your team's investment isn't for a single event.

Please call Sheila Lucas to discuss the requirements to be featured in an onsite Technical Interchange Roadmap Event. The last half of this year's calendar is booking up quickly. This is a great time to collaborate with our team before year end.

Contact Sheila at:
Sheila.Lucas@gd-ms.com



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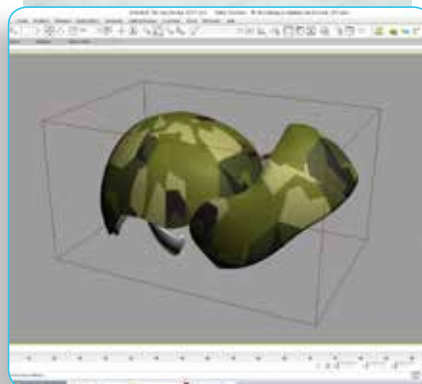
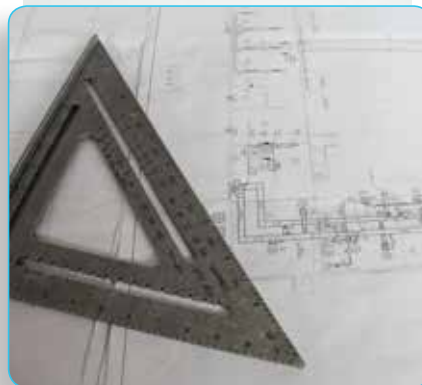
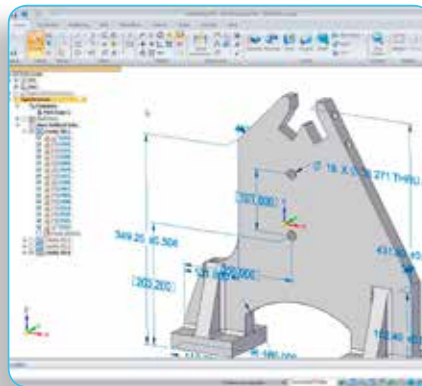
Web
edge-innovation.com

More on Other Transaction Authorities (OTA)

Also known as Other Transaction Agreements

Other Transaction Agreements (OTAs) are legally binding instruments between the U.S. Government and industry and academia for a broad range of research and prototyping activities. OTAs are not standard procurement contracts, grants, or cooperative agreements. Generally, OTAs are not subject to federal laws and regulations (FAR/DFARS) that apply to government procurements contracts. OTAs are inherently more flexible than traditional contracting vehicles, as they may be changed by simply the mutual agreement of government and industry participants. The use of OTAs has more than doubled in the last five years to \$2.3 billion in fiscal year 2017, up \$1.3 billion from fiscal year 2012.

We anticipate the usage of OTAs to continue to expand. OTAs are an opportunity for additional partnering and teaming with our supply base, specifically suppliers who are nontraditional defense contractors (NDCs). We are actively working to identify our suppliers that are defined as nontraditional defense contractors. NDCs are defined as an entity that has not performed a full Cost Accounting Standards (CAS) covered U.S. DoD contract within one year of solicitation of the current other transactional opportunity.



If you are an NDC, we request that you notify the Innovation Sourcing Network team by email (techscout@gd-ms.com). The ISN team is managing a list of suppliers that are NDCs and sharing that with our business development and technical teams. We also request that if you are a member of an OTA consortia, you let us know which one(s). The ISN is working to pair General Dynamics Mission Systems business development teams with suppliers that are NDCs and have technology that fits well with the OTA opportunity. These opportunities are often short turn opportunities that require rapid technology mapping. Ensuring that General Dynamics Mission Systems knows your NDC status, coupled with an understanding of your capabilities, could lead to additional teaming opportunities.

To learn more about OTAs, please reach out to [Sheila Lucas by email](#).

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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>