



Innovation Sourcing Network Monthly

March/April 2020
Vol 4, Issue 2

**The Supplier News and
Information Center**

Risk Management Team

Commodities

**IT Hardware/Software
Commodity Team**

Supplier Management Portal

Buyer Feature

Get to Know the Team

TechScout

GENERAL DYNAMICS
Mission Systems



Scotty Miller II
VP, Supply Chain Management

This pandemic has had a major impact on the exchange of goods throughout the world. Let us think of a supply chain as a supply network. Groups of manufacturing facilities are connected by transportation routes with several storage nodes along the way.

SCOTTY'S MESSAGE

In this pandemic, manufacturers that rely on labor-intensive processes that require people to work closely together have been disrupted because of social distancing requirements. For example, many of our suppliers are building highly complex electronic components that rely on suppliers three tiers down the supply chain. These complex products require people to be located close together and work across manufacturing lines. This goes against social distancing guidelines and can force a supplier to stop operations. For other manufacturers, perhaps it will not be labor or raw materials that are in short supply, but the ability to have their product delivered. For example, transportation routes are at risk of disruption if truck drivers become sick. It's difficult to predict exactly where disruptions will be felt the most, but specific supply chains have been affected.

General Dynamics Mission Systems is not immune to these problems, and we are very appreciative to those suppliers who have kept their operations open. We ask that you continue to deliver on your commitments during these trying times as our service men and women are counting on us to deliver the products and solutions to keep them out of harm's way. Stay safe and healthy, and thanks for everything you're doing for Mission Systems and all of our front line responders.



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

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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.

Risk Management Team

RISK MANAGEMENT TEAM

As it has been communicated to our supply base, we would like to emphasize that General Dynamics Mission Systems remains operational during the coronavirus (COVID-19) pandemic, ever committed to our mission to serve critical mission systems to our defense, civil government, intelligence and cyber security customers.

Although the continued spread of COVID-19 presents unprecedented challenges, we are dedicated to remain on course to fulfill the needs of our customers. We understand that you are also trying to navigate the uncharted waters of local government mandates and other actions enacted to protect and serve all of us. To assist you in traversing those waters, we are sharing guidance from the Department of Homeland Security that we expect all of our suppliers to understand as we commit to maintain a functioning supply chain. Our collective work is essential to the defense industrial base and our nation's security. We expect that you will continue to perform in furtherance of the obligations and terms of your purchase order(s) and contracts with General Dynamics Mission Systems.

In accordance with the Department of Homeland Security regulations, suppliers supporting the national defense, communications and manufacturing in provisioning these critical sectors are designated as part of the Essential Critical Infrastructure Workforce. The important work you perform for our General Dynamics Mission Systems impacts the United States' national security and the safety of United States citizens worldwide.

To discuss further or address any questions, contact your Supply Chain relationship manager (i.e. purchasing agent, subcontract manager) or contact the General Dynamics Mission Systems Supply Chain Risk Management team, SupplyChainRisk@gd-ms.com.

For up-to-date news on COVID-19 and copies of our communications, visit: <https://gdmissionsystems.com/about-us/suppliers/news>



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		

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 Retaining parts
Calibrated parts	Holding/ Positioning Parts	Rivets
Cams	Insulating parts	Screens/ Ventilating Parts
Cases	Joy Sticks (Custom)	Screws
Casters	Keypad Membrane	Sealing Parts
Castings	Labels	Sectors and Spools
Chassis and Bases	Lanyards	Shafts
Container Hardware	Lenses	Sheet Metal
Custom Fabric Parts	Links	Shielding parts
Custom Packaging	Machining	Springs
Decals	Mechanical Clutches	Tags and Instruction Cards
Disks	Mechanical Hardware	Washers
Drive Belts	Metals	Wheels
Drums	Nameplates	
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.)



Cindi Wong

IT Hardware/Software Commodity Manager

The IT Hardware/Software Commodity team is responsible for managing all aspects of supplier engagements and procurement execution with Original Equipment Manufacturers (OEMs), distributors and value-added resellers for commercial-off-the-shelf information technology products and services for direct (sell-through) and indirect (sell-to) requirements. We collaborate closely with all General Dynamics Mission Systems lines of businesses, IT organization and the SCM Strategy & Capture Team to provide competitive solutions to meet business objectives.

As IT technology has, and continues to, shift from distinct hardware and software offerings to solutions-based offerings that includes hardware, software and services, our team is aligned to three focused areas to address the breadth of products and services: **Strategic Agreements, IT hardware, and IT software.**

Strategic agreements are negotiated and managed with major suppliers that have high impact to our business. These complex agreements provide us with the foundation to drive mutual growth, streamlines execution of requirements for General Dynamics Mission Systems, and may be joined by other General Dynamics business units.

Managing procurement execution from source selection to PO closure is just the tip of the iceberg for our team. The Software Licensing specialists review and negotiate licensing terms, often in coordination with IT Hardware, IT Cyber Security, IT Software Asset Management, Programs, Subcontracts, Contracts, Export, Legal and Finance. Our team is responsible for leading and managing relationships and performance (on-time delivery, cost, service levels) of all IT Alliance/Strategic/Critical suppliers. OEM/channel authorization verification is a critical element of our day-to-day processes to mitigate fraudulent/counterfeit risks that are prevalent in the IT commodity.

About the Team

Cindi transitioned from leading the Supply Chain Risk Management team to lead the IT Hardware/Software Team in January 2020. Cindi has a deep knowledge of the IT commodity and brings strong relationships with key suppliers and internal stakeholders. She has been with General Dynamics for 18 years.

