



# **Innovation Sourcing Network Monthly**

**March/April 2020  
Vol 4, Issue 2**

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**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.

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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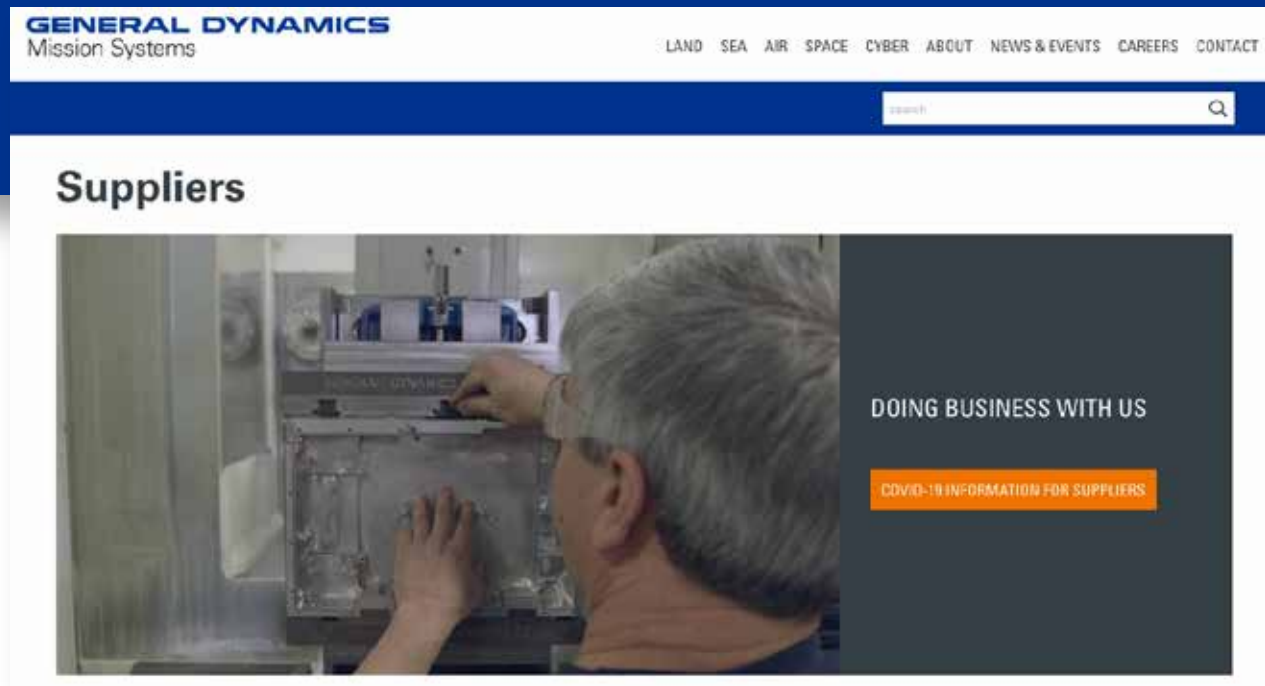


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# The Supplier News and Information Center

is now available on the  
General Dynamics Mission Systems website  
[www.gdmissionsystems.com](http://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](mailto: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	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	Sealing Parts
Castings	Membrane	Sectors and Spools
Chassis and Bases	Labels	Shafts
Container Hardware	Lanyards	Sheet Metal
Custom Fabric Parts	Lenses	Shielding parts
Custom Packaging	Links	Springs
Decals	Machining	Tags and Instruction Cards
Disks	Mechanical Clutches	Washers
Drive Belts	Mechanical Hardware	Wheels
Drums	Metals	
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  
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](#)

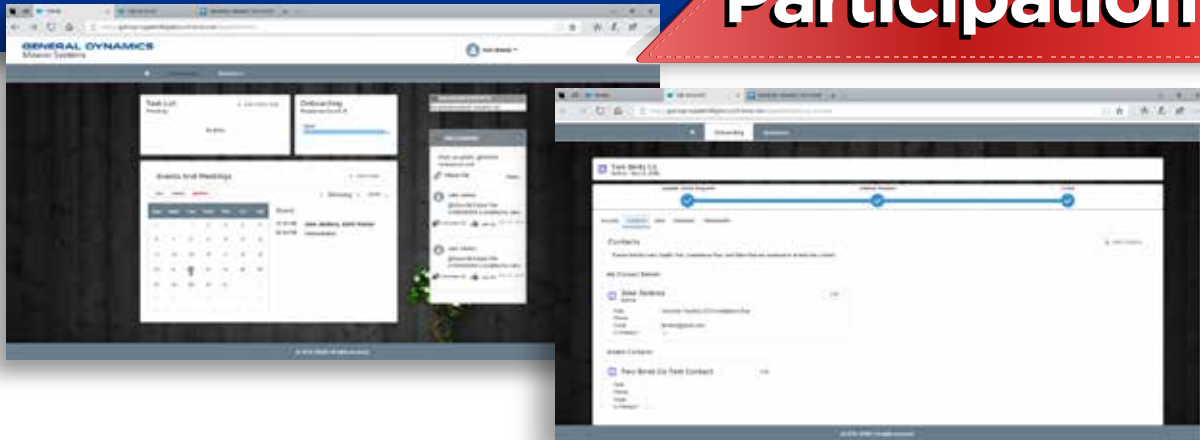
IT Software Manager: [Pat Ager](#)

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](mailto: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](http://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](http://gdmissionsystems.com/techscout)

