



Innovation Sourcing Network Monthly

October 2018 Vol 2, Issue 8

Understanding Supply Chain Risk Management

Pro-actively Managing Risks Across Our Supply Chain

Defining Our Commodities

Stephanie Baker - Business Process Management Manager

Compliance Corner

Awards Reminder





Scotty Miller II

VP, Supply Chain Management

Big Ideas

Planning for the year ahead

We're approaching the time of year when organizations begin an annual ritual intended to produce big ideas for the year ahead. Yet, our planning often gets hampered by budget constraints, must-use templates and insular thinking, to name a few obstacles.

If these sound familiar to you, you're not alone. A Bain survey revealed that only one in three global executives felt the strategy produced by their company's existing planning process met "three vital criteria" of bold ambition, adaptability to market conditions, and clear execution guidance.

This is a sobering reality in today's business climate of unprecedented change and technology transformation. Feeling confident about our planning and expected outcomes is more critical than ever for organizations to thrive—even to survive.

As we approach the end of 2018 and look to 2019, I ask that we think about how we will engage with our partners, suppliers and small businesses. We cannot allow bureaucracy to constrain our thinking and to impede on our execution of mission and delivering 100% on time, every time.

I am asking my team to engage with all of our partners and small businesses in a deeper and more meaningful way as we look to 2019. We need to know and understand what your plans are for the coming year and how those mesh with our planning. What are your worry stones? Capacity, staffing, executive changes and how are you going to manage your risks? And, even more important, how will you be sharing that with General Dynamics?

2019 is shaping up to be a great year. We are looking for even more from our supply team and will engage with you to ensure success on our mission.

A handwritten signature in black ink, appearing to read "Scotty".

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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

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

Pro-actively Managing Risks Across Our Supply Chain

What is Supply Chain Risk Management?

Supply chain risk management is focused on implementing tools and strategies to manage everyday and exceptional risks along the supply chain. Continuous and ongoing risk assessment is aimed at reducing vulnerability and ensuring continuity.

General Dynamics Mission Systems' Supply Chain Management is augmenting its

risk management program through a phased implementation approach.

Risks Outside of Supply Chain's Span of Control

Data from last year's SCM World's 2017 Future of Supply Chain survey, shows an increase in the level of perceived risk in areas outside of our traditional span of control. The biggest obstacles from 2016 are in the percentage of respondents who report being "very concerned" about data security, natural disaster, and potential for war. At General Dynamics Mission Systems, we have several initiatives that directly address two of the three risks mentioned by SCM World.

Our General Dynamics Mission Systems' Supply Chain Management objective is to identify and reduce supply chain vulnerabilities. We must collaborate with partners and implement comprehensive risk assessments, improve our process and utilize risk management tools to minimize risks caused by threats and uncertainties to our supply chain.

Our Digital Transformation Efforts

- Leveraging digital commercial third party tools that are best of breed in risk management.
- Data analytics strategy COTS tools for predictive and proactive risk assessments.
- Harnessing data for insights on future under performing suppliers to craft proactive supplier improvement partnerships.

Ever Vigilant Data Security

We have established an extensive program to capture our suppliers' capabilities and processes that align with Cyber security being flowed down in new or modified existing DoD contracts. We are striving to find ways to assist our supply base in identifying processes to maintain a vigilant approach to Cyber security.

Natural Disaster No Longer an Interruption

Our utilization of risk methods gives us insights about potential risks to our supply base including natural disasters, fires, strikes and other unforeseen events that could impact delivery to General Dynamics Mission Systems. This tool is creating awareness across our team that alerts us and our supply base about significant events allowing us to work together to develop plans and strategies to ensure business continuity.



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



Predicting Supplier Success as a Strategy

Our program with RapidRatings moves beyond traditional tools to evaluate and monitor financial risk. RapidRatings provides us with the ability to predict potential supplier(s) success or failure ahead of time, which positions us to take action to mitigate risks before they occur. This is a strategic enabler to select sourcing strategies with suppliers that are positioned for success. This program will allow our team to minimize risk at the earliest stages of source selection.


Our team is working to bring these two tools together in order to provide a comprehensive view of our supply chain. When these tools reach their full potential, we will have a comprehensive visualization of the different layers of risk and their complexity in a dashboard view. The ability to analyze the data and pinpoint where risk lies is crucial to the security of our supply chain.

