

Innovation Sourcing Network Monthly

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Cyber Systems Overview

President's Award Winner -Darin Peckham

Buyer Feature

DoD Cyber Security

Get to Know the **SCM Team**

Spotlight on Dedham

Bringing the Benefits of Supply Chain Risk Management to General Dynamics Mission Systems Suppliers

GENERAL DYNAMICS
Mission Systems





Scotty Miller II

VP, Supply Chain Management

SUPPLY CHAIN CYBER SECURITY

Information and operational technology (IT/OT) relies on a complex, globally distributed and interconnected supply chain ecosystem to provide highly refined, cost-effective and reusable solutions. This ecosystem is composed of various entities with multiple tiers of outsourcing, diverse distribution routes, assorted

technologies, laws, policies, procedures and practices, all of which interact to design, manufacture, distribute, deploy, use, maintain and manage IT/OT products and services.

Organizations are increasingly at risk of supply chain compromise, whether intentional or unintentional. The factors that allow for low-cost, interoperability, rapid innovation, a variety of product features and other benefits, also increase the risk of a compromise to the cyber supply chain, which may result in risks to the end user. Managing cyber supply chain risks require ensuring the integrity, security, quality and resilience of the supply chain and its products and services. Cyber supply chain risks may include insertion of counterfeits, unauthorized production, tampering, theft, insertion of malicious software and hardware, as well as poor manufacturing and development practices in the cyber supply chain.

Cyber Supply Chain Risk Management (C-SCRM) is the process of identifying, assessing and mitigating the risks associated with the distributed and interconnected nature of IT/OT product and service supply chains. It covers the entire life cycle of a system (including design, development, distribution, deployment, acquisition, maintenance, and destruction) as supply chain threats and vulnerabilities may intentionally or unintentionally compromise an IT/OT product or service at any stage.

Our General Dynamics Mission Systems supply chain organization is committed to ensuring the integrity and security of our extensive supply chain network. Managing our risk to ensure we are meeting our Cyber requirements is paramount to our success in delivering reliable solutions to our customers. You will be seeing more from us as the requirements continue to mature and be further defined by our customers. We look forward to continuing our partnerships with you and expect the continued commitment to a secure and reliable supply chain.

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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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Cyber Systems Overview

Over the past two issues, we have taken a look at our Ground Systems and Space and Intelligence Systems lines of business. As we continue with this theme, this month takes a deep dive into our Cyber Systems.

This crosses and integrates with all domains. Our team is designing, building and delivering products rapidly to strengthen the mission and help our customers successfully navigate the cyber ecosystem.

This product-based line of business is divided into three major areas, including encryption, platform security and secure mobility. Our products in each of these areas help to combat the critical cybersecurity threats facing our customers on a daily basis. The cyber domain is constantly changing and so are our products to allow us to keep our customers ahead of the threat.



ENCRYPTION is the first and last line of defense against cybersecurity threats and our high-assurance voice, video and data provides protection in all domains. Our world-class family of high assurance encryption products are widely deployed today to protect national security systems, information and networks against persistent threats and defend our assets throughout cyberspace in land, air, sea and space environments.

From system embedment to the tactical edge to the enterprise, these Type 1 NSA-certified products secure classified information at the highest level of security to defend against dynamic threats and protect the nation's most critical information.



TACLANE® -The most widely deployed family of Type 1 certified encryptors in the world - has been protecting critical information and securing national security systems for over 20 years. Building on that legacy, the TACLANE® portfolio continues to modernize and advance technology to protect against

advanced threats of today and future proofing for tomorrow.

Certified to protect information classified Top Secret/SCI and below, the TACLANE® portfolio extends from ruggedized, small form factor inline network encryptors (INE) to high performance encryption platforms (100 Mb/s to 20 Gb/s aggregate throughput) and also includes a Non-CCI, Secret and Below CHVP. In support of the mission and the warfighter, TACLANE® offers safe keying features (CDGSK and KMI OTNK) keeping warfighters out of harm's way and Advanced Cryptographic Capability (ACC). The common GEM® One remote encryptor management, easy to use

common interface, advanced technology baseline and features, superior customer support system and reliability is what makes TACLANE® the largest deployed base of Inline Network Encryptors in the world.



