



Innovation Sourcing Network Monthly

May 2019 Vol 3, Issue 5

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Business Classification**

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Engineering Spotlight

A conversation with the Deputy Program
Manager of Engineering



Scotty Miller II

VP, Supply Chain Management

Our monthly Innovation Sourcing Network (ISN) newsletter is designed to keep our supply base informed on how we are making strides to communicate how General Dynamics Mission Systems is working towards a more efficient, integrated supply chain. It is our commitment to feature relevant information, requirements, technology trends, resources and team introductions that help us all become more successful.

Our Small Business team provides important definitions and information regarding the small business categorization process; small businesses continue to be a major force in our economy that we will continue to support as part of our commitment to supplier diversity. The Supply Chain Risk Management team is continuing their work on the sub-tier visibility program and determining a course of action for implementation to the supply base. Our ISN team will continue to provide resources for submitting your capabilities through TechScout, for visibility to our engineers. We will continue to introduce you to members of our Enterprise Procurement team, as well as our larger SCM team, who are key players in our daily function, as well as offer interviews with innovative influencers at General Dynamics Mission Systems.

As we approach the midyear point, it is our commitment to provide you with insightful, relevant information and resources to encourage collaboration. Please take a few moments to complete this four-question survey offering feedback to our ISN team by clicking on the link below. If you have any additional suggestions on how we can improve our collaboration efforts, please contact the team directly at isn@gd-ms.com.

[Click here to complete the ISN Newsletter Survey](#)

A handwritten signature in black ink, appearing to read "Scotty", written over a light blue background.



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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: isn@gd-ms.com

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Supply Chain Specialist, Small Business Program

Small Disadvantaged Businesses, or SDBs, are small businesses in which at least 51 percent of the business is owned by socially and economically disadvantaged individuals or entities ([AcqNotes](#)). The [Small Business Administration \(SBA\)](#) defines these disadvantaged business groups as groups that have been historically subjected to racial or cultural bias. This includes, but is not limited to, Native

In order for small businesses to be qualified as an [SDB](#), they must apply for the respective [SBA](#) certification, which, if granted, needs to be renewed every three years. Those who are SDB certified can then apply for the 8(a) program through [SBA](#), given they also have a profile in the SAM database. The 8(a) program is designed to further assist SDB business owners by reserving certain contracts as SDB set-asides or seeking SDB sole-source suppliers. 8(a) certification lasts for a maximum of nine years. Participants in the program must also complete annual reviews to maintain a good standing ([SBA](#)).

To learn more regarding if your business qualifies as an SDB, as well as find more information on small business standards, [click here for more information on small business standards](#)





Alyssa Marzilli

ISN

Communicating with SCM

Our work at General Dynamics Mission Systems is constantly changing to meet the needs of our customers around the world. That being said, we are continuously looking for new and innovative solutions from our supply base, both active and perspective, that help us to stay on the leading edge of technology.

Utilizing the Innovation Sourcing Network and keeping us up to date on how your business is growing or changing creates a win-win situation for both our technical teams and your business. We encourage our entire supply base to understand and take advantage of the variety of ways that you can communicate with us about your technologies.

- **Send Us Your Supplier Profile Updates:** As I have previously mentioned, the more that we know about your business offerings, the easier it is for us to put you in front of a technical team when there is a technology need or gap. As we transition to our new, highly searchable system, Supplier 360, later this year, this will become more important than ever. Please send any updates to techscout@gd-ms.com or reach out directly to alyssa.marzilli@gd-ms.com. Updates can include datasheets, whitepapers, updated POC's and more.
- **Respond to Applicable TechScout Requests:** We sent TechScout requests for information (RFIs) to our supply base to crowdsource solutions for our technical teams. Responding to these requests gets your business directly in front of our engineering teams as they make decisions. These requests can be found at <https://gdmissionsystems.com/isn> and are sent out to appropriate suppliers by email.
- **Stay Educated on our Business:** As mentioned, we are constantly evolving as a business, so it is important that you stay up to date on General Dynamics Mission Systems to evaluate any potential opportunities that you see for your business. Reading our ISN Newsletter and exploring our website <https://gdmissionsystems.com> are great ways for you to learn about our business.
- **Sign Up to Record a Virtual Tech Ten Talk:** If you are interested in giving a 10-minute brief on your technologies that can help technical teams understand where you can fit in their solutions, be sure to fill out a request form on our website. These briefs are recorded and stored in a database and are directly viewed by our engineering community.
- Contact techscout@gd-ms.com or reach out directly to alyssa.marzilli@gd-ms.com with any questions.

