

Innovation Sourcing Network Monthly

November 2018 Vol 2, Issue 9

Understanding Supply Chain Risk Management
Leveraging digital commercial third party tools

Defining Our Commodities
Paula Shwab - IT, Hardware & Software Commodity Manager

Compliance Corner
Buyers' Expectations - Important things to know



Scotty Miller II

VP, Supply Chain Management

Finishing Strong

Continuing Efforts into the New Year

It is hard to believe that we are now into the fourth quarter of the year, staring the new year in the face once again. Our partners and suppliers have done a great deal this year to ensure we meet our commitments to our customers. These last two months can be no different; we have a tremendous amount left to do in November and December. All of our partners and suppliers are critical to General Dynamics Mission Systems meeting our full-year goals. We need everyone to remain motivated to ensure we meet our goals for 2018. As we look to 2019, General Dynamics Mission Systems will have a renewed focus on supplier quality. We will be working with companies like riskmethods and RapidRatings, to ensure we are aligning with companies who have the same focus on quality and delivery. I am asking all of our supply base to consider this and work with these companies as we really dig into what is driving our supplier quality and OnTime Delivery (OTD). We believe that riskmethods and RapidRatings have unique approaches to evaluating supplier quality and the healthiness of our supply chain. Thank you for your superior 2018 performance, and we look forward to a great 2019.



In This Issue

4

Understanding Supply Chain Risk Management

Leveraging digital commercial third party tools to address financial risk management

7

Get to Know the Team

Bill Peter - Supply Chain Manager

9

Defining Our Commodities

Paula Shwab, Commodity Manager

13

Compliance Corner

Buyers' Expectations



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

© 2018 General Dynamics



Cindi Wong

Supply Chain Risk, SRM & Solutions Management

Understanding Supply Chain Risk Management Tools and Processes

Leveraging digital commercial third party tools to address financial risk management

Our Proactive Supply Chain Risk Management Effort

General Dynamics Mission Systems' Supply Chain Risk Management objective is to identify and reduce supply chain vulnerabilities. We have

leveraged the use of digital third-party tools that are best of breed in risk management to harness data for insights on future underperforming suppliers to craft a proactive supplier improvement partnership. Our utilization of RapidRatings allows us to proactively address financial risk by giving us insight into the company's overall financial health.



Introduction to RapidRatings

RapidRatings provides an in-depth analysis of the financial health of public and private companies. Their platform provides predictive insights that help improve business relationships by managing enterprise risk. RapidRatings works with suppliers and customers to provide financial transparency to allow us to be more productive, proactive and efficient. Their Financial Health System conducts a sophisticated analysis of financial health that creates the Financial Health Rating (FHR), which is a single numerical score. The FHR is created by measuring every company against its global industry peers, whether publicly traded or privately held. They source and integrate the financial statements of suppliers in order to obtain financial health scores that are accurate, scalable and reliable.

RapidRatings Private Company Solicitation Process



Unlike publicly traded companies, whose financial statements are available to the general public, privately held companies will be solicited to obtain their financial information by RapidRatings. An introductory letter from General Dynamics Mission Systems will be sent to you requesting that you provide your financial statements to RapidRatings. RapidRatings will request financial statements from the previous two annual periods as well as the most recent half-year, if available. This allows visibility of the trend in Financial Health Rating over time in order to create a more accurate picture that is less sensitive to outliers. Confidentiality is essential to RapidRatings business model and they will spend the time discussing what is being analyzed

Your participation in our supply chain risk management program is a part of our everyday operations moving forward.

and how the information will be used, to ensure confidence with disclosure. RapidRatings will additionally ask for either SIC code or a brief description of your business to better understand your company. Understanding financial health is not a “one-size-fits-all approach” as RapidRatings uses 24 different industry specific models to measure financial health. RapidRatings also requires currency, units and a clear period end date.


What You Can Expect as a Supplier

As an existing supplier or emerging supplier of General Dynamics Mission Systems, your participation in our supply chain risk management program is a part of our everyday operations moving forward. Our team will actively work with you to understand risk that jointly impacts us. Leveraging RapidRatings allows our team to have a comprehensive view of the different layers of risk. We ask you to join us in our digital transformation of our supply chain program to leverage digital commercial third-party tools. Our Supply Chain Risk Management team and relationship managers will guide you through the RapidRatings solicitation process to ensure a positive experience for both parties. General Dynamics Mission Systems will work with you to identify and address financial risk to proactively assess expected supplier performance ratings. The information your company provides is strictly confidential and is only used to assess the financial health of your company for General Dynamics Mission Systems. Participation will improve transparency and strengthen your business relationship with General Dynamics Mission Systems as we are relying on this program for future business decisions.