PLATFORM SECURITY - Our trusted multilevel and cross-domain technologies have revolutionized the computer users' access to sensitive information. Organizations around the world can now access information at various levels of security more quickly and efficiently than ever before, while contributing to overall cost reductions and increasing system-wide mobility.



Our TACDS MOBILE - TACTICAL CROSS DOMAIN SOLUTION brings safe, secure information sharing to the tactical edge. TACDS® Mobile is the next generation, high performance, ultra-small tactical cross-domain solution (CDS). It enables secure data transfer to tactical warfighters without adding to the space, weight or power burden of dismounted soldiers. TACDS Mobile is ideally suited for

deployment with dismounted soldiers, on small UAV platforms or as an embedded subsystem within tactical communications or computer equipment.

Our PITBULL TRUSTED OPERATING SYSTEM provides a secure foundation

for strong solutions. The PitBull® Trusted Operating System provides protection at the most foundational



layer to allow you to develop systems, applications, and solutions with access controls and integrity throughout all levels. By securing at the foundation, PitBull avoids the need for added complexities – allowing you and your customers to be more efficient and to save on one-off security products. Enhance your solutions and lower cybersecurity risk by building on a flexible, adaptable, and secure operating system.

Our CROSSINGGUARD® XD product is a trusted cross-domain transfer solution that is ideal for tactical platforms and sensors where Size, Weight and Power (SWaP) constraints are prevalent. Built on open standards, CrossingGuard XD is a software-only virtual transfer solution designed for tactical mission environments that require cross-domain processing at the tactical edge. CrossingGuard XD can be employed on any trusted virtual



platform, such as General Dynamics'Trusted Embedded Environment or Trusted Virtual Environment, and enables uni- and bi-directional data transfer between adjacent security domains based on pre-defined message rule sets and filters.

Our **SECURE MOBILITY** products provide protected access to voice, data and applications anywhere, anytime while maintaining the essential functionality of the device.

With our HYPERVISOR PRODUCTS, we are a global leader in virtualization software for securing wireless communications, applications, and content. General Dynamics software, deployed on more than 2 billion devices worldwide, enables security for wireless access of corporate and government assets while protecting everything that runs on the device. Chipset suppliers, mobile and automotive, national security agencies and contractors, mobile network operators, and enterprise IT depend on us to deliver high-assurance solutions that decrease cost, reduce complexity, and speed time-to-market.

Where to Next?

Our Cyber Systems is surrounded by rapid innovation as the threats that we face in the cyber domain. As we continue to develop new products to combat these threats, we are always on the lookout for partners and products that can help us elevate our products to the next level for our customers. Please keep an eye out for upcoming TechScouts and if you see potential alignment for your business from this information please reach out to techscout@gd-ms.com to connect with our teams.

Meet our Cyber Systems Leadership:



BRIAN MORRISON is vice president and deputy general manager of the Cyber Systems line of business for General Dynamics Mission Systems. In this role, he leads a diverse organization that offers secure products, programs and solutions for military, intelligence and international customers.





Darin Peckham

Sr. Supply Chain Program Manager

President's Award Winner

Darin Peckham, a senior supply chain program manager in Scottsdale, Arizona, recently received a 2019 President's Award from General Dynamics Mission Systems' for his hard work and commitment to ensuring we meet the material demands across the Cyber Systems line of business. This is key to General Dynamics Mission Systems keeping up with the production and sale of our crypto devices and cyber

security capabilities and products.

"Darin's leadership and never-quit attitude resulted in driving successful material procurement," Randy Bladek, senior supply chain program director and Darin's nominator for the award says, "and was a huge win for the business."

"Darin has a level of perseverance that, while witnessed frequently within General Dynamics Mission Systems, sets him in the top tier," Randy adds. "His insight into where problems may arise aid in helping us stay ahead of issues, and that combined with his positive and hardworking attitude sets the example for the rest of the team."

Darin, who works closely with the other functional areas and the business leadership team to ensure that Supply Chain is bringing value to the business, was surprised to find out he was nominated and selected for the award.