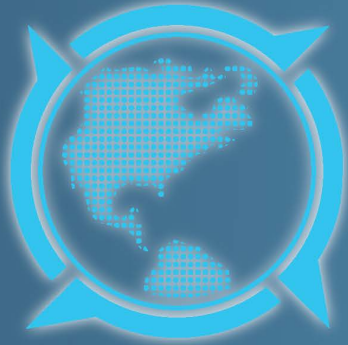
We appreciate everything that our supply base does to keep us informed and we look forward to continued collaboration as we evolve our business even further in the future.

Welcome MARK RACZYNSKI to the Team as the ISN Technical Director

Mark Raczynski, based in Fairfax, Virginia, joins the ISN from the Federal Systems line of business, where he was a strategic engineer supporting Mission Network initiatives with Customs and Border Protection, U.S. Coast Guard, FAA and Public Safety. Mark has been with General Dynamics Mission Systems for nine years and worked for Ericsson, Nortel and the DoD prior to joining General Dynamics.

Reach out and introduce yourself and your capabilities to Mark by sending him an email: techscout@gd-ms.com





TECH SCOUTS

Co-creating the art of the possible

General Dynamics Mission Systems needs your innovative technologies, products and solutions to solve our customers' greatest challenges. The ISN is Supply Chain Management's channel to connect the technology needs of our customers with your capabilities. By engaging with us through TechScout, our engineers and program professionals can quickly and efficiently find critical solutions to solve hard problems.

Sign up today to receive TechScout alerts and become part of the General Dynamics Supply Chain Management open supplier ecosystem by sharing your innovative solutions with us.

Immediate Opportunities for Supplier Technical Solutions



Mechanical
Falling Snow Machine

IT HW and SW
Machine Learning Capabilities



Open Supplier Innovation Ecosystem
<https://gdmissionsystems.com/techscouts>

GENERAL DYNAMICS
Mission Systems





Karen Berry
Operational Commodity

A Conversation with Our Buyers

What is one thing suppliers can do to keep you informed of any changes to their products or services?

Suppliers should send updated brochures directly to General Dynamics Mission Systems. It's a lot easier for a brochure to be passed around Supply Chain to the appropriate buyer with their new information.

What piece of advice would you give a prospective supplier to get to know our organization?

I would suggest conducting online research on our General Dynamics Mission Systems website to start. The About section includes a Suppliers page with helpful information.

How can a current supplier look for new opportunities with us?

The TechScout page on our General Dynamics Mission Systems website offers ways to reach out to the Engineering team with videos and scheduled Lunch and Learns to discuss their products.

Contact Karen at:
karen.berry@gd-ms.com

Industry Events Supply Chain Management Attends

Here's a look at the events coming up in 2019

DATE	EVENT	LOCATION	SCM ATTENDEES
June 2-5	GEOINT Symposium	San Antonio, TX	Lee Fitzsimmons
August 20-22	AFCEA TechNet Augusta	Augusta, GA	Darin Peckham
September 16-18	AFA Air, Space & Cyber Conference	National Harbor, MD	Katie Ducharme Bob O'Brien
September 17-19	Modern Day Marine	Quantico, VA	Mike Cook Alexis Petro
October 14-16	AUSA	Washington, DC	Mike Cook Darin Peckham Alexis Petro

BUYER

SCM EVENTS



Charlotte Lewis

Supply Chain Manager

Charlotte works at Oakdale 2, South Wales, U.K. She has been with the company 1 year.

What led you to a career in SCM?

Before joining General Dynamics, I worked in the finance sector and one of my roles included working in Supply Chain – it was my favorite role in the bank, and I wanted to continue doing something I enjoy. I knew General Dynamics was a great place to work, as I'd had great feedback from someone within GD that I had previously worked with. They made me aware of a role coming up within the SCM team, and I leapt at the chance to apply – I have been working in the SCM team for a year now, and I am pleased to say I am happy that I made the move from the finance sector.

What has been your most rewarding experience at GDMS?

Submitting the Dismounted Joint Fires Integrator bid – as most people know, bids can be high-pressured, as we have to get both the price and solution right in order to be successful, so it felt great getting it over the line and knowing we submitted a great solution to the customer.

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

Having great relationships with our suppliers both contributes and influences the success of our business and so it is crucial that they are our allies to ensure this success. Suppliers play a major role within our business, whether that is delivering on requirements from business we have already won, or working with us in order to win new business.