We ask you to join us on our digital transformation of our supply chain risk management program. We will be asking you for data that we previously haven't asked for. Together we will analyze the data with a different lens to ensure that our supply base is secure. We need your partnership to ensure we collectively reduce all potential vulnerabilities throughout our supply base. The stakes are high,

and we must be proactive and work together to deliver world class products and solutions that our customer, soldiers, sailors, airmen and Marines expect and deserve.



DC Dynamic Connections **2019**

April 2-4, 2019 • Gaylord Rockies

CALL FOR SPONSORS AND EXHIBITORS

DC19 will once again deliver a world-class attendee experience unlike any other cyber security event as we join forces for 3 days to get ahead of this most critical, most pervasive threat we face in the digital domain today.

As a sponsor or exhibitor, you'll have the opportunity to:

- Position your brand as a technology leader
- Showcase your products and technology in The Hive tech expo
- Network with customers, partners and the General Dynamics team
- Schedule one-on-one engagements with key decision makers and end-users

For more information or to request the DC19 Prospectus, please email DynamicConnections@gd-ms.com.

GENERAL DYNAMICS
Mission Systems



www.GDDynamicConnections.com



Bill Peter

Supply Chain Manager

Bill works out of Calgary, Alberta, Canada. He has been with the company for 15 years.

What led you to a career in Supply Chain Management?

Right out of university, I jumped at an opportunity to work for a high-tech company, and it happened to be in Supply Chain Management.

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

Being able to lead a team that often receives unsolicited praise.

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

When I talk to a supplier, I find that understanding each other's needs, limitations and drivers, helps us both find the best path to success. And when a program needs something, I count on the relationship to get appropriate attention.

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

Although I spend most of my time on Supply Chain Management program management, I also manage the local Quality Engineering and Manufacturing teams.

How do you contribute to achieving an integrated supply chain?

I work with suppliers throughout a program to define successful outcomes. The goal is to create concrete proactive actions throughout the supplier's organization.

How do you balance your career and personal life?

I consciously commit to my personal life, because you can always spend more time helping a program.

A perfect day would be?

A productive work day followed by my turn to cook.



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.

Immediate Opportunities
for Supplier Technical Solutions



Electro Mechanical

Lithium Polymer Pouch
Deep Sea Battery



IT Hardware and Software

Open Source Decision Engine



Mechanical

Machine Shop Quick Turn
Special Material Machining
Plastic Manufacturing

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

GENERAL DYNAMICS
Mission Systems





Paula Shwab

IT, Hardware & Software Commodity Manager

Defining Our Commodities

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

Our commodity team supports cameras, computer hardware, hardware services, keypad assembly (standard offering), networking, networking switches, optical transceiver, routers, servers, software commodities, storage and video.

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 technology 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. 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?

Yes, General Dynamics Mission Systems is very interested in your insight on market trends, outlooks and lead times, and appreciate your collaborative efforts to share this information. We need this information to ensure we can meet our commitments to our customers. 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 the products and services your company provides support other commodity's endeavors (see the chart in this issue), we highly encourage you reach out to the other teams.

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 Paula at:

Paula.Shwab@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 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 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

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
Networking	Commodities
Networking Switches	Storage
	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

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

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





Yaseen Ali

Supply Chain Compliance and Oversight Specialist

Buyers' Expectations - Important things to know

Below is a summary of some of our Buyers' expectations and important things to know when conducting business with General Dynamics Mission Systems:

At Time of Bid

- Review all standard clauses in their entirety.
- Submit bids on time or you may be considered nonresponsive.
- For bids over \$10,000, you may be required to submit the Certification and Representation Form.
- Always quote to General Dynamics Mission Systems' need date or state best lead time.
- Clearly state any non-conformances to specifications at time of bid solicitation.

At Time of Purchase Order Award

- Notify buyer if seller cannot make purchase order contract delivery date.
- Review all purchase order standard clauses in their entirety.

Throughout Contract

- If required, ensure you are ready for source inspection: paperwork complete, material and personnel available at time of visit.
- Be prepared to make changes to paperwork as needed.
- Be honest and upfront about any quality concerns.
- Ask questions as soon as they arise to clear up any confusion.
- Plan work accordingly to understand your real period of performance and perform.
- Report schedule changes as early as possible.