What You Can Expect as a Supplier

As a supplier or an emerging supplier you will be involved in our objective and proactive risk mitigation initiatives and strategies. Your participation and partnership 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 risks that jointly impact us. We will ask for supporting data to develop plans to eliminate any risks. You will work collectively with our team and our third party partners to harness your data and our data to get a collective picture of potential risks.

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**

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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.

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- 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.

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www.GDDynamicConnections.com



Ed Harkins

Senior Supply Chain Program Manager

Ed is a telecommuter out of Indialantic, Florida. He has been with the company for 21 years in November.

What led you to a career in Supply Chain Management?

This was a case of “natural progression.” For almost my entire career with General Dynamics, my assignments embedded me with our teammates in their facilities: Lockheed Martin, AT&T, Northrop Grumman, L-3, Harris, and DRS.

I enjoy building relationships with our partners and driving toward mission success. As the Supply Chain Management organization evolved over the years, it was a perfect fit.

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

No singular experience, as I cherish the people who I have been blessed to work with throughout my 21 years with General Dynamics. The talent, professionalism, and camaraderie will always be highly regarded and what I most remember.

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

A positive and mutually beneficial relationship with our partners boosts mission success, magnifies innovative power, reduces supply chain risk exposure, drives on-going cost savings, and promotes corporate responsibility.

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

Maintain a **VERY** large number of relationships with suppliers, subcontractors, and internal General Dynamics Mission Systems functional organizations on a regular basis. I enjoy meeting and working with each team member to gain different perspectives on issues, opportunities, processes, and best practices.

How do you contribute to achieving an integrated supply chain?

Apply program management tools, techniques and processes to lead subcontract execution as well as assist with procurement challenges and opportunities. Recently, I have been asked to help develop corporate level agreements with alliance and strategic partners that will better position General Dynamics, as a whole, in terms of cost savings and flexibility.

What motivates you?

Hearing stories from individuals at the tip of the spear – the soldiers, sailors, airmen, marines, coast guardsmen, first responders, and analysts who use our products/services and knowing that in some way (directly or indirectly) Supply Chain contributed to their mission. Oh...and music also motivates me – all genres, although I am currently going through a “90’s Grunge” phase....

How do you balance your career and personal life?

Self-discipline, motivation, setting priorities and sticking to them.

A perfect day would be?

Enjoying a cruise in the Caribbean with my wife; soaking in the rays, listening to music, plenty of food and beverages, and totally off the net!



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

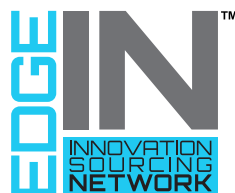


Mechanical

Machine Shop Quick Turn
Special Material Machining
Plastic Manufacturing

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

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Stephanie Baker

Business Process Management Manager

Defining Our Commodities

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

Our commodity team supports business cards, mobile devices, office supplies and P-Card program.

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, who organizes this information in our technology sourcing database. 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 Stephanie at:
stephanie.baker@gdit.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

Dale Babione

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

Sandy Reese

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

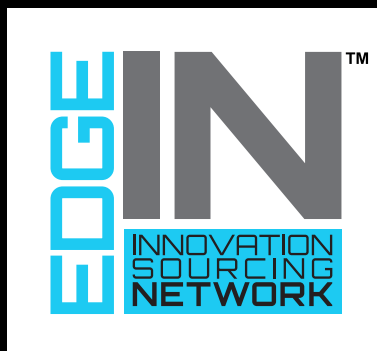
Virtual Tech Ten Talks

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

Summary of Award - A brief reminder

Reminder – when you're writing up a summary of award that includes price reasonableness, please make sure any prices referenced match the quotes provided and are summarized and included in a bid matrix for comparison. Quotes from the supplier awarded should tie to the purchase order value and summary of award. Remember, the summary of award should tell the full story of how you determined source selection and price reasonableness. The summary of award is the documents where both internal and external auditors begin the review process.

If you have any questions, please reach out to our compliance team.
Contact Yaseen at: yaseen.ali@gd-ms.com



Small Business Tech Conference

CONNECT • LEARN • PARTNER

**Thank you for attending
and being an integral
part of the event.**



On behalf of the entire General Dynamics team, we thank you for attending the Small Business Tech Conference in Washington, D.C., on Tuesday, Sept. 18. We hope you connected with our team and the government representatives, learned about how to engage with us and found new partnerships and opportunities as a result of the event.

We invite you to provide your thoughts and feedback about the event utilizing the survey link [HERE](#).

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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://gdmissionsystems.com/about-us/suppliers/terms-and-conditions/cybersecurity-for-suppliers>

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NOTES

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