



# 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 On Time 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.



SCOTTY'S MESSAGE

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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: [edgeinnovation@gd-ms.com](mailto:edgeinnovation@gd-ms.com)

Contact: Toll Free (U.S.) 1-888-406-EDGE (3343) or Toll Free (Non-U.S.) 1-877-466-9467

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# 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

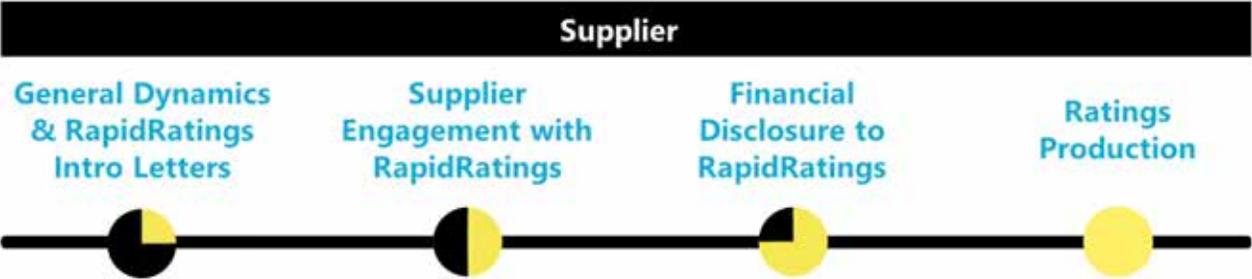
leveraged the use of digital third-party tools that are best of breed in risk management to harness data for insights on future underperforming suppliers to craft a proactive supplier improvement partnership. Our utilization of RapidRatings allows us to proactively address financial risk by giving us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

SUPPLY CHAIN RISK

# 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](mailto:DynamicConnections@gd-ms.com).

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[www.GDDynamicConnections.com](http://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](http://www.edge-innovation.com/techscouts.html)

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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](mailto: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](mailto: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 RF (Not Component Level)	Tape
Explosive Devices	Radar Eq.	TCXO
Fan & Fan Assemblies	Radio & Comms Eq.	Tents
Furniture - Lab	Refrigeration - Cooling & Heating	Test Equipment & Calibration
Generating Parts		Trailers
Generators		TLNB
Inspection Gages		Trailers
Inverters		TWTA
Isolators - RF		VCOs
Jacks		Vehicles
Limiter - RF		Waveguide

## 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 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

#### 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

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

IN

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](mailto: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

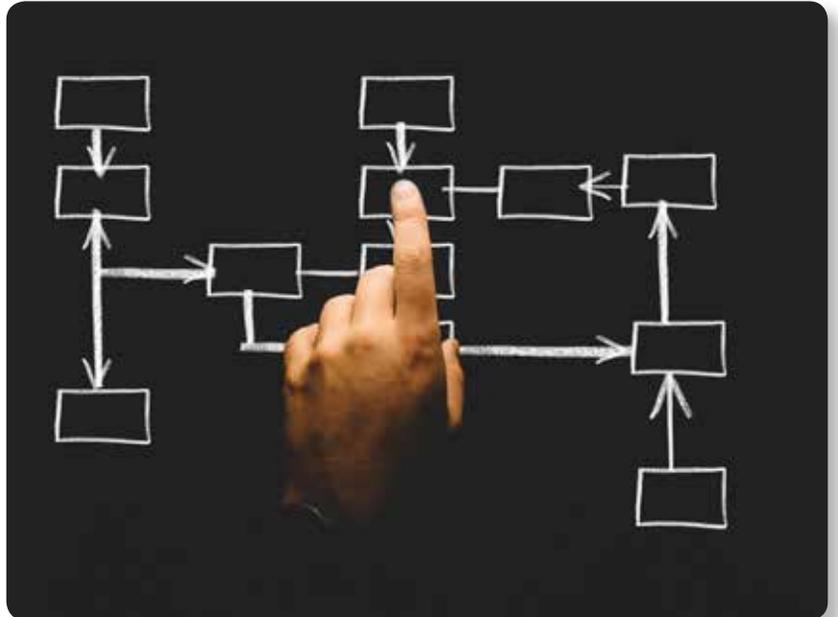
- If required, ensure you are ready for source inspection: paperwork complete, material and personnel available at time of visit.
- Be prepared to make changes to paperwork as needed.
- Be honest and upfront about any quality concerns.
- Ask questions as soon as they arise to clear up any confusion.
- 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](mailto:yaseen.ali@gd-ms.com)



COMPLIANCE

# The Innovation Sourcing Network™

is now a part of the  
General Dynamics Mission Systems website  
[www.gdmissionsystems.com!](http://www.gdmissionsystems.com/)



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

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](mailto:Sheila.Lucas@gd-ms.com)



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# 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://gdmissonsyste.ms.com/about-us/suppliers/terms-and-conditions/cybersecurity-for-suppliers>

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