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

I am passionate about Inclusion and Diversity so I volunteered to become a member of the Steering team in GDUK. We have some great initiatives coming up and I am excited for what 2019 will bring. If you'd like to know more on what's coming up, please feel free to drop me an email on charlotte.lewis@gd-ms.uk.

How do you contribute to achieving an integrated supply chain?

I work closely with the Business Development team to get an early view of the requirements, which in turn allows me to work closely with the support functions to ensure we have the correct requirements and solution. Following this, I flow the requirements down to our suppliers, with full confidence that the requirements are right first time and we have all worked together as one team to ensure we have a positive outcome on the bid and the programme.

What motivates you?

Being challenged and not doing the same thing day in, day out – I predominantly work on bids and I'm also working on relaunching the Edge in the U.K. – so my role certainly fits the bill!

How do you balance your career and personal life?

Working on bids, this can sometimes be difficult but there are several things I do to ensure I balance both my career and personal life:

At work:

- Prioritizing my time and setting manageable goals – I create a to-do list every morning and prioritize my work into urgent, important, non-urgent and tasks that can be left until tomorrow
- Flexible hours – having flexible hours between 8 a.m - 6 p.m. really helps when on bids as they are fast moving and core hours don't always work when holding meetings with suppliers in different countries, etc.
- Taking five – this improves my ability to deal with complex situations and making good decisions

At home:

- Ensure I have quality time with my husband, family and friends
- Going to the gym
- Stepping away from emails – I have a rule not to check my emails after 6.30 p.m., unless I am working later by utilizing flexible hours

Perfect day would be?

There are four things I love doing: sleeping, eating, relaxing and going on holiday. So my perfect day would be Having a lie in (whilst on holiday), going for a nice breakfast, strolling to the beach where my husband and I will relax all day whilst drinking cocktails and finishing off the day with a lovely evening meal.

Make sure we are

IN

the know about
your capabilities
and technologies

Virtual Tech Ten Talks

VTTTs

VTTTs are the conversation xmultiplier
of your capabilities across General
Dynamics Mission Systems.

Your talking brochure.

Schedule your recording time now –
techscout@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	Material Handling Equipment	RF Filters
& Blower Eq.	Motors	RF Mixers
Asset Tools	MRO	RF Switches
Bandpass filters	Optical Instr.	Sensors
Chemicals, Lubricants & Grease	Oscillators (Crystal)	Shelters
Chillers	Packaging & Packaging Supplies	Shop Floor Supls. & Cons.
Compressors & Vacuum Pumps	Paint	Sonars
Controls	Pallets, Crates & Lumber	Standard Pkg. Supplies
Converters (RF) - Up and Down	Power Amplifiers	Tape
Electron Tubes	RF (Not Component Level)	TCXO
Explosive Devices	Radar Eq.	Tents
Fan & Fan Assemblies	Radio & Comms Eq.	Test Equipment & Calibration
Furniture - Lab	Refrigeration - Cooling & Heating	TLNB
Generating Parts		Trailers
Generators		TWTA
Inspection Gages		VCOs
Inverters		Vehicles
Isolators - RF		Waveguide
Jacks		
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

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

Rob Knight

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



Jay Mitchell

Deputy Program Manager Engineering

Helping to modernize the infrastructure of NASA's Space Network takes specialized knowledge, dedication to collaboration at all levels and experience working closely with the customer to gauge their needs.

As deputy program manager, engineering (DPME), for the Space Network Ground Segment Sustainment (SGSS) project, Jay Mitchell combines these skills and many others to help General Dynamics Mission Systems provide the latest technology, system upgrades and modifications on the ground. These infrastructure improvements are critical to the processing and distributing of data signals from NASA's Tracking and Data Relay Satellites (TDRS) orbiting above us. The TDRS relay data from

orbiting platforms, including the Hubble Space Telescope and the International Space Station, to Earth. The Ground Segment of the SGSS includes antennas, electronics, computers and networking equipment first implemented in 1983.

Jay spoke with us about his role as DPME and the importance of working closely with our suppliers.

What does your role as SGSS DPME entail?

SGSS is a large program with a very engaged customer. The role of SGSS DPME is a shared responsibility. I have the good fortune of working with very strong technical leaders in Bob Foncannon (the SGSS DPME of record) and SGSS technical manager Brad Schaefer. I have the DPME responsibility for the staffing and schedule execution of all of the technical development support for the system. Daily, this involves the overall management of engineering activities, frequent and regular interactions with the customer, and providing technical guidance to GDMS program management.

