

A man in a grey polo shirt is working in a control room. He is looking down at a handheld device he is holding. The background shows various control panels and equipment.

IN™

**INNOVATION
SOURCING
NETWORK**

**Innovation
Sourcing
Network
Monthly**

July/August 2020
Vol 4, Issue 4

- DFARS Prohibition**
- Supplier Management Portal**
- Operational Commodity**
- Commodities**
- Buyer Feature**
- Small Business**
- TechScout**
- Get to Know the Team**
- Supplier News**

GENERAL DYNAMICS
Mission Systems



Scotty Miller II
VP, Supply Chain Management

As we all try to find some hope in the events going on in today's world, I wanted to thank all of our suppliers and partners. Despite the tremendous stress and daily grind of dealing with the virus outbreak and other events, you have continued to deliver on your commitments to GD and our customers. You and your teams have shown dedication and commitment in the face of adversity and unimaginable challenges that only a few months ago none of us thought even remotely possible. You come to work every day and deliver on your commitments, and go home to your families at night always hoping for the best and that all will stay safe and healthy.

I feel so fortunate to lead a team of dedicated people who want nothing more than to deliver critical needs to our customers, while taking care of their families. This has been a very valuable experience for me, and one I will never forget. I am grateful to all of you every day. Thank you so much for everything you do for GD and our customers.

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



In This Issue

4 DFARS Prohibition

6 Doing Business With Us

7 Operational Commodity

8 Commodities

10 Buyer Feature

11 Small Business

12 TechScout

13 Get To Know The Team

14 Supplier News



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

© 2020 General Dynamics



Joanne Chabot

Sr. Manager Supply Chain Compliance and Oversight

DFARS Prohibition on the Acquisition of Covered Defense Telecommunications Equipment or Services

Effective Dec. 31, 2019, the Department of Defense (DoD) issued an interim rule to prohibit the procurement of any equipment, system, or service to carry out the DoD nuclear deterrence or homeland defense missions that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as a critical technology as a part of any system. This includes telecommunications equipment or services from certain Chinese entities (e.g., Huawei), including their subsidiaries and affiliates, and from any other entities the Secretary of Defense reasonably believes to be owned, controlled by or otherwise connected to, the government of the People's Republic of China or the Russian Federation.

This interim rule implements the prohibition from section 1656 of NDAA for FY 2018 and the DoD-specific procedures associated with the 889(a)(1)(A) prohibition in the Federal Acquisition Regulation (FAR). This interim rule adds the following to the Defense Federal Acquisition Regulation Supplement (DFARS) :

- Subpart DFARS 204.21, Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment
- Solicitation Provisions:
 - DFARS 252.204-7016, Covered Defense Telecommunications Equipment or Services—Representation
 - DFARS 252.204-7017, Prohibition on the Acquisition of Covered Defense Telecommunications Equipment or Services—Representation
- Contract Clause:
 - DFARS 252.204-7018, Prohibition on the Acquisition of Covered Defense Telecommunications Equipment or Services

The FAR ban implemented last year based on section 889(a)(1)(A) of NDAA for FY 2018 added FAR 52.204-25 Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment. The new DFARS provisions are similar to the FAR prohibition. However, the DoD regulations for solicitation representations from offerors and reports from contractors contained in this new DoD interim rule apply to both section 1656 and 889 prohibitions.

The DoD prohibition under 1656 differs from the Government wide prohibition under 889(a)(1)(A) in that it applies to equipment, systems, or services **to carry out the DoD nuclear deterrence or homeland defense missions**. In addition, the new DoD prohibition has no exclusions and a waiver may only be provided by the Secretary of Defense.

“Covered defense telecommunications equipment or services” means –

- Telecommunications equipment produced by Huawei Technologies Company or ZTE

Corporation, or any subsidiary or affiliate of such entities;

- Telecommunications services provided by such entities using such equipment; or
- Telecommunications equipment or services produced or provided by an entity that the Secretary of Defense reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country

“Covered foreign country” means –

- The People’s Republic of China; or
- The Russian Federation

On July 10, 2020, DoD, General Services Administration (GSA) and NASA sent [“FAR Case 2019-009; Interim Rule; Prohibition on Contracting with Entities Using Certain Telecommunications and Video Surveillance Services or Equipment”](#) to the Federal Register. A prepublication version of the interim FAR rule that has been sent to the Federal Register is also being posted early by DoD, GSA and NASA.