Key Contacts

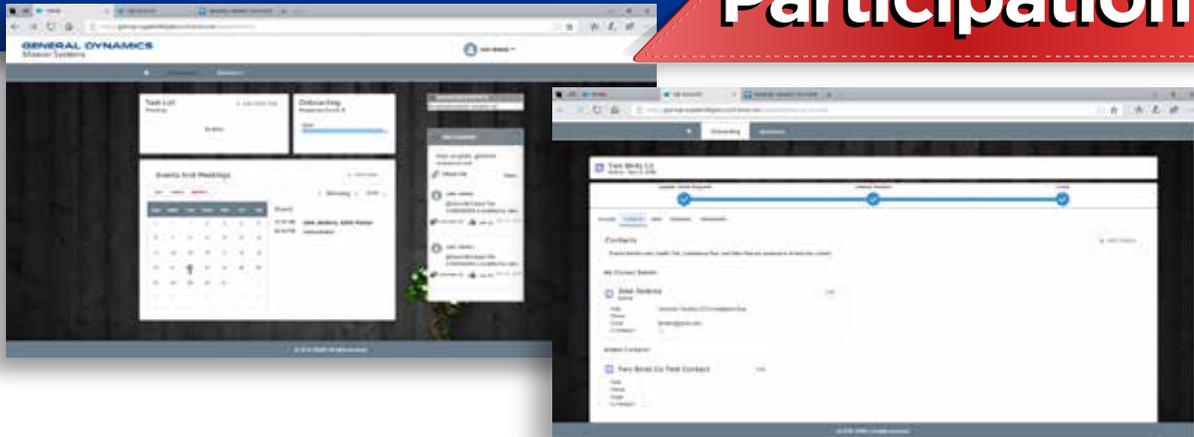
IT Hardware/Software Commodity Manager: [Cindi Wong](#)

IT Software Manager: [Pat Ager](#)

IT Hardware Manager: [Brad Seitzer](#)

NEW General Dynamics Mission Systems Supplier Management Portal

Participation



Supplier Information Management means the end of time-consuming follow-up phone calls and repeated emails requesting missing information. With Supplier 360 participation, suppliers provide their up-to-date information, which we use for issuing POs, reviewing payment information and communicating important new requirements and news.

With all that is happening in our supply chain universe, it is imperative that we are able to communicate and collaborate effectively with you. This requires you to provide up-to-date contact information.

We are facing unprecedented new challenges and out-of-date data can be an obstacle to us all. Please accept this invitation to participate in our Supplier 360 portal by contacting us at **S360@gd-ms.com**. We continue to invite supplier participation through activation campaigns for our supplier base, so acknowledge these invitations and respond accordingly. We welcome proactive requests for participation and appreciate this as we begin to evaluate necessary measures of compliance.

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**.



John Kellar

COTS software

A Conversation with Our Buyers

John works in Scottsdale, Arizona. He has been with the company 32 years.

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

Almost all of my General Dynamics customers need to address virtualization concerns. A supplier that is up to date on how technology is currently being used is a must.

What line of business do you support most often?

Ground Systems and Space and Intelligence Systems

What separates a good supplier from a great supplier?

Resellers that have experts available to answer questions regarding the various major Original Equipment Manufacturers (OEMs) they resell. If they do not have a resource they then are able to direct us quickly to the OEM person that can help.

OEMs that take the time to understand our needs. Suppliers that do not nickel-and-dime us after approvals to use their product obtained from our customer.

Companies that understand our business as a systems integrator and allow for that in their End User License Agreements.

Contact John Kellar at:

John.Kellar@gd-ms.com

Industry Events Supply Chain Management Attends

Stay tuned for the list of events for 2020!





Kathleen Clemons

Supply Chain Manager, Software

Kathleen works in Scottsdale, Arizona. She has been with the company 35 years.

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

I started my college studies at Arizona State University pursuing a degree. The program offered in the Home Economics College was not challenging enough to keep my focus, so rather than dropping out, I switched to the

College of Business. I took each of the required core classes and discovered that I was most excited by production operations management (POM). I earned my Bachelor's degree, and the rest is history! The POM program has since evolved to Supply Chain Management.

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

My most rewarding experience is not a single, specific project or accomplishment, but rather an ongoing and constant one: working with the people of GD – appreciating the talent and dedication, collaborating creatively, learning new things, knowing that our common end goal is to support the front line.

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

Suppliers bring resources, experience, expertise and perspectives that we don't have. They complement our knowledge, skills, and abilities.

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

Read. Every. Word. Of a License Agreement (and understand most of it). People might guess that because it is a major part of my role, but they may not believe it!

How do you contribute to achieving an integrated supply chain?

In addition to my primary role, I have had the privilege of working on cross-functional teams to design and implement processes and tools that address upstream and downstream functions and requirements, and current tactical and strategic use of information, making it easier, faster, better for all links in the chain.

What motivates you?

Working together to solve puzzles, resolve problems, fix things – from big things like major overhauls of policy and procedures and processes, and multi-year, cross-GD agreements, to smaller things like expediting an order for much-needed software.

How do you balance your career and personal life?

I de-stress by spending time with family – we love camping, hiking, and family meals; crafting – sewing, knitting, beading; reading – love a good mystery; learning new things; and just being in the moment – breathing, counting my blessings.

Perfect day would be?

Finishing every item on my to-do list for that day, be it for home or work, leisure or business, without having a new item taking a higher priority. (I can dream, can't I?)

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

Small Motors and Amplifiers

In order to drive smaller (2.4 to 5.0m) AZ/EL or X/Y antennas for commercial applications, a cost effective motor and drive amplifier solution is required. Power requirements are expected to be $\leq 1\text{HP}$ (750W). The motors can be enclosed or open frame and intended for geared or direct drive applications. The drive amplifiers can be separate or integrated with the motor.

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 gdmissionsystems.com/techscout