"I am so appreciative of this recognition because there are so many others that deserve it as much and/ or more than I do because this is really a team sport," Darin says. "We have a very strong cross-functional team supporting the Cyber Systems business here at General Dynamics Mission Systems, and I'm honored to be part of such an amazing team."

In addition, Darin comes to work committed to impacting General Dynamics Mission Systems' bottom line because he firmly believes in our mission and is proud of the work we do here. "Just look around at the things we are currently doing, and what we've done in the past. For example, for the Apollo mission we were a major contributor to space exploration then, and we still are now," Darin says. "The cyber threat is one of the largest we face today, and I'm proud to be supporting an organization loaded with intelligent, talented and driven people working to protect us and our Nation against cyber threats."

"There are many folks from Supply Chain and Operations that made this happen," he says. "I'll point out a few that really deserve this as much as I do – Vicky Schrage, Rob Knight, Karen Porter, Jeff Klimczyk, Susan Carpenter and Matt Maisano deserve a shout out, along with some key suppliers that go the extra mile."

Congratulations, Darin, and thank you for your commitment to the important work you and your team does that directly impacts General Dynamics Mission Systems' ability to meet the demands of our customers and keep our nation safe.



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.



Lauren Angelico

Software

A Conversation with Our Buyers

Lauren has been with the company in Scottsdale, Arizona, (Hayden Facility) for 4 years.

What technologies or capabilities are you seeing most often in your commodity?

In the software commodity, we are seeing more and more requests for cloud computing services, virtualization software and services, and software that provides autonomous or Al capabilities. Software technology is always rapidly advancing, so it is exciting to be a part of this commodity.

What line of business do you support most often?

I support a variety of software requests for our different lines of business, but I most often work with our Orlando facility, supporting the Ground Systems line of business. I also provide support for General Dynamics Mission Systems Indirect software needs, procuring a wide range of software products that General Dynamics Mission Systems uses internally.

What separates a good supplier from a great supplier?

A good supplier should provide competitive cost, excellent quality, customer service and delivery to their customers. However, in addition to providing all of the above, a GREAT supplier will consistently invest time, money and resources in their partnership with General Dynamics Mission Systems. They will take the initiative to provide us with opportunities for continuous improvements & cost savings. They will demonstrate exceptional expertise in their products. A GREAT supplier is willing to go above and beyond to support our needs- even when the task seems impossible- they will put forth their best effort. These are just a few qualities of a great supplier. I could go on and on!

Contact Lauren at:
Lauren.Angelico@gd-ms.com

Industry Events Supply Chain Management Attends

Stay tuned for the list of events for 2020!



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 sollutions with us.

Open Supplier Innovation Ecosystem

https://gdmissionsystems.com/techscouts

GENERAL DYNAMICS
Mission Systems



Commodities

OPERATIONAL



Commodity Manager

Matt Robertson

Products

Active Attenuators Adhesives Air Circulators & Blower Eq. **Asset Tools** Bandpass filters Chemicals, Lubricants & Grease Chillers Compressors & Vacuum Pumps Controls Converters (RF) -Up and Down **Electron Tubes Explosive Devices** Fan & Fan **Assemblies** Furniture - Lab **Generating Parts** Generators **Inspection Gages** Inverters Isolators - RF Jacks

Manufacturing & Machine Tools Manufacturing Equip. & Mach. **Material Handling** Equipment Motors **MRO** Optical Instr. Oscillators (Crystal) **Packaging** & Packaging Supplies **Paint** Pallets, Crates & Lumber **Power Amplifiers** RF (Not Component Level) Radar Eq. Radio & Comms Eq. Refrigeration Cooling

RF Assemblies **RF Circulators RF Filters** RF Mixers **RF Switches** Sensors **Shelters Shop Floor** Supls. & Cons. Sonars Standard Pkg. Supplies Tape **TCXO** Tents Test Equipment & Calibration TLNB **Trailers TWTA VCOs** Vehicles

Waveguide

MECHANICAL



Commodity Manager

Susan Carpenter

Products

Actuating Levers Antenna Masts Arms **Bearings** Bellows **Bolts Brackets** Calibrated parts Cams Cases Casters Castings Chassis and Bases Container Hardware **Custom Fabric Parts** Custom **Packaging Decals** Disks **Drive Belts Drums Enclosure** parts **Evelets** Fan Blades and Rollers