- DoD, GSA and NASA are issuing an interim rule amending the Federal Acquisition Regulation (FAR) to implement section 889(a)(1)(B) of the John S. McCain National Defense Authorization Act (NDAA) for Fiscal Year (FY) 2019 (Pub. L. 115-232). Section 889(a)(1)(B) prohibits executive agencies from entering into, or extending or renewing, a contract with an entity that uses any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system, on or after Aug. 13, 2020, unless an exception applies or a waiver is granted.

We are monitoring this rule and will refine our policy and process as needed.

General Dynamics Mission Systems Compliance Approach:

General Dynamics’ position is expanded from the enclosed requirements of the FAR prohibition to also include that General Dynamics does not procure any equipment, system, or service to carry out the DoD nuclear deterrence or homeland defense missions that uses covered telecommunications equipment or services from prohibited Chinese and Russian entities.

General Dynamics Supply Chain Management (SCM) monitors the list of prohibited entities and does not include any such prohibited entities on our General Dynamics Approved Supplier List (ASL). Consequently, General Dynamics buyers and subcontract administrators may only procure from sources on the ASL which exclude prohibited sources.

Flow Down: DFARS 252.204-7018 is a required flow down in all subcontracts, and other contractual instruments, including subcontracts for commercial items. DFARS 252.204-7018 has been added to our terms and conditions.

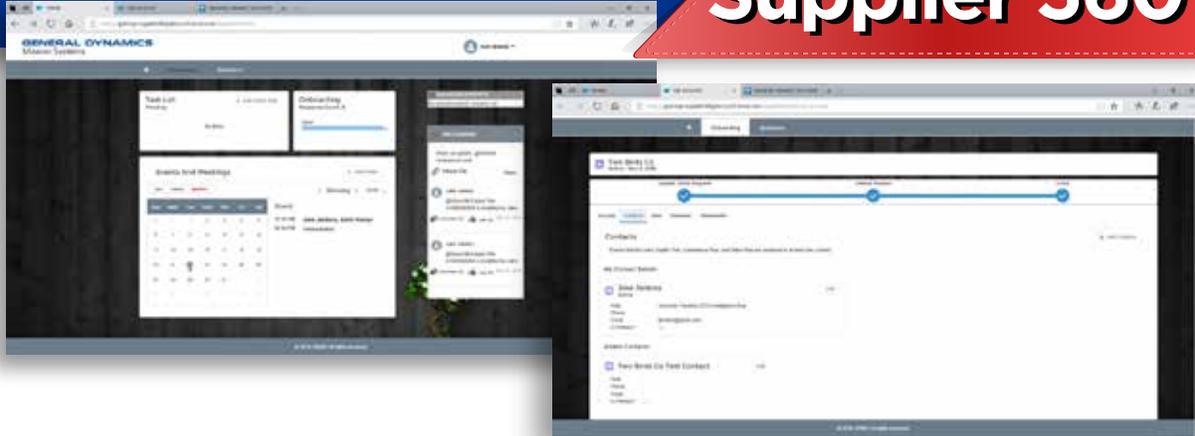
What do you need to do?

- If you become aware of any prohibited telecommunications equipment or services during contract performance, immediately notify your General Dynamics point of contact. There is a reporting requirement within one business day from the date of such identification or notification.
- Become familiar with these requirements and review your current procedures to determine if new or modified procedures are needed to comply.