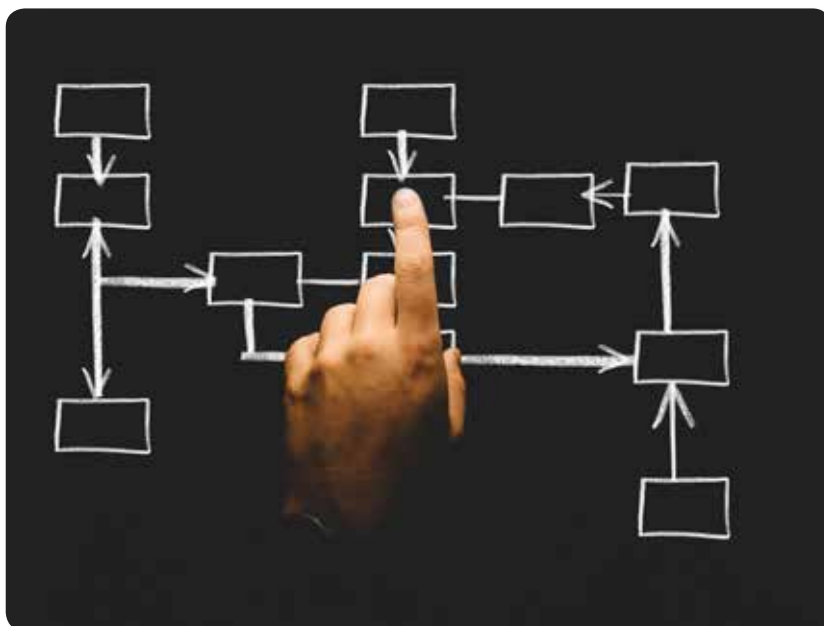
At Time of Delivery

- Deliver material to the contracted delivery date.
- Provide Quality Material the first time.
- The vendor promise date is the date you, the supplier, commits to have your parts at General Dynamics Mission Systems.

It is only through our combined efforts and collaboration that we can improve and achieve On Time Delivery (OTD) across our Supply Chain.

If you have any questions, please reach out to our compliance team.

Contact Yaseen at: yaseen.ali@gd-ms.com



The Innovation Sourcing Network™

is now a part of the
General Dynamics Mission Systems website
www.gdmissionsystems.com!



Search under **About** and **Suppliers** to find information on the ISN, TechScouts & Connect with our ISN team.

The image shows the "Sign Up for the Innovation Sourcing Network" form. The form is divided into several sections: "BASIC INFO" with fields for Name, Title, Email, and Phone; "SIGN UP OPTIONS" with a dropdown menu; "ADD ATTACHMENT" with a file upload field; and "SIGN UP FOR ISN NEWSLETTER" with a checkbox. A "CONTACT US" section is also visible on the right side of the form.

All current and emerging suppliers can now use our sign up page to receive notices and TechScout alerts.

<https://gdmissionsystems.com/ISN>

and

<https://gdmissionsystems.com/TechScouts>



Sheila Lucas

Manager, ISN

Supplier Technical Interchange Roadmap Events

Plan Your 2019 Event

As the Supply Chain Management team strengthens our collaboration with our technical teams, the emphasis on our Supplier Technical Interchange Roadmap events will increase in 2019. The Innovation Sourcing Network™ (ISN) is leading these technical engagements with our suppliers and our engineers across the enterprise. We are building our calendar of events for 2019 and aligning roadmap opportunities for suppliers to participate with our areas of technical interest. These technology domains are:

- Machine Learning
- Artificial Intelligence
- Neural Networking
- Cloud Computing

The Innovation Sourcing Network, in partnership with our Chief Technology Officer, is curating technical conversations and demonstration activities that allow our team the opportunity to engage with a suppliers' technical subject matter experts. A typical Technical Interchange Roadmap event lasts for 4 – 5 hours and is comprised of multiple breakout sessions. Suppliers share technical insights and build a collaborative conversation with our technical, procurement and business development teams to identify applications and use cases for the supplier's technical offerings. These small group conversations lead to dialog on potential projects for experimentation and integration. The roadmap events culminate with a 1.5-hour solution showcase. The featured supplier creates a mini-trade show onsite at our facility for our technical, procurement and business development team to attend and get hands-on interaction with representative technologies and a supplier's technologists.



Our technical teams' feedback from the 2018 events amplifies the importance of our team getting undivided attention from our partners, at our location, and the ability to have spontaneous conversations with experts. The technical team feels these interactions with our partners are invaluable to help them discuss technology integration opportunities and future design enhancements.

This is an open call to all our partners and suppliers to contact Sheila Lucas about scheduling your participation in a Technical Interchange Roadmap event for 2019; specifically partners with capabilities in the technology domains listed above. These interactions are a win-win; your team will walk away with engagement and networking with our technical, procurement and business development teams. Join us for a Technical Interchange Roadmap event conversation in 2019.

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

INTM

INNOVATION
SOURCING
NETWORK

Follow Us!



Facebook
EDGE Innovation



Twitter
@EDGEInnovNet



LinkedIn
EDGE Innovation



Web
edge-innovation.com

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>

GENERAL DYNAMICS
Mission Systems

GENERAL DYNAMICS

Mission Systems

Follow Us!



Facebook

General Dynamics Mission Systems



Twitter

@GDMS



LinkedIn

General Dynamics Mission Systems



Web

gdmissionsystems.com