Firing Pins Flat Mechanical Part Gaskets Gears Glass parts Grommets **Heat Sinks** Holding/ **Positioning Parts** Insulating parts Joy Sticks (Custom) Keypad Membrane Labels Lanyards Lenses Links Machining Mechanical Clutches Mechanical

Hardware

Nameplates

Control Parts

Operating

Metals

Nuts

Ornamental **Parts Pistons** Plastic-Fabricated Items **Plastics Pulleys** Quick Release Plungers & Slides Raw Material Retaining parts **Rivets** Screens/ Ventilating **Parts** Screws **Sealing Parts** Sectors and Spools Shafts **Sheet Metal** Shielding parts **Springs** Tags and Instruction Cards Washers Wheels

SERVICES



& Heating

Commodity Manager

Tracy Loper

Limiter - RF

Products

Commercial Services (Non-Product) Contract Labor **Environmental Health** and Safety **Environmental Testing Facilities**

Job Advertising Marketing **Prof Consulting** Agreements Quality Recruitement Telecom

IT HW AND SW (A)



Commodity Manager

Paula Shwab

Fasteners

Fastening Parts

Products

Cameras Computer Hardware Hardware Services **Keypad Assembly** (Standard Offering) Networking **Networking Switches**

Optical Transceiver Routers Servers Software Commodities

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 Passive Attenuators, Passive filters, **Transformers Populated** Boards Resistors Semiconductors Substrate **Tuners Tuning Cores**

BUSINESS PROCESS MGMT



INTERCONNECT



Commodity Manager

Stephanie Baker

Products

Business Cards Mobile Devices Office Supplies P-Card Program

Commodity Manager Matt Robertson

Products

Back Shells Cable Assemblies Cables **Computer Cables** 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)

Travel Agency Services Travel booking Tech (Concur) Other Travel-Related

Hotels

Spotlight on Dedham



General Dynamics Mission Systems has called Dedham, Massachusetts, home since 2016, following the closure of our Needham, Massachusetts, facility. Conveniently located off Route 128, General Dynamics Mission Systems Dedham is home to more than 370 employees, most of whom work to support programs under General Dynamics Mission Systems' Cyber Systems line of business. The site is located on what was previously home to the Rust Craft Greeting Card Company's headquarters, creators of the first Christmas card, and shares building space with the American Red Cross.

The original structure was stripped down to its steel frame and designed with the needs of General Dynamics in mind. The 131,000 square feet facility includes modern workstations, collaboration areas, Skype for Business phones, a wellness center, market place and 40,000 SF of lab space to support its various programs and projects. There is also 18,000 SF expansion space under lease.

In addition to what General Dynamics Mission Systems Dedham offers in-house, the facility is conveniently located near the Legacy Place Shopping Center, which hosts a variety of dining and catering options for anyone looking to try something new!

AWARDS AND ACCOMPLISHMENTS

In 2016, General Dynamics Mission Systems Dedham was honored along with General Dynamics Mission Systems McLeansville, North Carolina, facility with the James S. Cogswell Award for Outstanding Industrial Security Achievement.

This award is extremely difficult to achieve, with less than one percent of all cleared facilities selected for the award annually. For consideration, a facility's security program must exceed the typical standards and requirements set forth by the National Industrial Security Program (NISP), nominated by an assigned Industrial Security Representative, have two consecutive superior industrial security ratings, pass an intense vetting process and national team review and approved by the director of Defense Security Service (DSS). Complicating the process, the security review happened to fall just prior to the relocation from Needham to Dedham, making this award even more outstanding. The hard-working and committed managers and employees of General Dynamics Mission Systems Dedham made this achievement possible.

DATA ENCRYPTION AND MARKET LEADING SOLUTIONS

General Dynamics Mission Systems' encryption products support a wide range of customers from the warfighter to enterprise-users. The experts in cyber security and product research and development in the Dedham facility support over twelve active encryption products that fall within the Secure Network and Voice portfolios for General Dynamics Mission Systems' Cyber Systems line of business. Two of which are the ProtecD@R® Data at Rest Encryption Family and the TACLANE® In Line Network Encryptor Family, both certified by the National Security Agency (NSA).