General Dynamics Mission Systems Compliance contact: SCMCompliance@gd-ms.com

General Dynamics Mission Systems Doing Business With Us

Supplier 360



The First Step

If you are an active supplier with General Dynamics Mission Systems (meaning you have received a purchase order from us within the last year) and have not done so, please [go to the Supplier 360 page on the General Dynamics Mission Systems website](#) and:

- Read the Supplier 360 Training Documentation
- Submit a Supplier Account Activation Request Form

Once initiated you will be prompted to log in and provide company, facilities, and contact information and any applicable Quality Assurance Standard certifications (i.e., ISO-9000) directly into your profile, along with a selection of your business capabilities and the products or services you provide.

What you can expect

We will use this account record to update our procurement systems with the latest information about your company. We will use this platform to update compliance records and communicate important information from our supply chain team.

We have developed best-in-class supply chain processes, and this technology will help all of us do business more efficiently and effectively. We work across all of our businesses to ensure we maintain our performance and value across the supply chain. This is an example of our commitment to our suppliers and there are no costs associated to use Supplier 360.

As we continue to enhance our efforts and features available through this new platform, our Supply Chain Management Executive Team is committed to evaluating and capturing the best and most valuable enhancements associated with procurement system integration.

See the latest information and quick start guides here:
<https://gdmissionsystems.com/about-us/suppliers/s360>

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



Matt Robertson

Operational Commodity Manager

The Operational Commodity team is responsible for managing all aspects of supplier engagements and procurement execution with a variety of suppliers for: chemicals, radios, trucks, trailers, test equipment, gases, adhesives, tools, generators, shelters, motors, machines, electron tubes, pumps and various RF space-qualified amplifiers. We support engineering with creative new designs and technology. We collaborate closely with all General Dynamics Mission Systems lines of business and support proposal efforts to provide competitive solutions to meet business objectives.

The Operational team is made up primarily of small- and medium-sized businesses that support our many expectations and help the Enterprise team meet the small business goals. Our team is responsible for leading and managing relationships and performance (on-time delivery, cost, service levels) of our Strategic, Critical and Transactional suppliers. Procurement agreements are implemented, negotiated and managed with critical suppliers that have high impact to our product business. These agreements provide competitive results and reduction in lead times supporting the business requirements for General Dynamics Mission Systems.

About the Team

Matt has led the Operational team for the past several years. He also manages the Electro Mechanical and Interconnect Commodity. He has been with General Dynamics for 37 years.

Key Contact

Contact Matt at: Matthew.Robertson@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
Electron Tubes	Power Amplifiers	Pkg. Supplies
Explosive Devices	RF (Not Component Level)	Tape
Fan & Fan Assemblies	Radar Eq.	TCXO
Furniture - Lab	Radio & Comms Eq.	Tents
Generating Parts	Refrigeration - Cooling & Heating	Test Equipment & Calibration
Generators		TLNB
Inspection Gages		Trailers
Inverters		TWTA
Isolators - RF		VCOs
Jacks		Vehicles
Limiter - RF		Waveguide

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 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

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



Lenilza "Leni" Lane

Operational

A Conversation with Our Buyers

Leni works at JANTEQ in Irvine, California. She has been with the company for 5 years. General Dynamics Mission Systems JANTEQ provides high-definition, digital wireless video transmitter and receivers for both the federal sector and commercial applications. They enable video surveillance over licensed wireless spectrum through a suite of digital video broadcast products.

BUYER FEATURE

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

Computer aided machining is used for machine processes and sheet metals. Laser engraving is used with serialized parts for traceability. Military Specifications (Mil-Spec) are required for coating and painting finish to ensure our products meet specific criteria and are reliable. 3D printing technology is utilized for rapid prototyping specialty small parts. Our machine shop suppliers use our 3D models and drawings to make the production process run smoothly and efficiently for a quick turnaround.

What line of business do you support most often?

Space and Intelligence Systems

What separates a good supplier from a great supplier?

Accountability and expertise. Great suppliers exceed their customers' expectations and meet more than the minimum requirements. They communicate well and keep their customer informed on good news as well as challenges. They have a proactive attitude towards continuous improvement.

Contact Leni at:

leni.lane@gd-ms.com

Industry Events Supply Chain Management Attends

Stay tuned for the list of events for 2020!