SGSS has reached some significant milestones recently. Can you share those milestones and what comes next for the program?

The SGSS program completed the System Acceptance Test (SAT) in September 2018. This was a significant milestone that took a considerable amount of work to achieve, and it was tracked to completion by all levels of management both at General Dynamics Mission Systems and the customer.

What has been the most rewarding/positive moment or experience you've had in your role as SGSS DPME?

I do not know that I have a specific moment that has been the most positive or rewarding, but I will say that the SGSS team is one of the best program teams that I have been associated with throughout my entire career. The entire team is comprised of very smart, talented and committed individuals from the technical/program management level, all the way through engineering and testing. I am just fortunate to be a part of it and to be mentored along the way.

How do relationships with suppliers help you in your position? How can our partners help you develop the best solutions for our customers?

Once relationships have been established through our supply chain organization, close working interactions between the product supplier community and program engineering can result in a significant increase in the completeness and effectiveness of our solutions for our customers. These interactions can vary in scope depending on the nature and phase of the program being worked. For instance, the close involvement of a supplier in the proposal phase would result in higher fidelity solution options improving the accuracy of cost estimates and the mitigation of technical risk. Likewise, a well-fostered supplier relationship during the implementation/test phase of a program frequently results in more timely and complete resolutions to problems as they occur.

What technology trends are you looking into the most in your area and how are we developing skills in these areas? How do you see our suppliers contributing as we venture into these new areas?

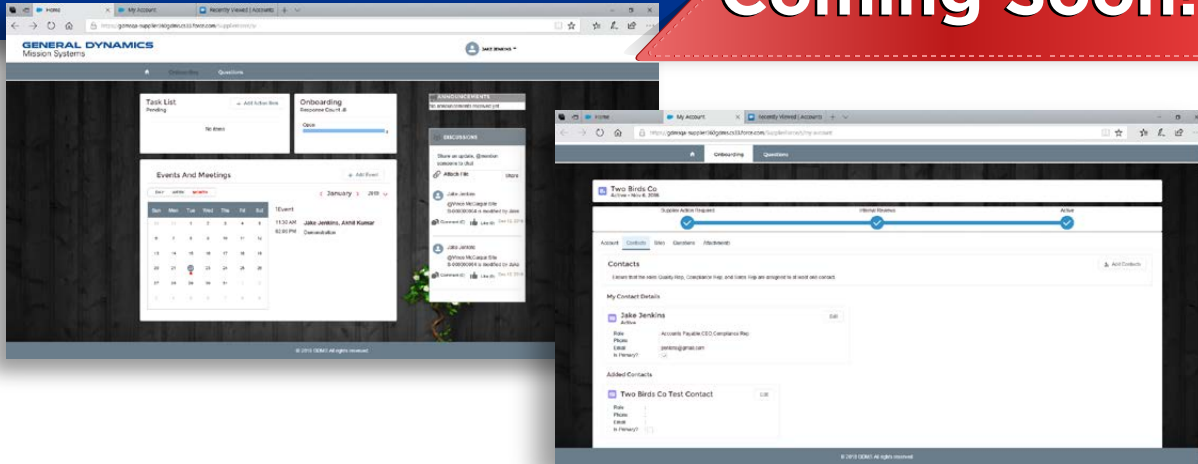
The line of business that I support is the Space and Intelligence Systems where we develop high-reliability solutions to collect, transport and exploit high-value information supporting intelligence, defense, civil and international missions. The technologies that are fundamental to the solution space for our customers are digital signal processing, mission critical software, radio frequency, signal intelligence and large scale networks. The engineering resources that are developing these solutions are always looking for the best in class supplier offerings that will bring the most value to our customers. A great way for our suppliers to contribute to our efforts to provide high value customer solutions is to stay informed of our areas of business and provide insights into technology roadmaps that align with those business areas. An effective way to communicate this information is through a Lunch and Learn presentation, which are hosted at General Dynamics Mission Systems on a regular basis. For more information on this opportunity, please email techscout@gd-ms.com to discuss topics.

What is the best way for someone who has technology that would help your business area to get connected to your team?

The most effective way to get connected to the engineering teams in my line of business would be through our supply chain organization and the Innovation Sourcing Network at techscout@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.

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>

GENERAL DYNAMICS
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