Xiomi Baleno

Supply Chain Specialist, Small Business Program

After registering for the **Innovation Sourcing Network (ISN)™**, companies may be wondering – what are the next steps to exploring opportunities with General Dynamics Mission Systems?

Our Small Business team advises the best way to secure work with General Dynamics Mission Systems is to approach us with an opportunity in mind ... but we are pleased that now there may be opportunities for our team to reach out to your company as well.

The General Dynamics Mission Systems **ISN utilizes TechScouts**, a tool through which engineers, procurement managers and business development leads are able to reach out to suppliers to address immediate technical or service needs. TechScouts allow suppliers the opportunity to respond quickly and efficiently to challenges facing our warfighters, first responders and other General Dynamics end-users with innovative solutions.

These TechScouts essentially serve as informal Requests for Information (RFIs). Each TechScout briefly details the immediate need for which a General Dynamics member is searching and lists instructions for how to respond to the prompt. Companies are highly encouraged to provide capabilities documents, data sheets and any other supporting documentation with their response. Any documents provided will be added to the company's profile within Mission Systems.

How exactly does a company access these TechScouts? When companies **sign up with the ISN**, their commodities are identified, and they are emailed TechScouts targeted to their capabilities. Also, current opportunities are viewable via the Open TechScouts box on the **main ISN webpage**. General Dynamics then screens the technologies and proposed solutions to determine what best meets the immediate needs. Once solutions are identified, if capabilities align, the ISN team assists in coordinating demonstrations and high-level discussions between General Dynamics and the respective suppliers under an NDA.

It is critical that companies ensure they maintain up-to-date contact information in the ISN system. If a company previously received TechScouts, but is no longer receiving the emails, it is very likely the contact information needs updating. Registered companies that are not actively receiving TechScout or ISN emails but wish to be on the distribution list should reach out to the ISN team at **techscout@gd-ms.com** to verify current contact information.

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.

gdmissionsystems.com/isn

Current Open TechScouts

Vacuum Brazing

General Dynamics Mission Systems has an immediate need for a company with vacuum brazing capabilities.

5G Networks

General Dynamics Mission Systems is seeking small business partners with experience designing and deploying 5G wireless networks. Expected network applications include data, video, telemetry, text and location services. Potential work would be performed in US Government facilities and require personnel capable of obtaining a Secret clearance.

For More Information, visit gdmissionsystems.com/isn





Brian Slaughter

Sr. Supply Chain Program Manager

Brian works remotely from Nashville, Tennessee. He has been with the company for 12 years. Brian is also a colonel in the U.S. Army Reserves and serves as the chief of staff for the Army Reserve Sustainment Command.

What led you to a career in SCM?

I attended the University of Central Florida and received my BSBA in Finance. I then entered the dynamic world of derivatives trading, which led me to pursue my MBA at Loyola University Chicago. As luck would have it, when I graduated from Loyola, the bubble burst in 2000 and the demand for MBAs plummeted. Naturally I did what all MBA graduates do: I commissioned in the U.S. Army as an armor officer. Fast forward to 2006, I was a founding member of Ascend Intelligence, which developed the Tactical Ground Reporting (TIGR) system for battlefield information collection and reporting. In 2010, GDC4S acquired Ascend Intelligence, and I began working in the Business Development department. Since then I have worked in multiple locations within General Dynamics Mission Systems as well as the Customer Facing Executive (CFE) department.

What has been your most rewarding experience at GDMS?

My most rewarding experience is just that, the experience. I have met so many intelligent and interesting people and absorbed an immeasurable amount of information. There have been numerous mentors and programs I have had the pleasure of participating with. The one experience I will forever be grateful for is the experience to watch the development of products and programs and how it benefits our end users.

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

We do not have all the answers, thus the relationship with our suppliers is critical to close knowledge gaps. These relationships are even more relevant as our customers often turn to industry for answers to extremely complex problems. By sustaining and fostering these relationships we can be a value-add to both the supplier and the customer.

How do you contribute to achieving an integrated supply chain?

The SCM contribution is dynamic and operates at the tactical, operational and strategic levels to serve as a bridge between SCM, Business Development and the lines of business (LOBs). The beauty of SCM is our involvement in all aspects of the proposal, as well as the value we add as a service to help position the team to win. We recently kicked off a strategic effort to inject SCM early in the process, and I was asked to work with the LOBs to help make that happen.

What motivates you?

My motivation comes from witnessing the development of capability from concept to execution. What we do matters, and it is reflected in our end-user experiences.

How do you balance your career and personal life?

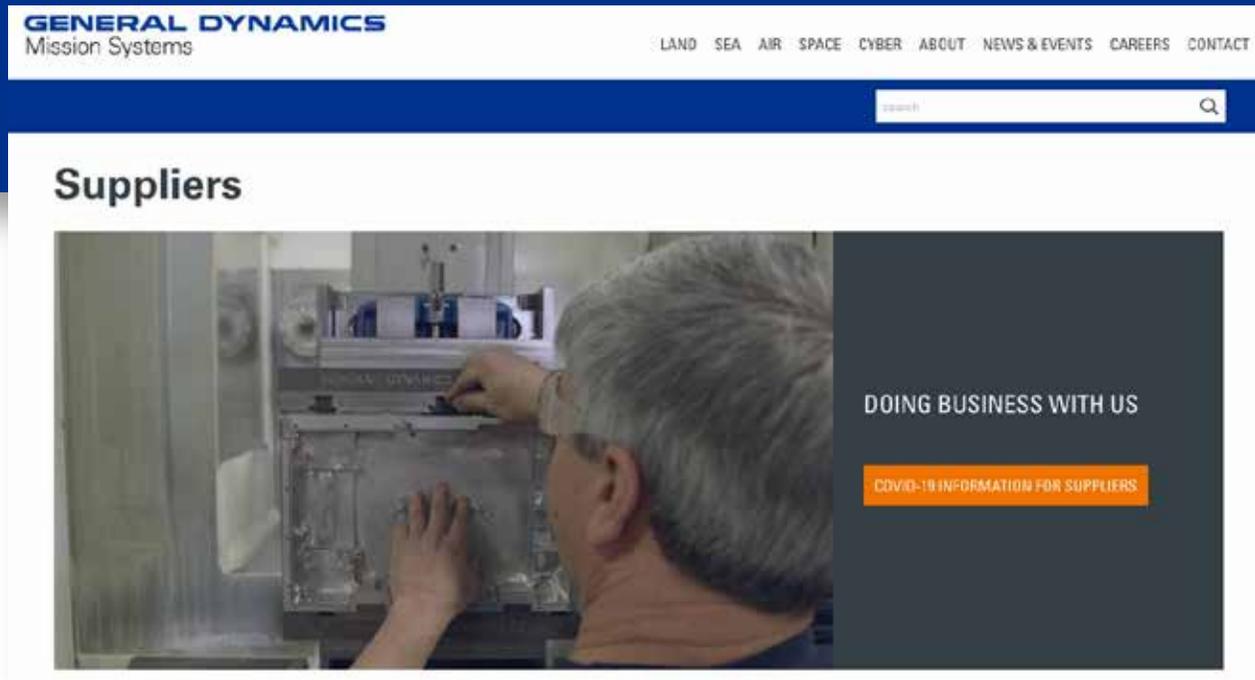
I use exercise to achieve balance. My work with the Army Reserve serves as an additional escape. I try to reset at the end of the day so I can give my family the undivided attention they deserve.

A perfect day would be?

Workout, eat, read, and repeat.

The Supplier News and Information Center

is now available on the
General Dynamics Mission Systems website
www.gdmissionsystems.com



General Dynamics Mission Systems has established the **Supplier News and Information Center** on the Supplier page of our website to keep our supply chain partners informed with critical information relating to our operating status and the adjustments we are making in response to the COVID-19 outbreak.

Search under **About** and **Suppliers** to click on the **COVID-19** Information for Suppliers bottom.

Visit <https://gdmissionsystems.com/about-us/suppliers/news> for continued updates for our Supply Chain team.