General Dynamics Mission Systems Dedham also provides support in the following areas:

- Key & Identity Management
- Public Key Infrastructure
- Token Management System

COMMUNITY ACTIVITIES

General Dynamics Mission Systems Dedham works closely with the surrounding community and partakes in multiple community events a year. Here are just a few:

Sentinels of Freedom

Twice a year, the General Dynamics Mission Systems Dedham holds a bake sale benefitting Sentinels of Freedom, an organization dedicated to helping wounded soldiers and 9/11 veterans transition from life in the military to that of a working citizen. Remarkably, last May's bake sale raised \$900, and with General Dynamics Mission Systems matching any earnings from the bake sale, the amount donated doubled to \$1,800!

Dedham Animal Rescue League

General Dynamics Mission Systems Dedham also raises money for the Dedham Animal Rescue League, gathering donations over a two-week period in August. This year's donations were the highest recorded since the start of the facility's involvement in 2015.

Marine Toys for Tots

As a proud supporter of the Marine Toys for Tots Program, the employees at General Dynamics Mission Systems Dedham show they go above and beyond to collect toys for children in need year after year.

SEPTEMBER/OCTOBER 2019

Bringing the Benefits of Supply Chain Risk Management to General Dynamics Mission Systems Suppliers

Bringing Financial Health Transparency to Supplier Relationships with FHR Network

In the November 2018 edition of the Innovation Sourcing Network, we introduced RapidRatings and our approach to deploying best-of-breed third-party tools to proactively identify and reduce supply chain vulnerabilities. We are pleased to announce that General Dynamics Mission Systems and RapidRatings are now teaming up in Financial Health Rating Network to bring the benefits of improved financial transparency and communication across our entire supply base.

At General Dynamics Mission Systems, we have found FHRs from RapidRatings to be an invaluable means to not only understand a supplier's financial condition, but also to facilitate an informed dialogue. As the standard for financial health transparency between business partners, the FHR score and reporting provide a common framework to discuss issues that can impact supplier quality and delivery performance.

RapidRatings conducts a sophisticated analysis of financial health, which results in a single numerical score. The Financial Health Rating (FHR) is created by measuring 72 financial ratios allowing companies to benchmark against their global industry peers, whether publicly traded or privately held. With FHR Network, General Dynamics Mission Systems suppliers now upload their financial statements to a secure platform and get full access to their FHR, while complying with the General Dynamics Mission Systems risk management requirements for openness around financial health.

How General Dynamics Mission Systems Suppliers Benefit with FHR Network

Many supplier programs demand compliance and give little in return. With FHR Network, General Dynamics Mission Systems suppliers become part of a global platform to help you build your business while delivering you full control of your FHR score and financial data.

FHR Network membership allows you to securely share your rating with General Dynamics Mission Systems while also providing valuable member benefits, including:

- **LEARN**: Understand your company's financial profile, including benchmarking data on thousands of comparable suppliers in your industry, via your FHR score and easy-to-understand reporting.
- **GROW**: Share your FHR with existing customers and prospects in order to build stronger relationships and qualify for new business opportunities.
- PROTECT: Safeguard your revenue and brand by accessing financial ratings for your own key suppliers and build an enterprise-class supply chain.
- STREAMLINE: Consolidate and centralize financial data disclosure via FHR Network to reduce complexity
 and increase data security.

How FHR Network Works

If you are a General Dynamics Mission Systems supplier who has already submitted your financials to RapidRatings, the workflow is similar. You will be contacted by RapidRatings and invited to share your financials. The secure link you receive will now enable you to upload your financials via the FHR Network platform.

Bringing the Benefits of Supply Chain Risk Management to General Dynamics Mission Systems Suppliers

continued

For all suppliers, RapidRatings will support your participation through the following steps:

- 1. Sign up to the FHR Network using the instructions provided in the introduction email by RapidRatings
- 2. Select your desired membership level and submit your financial statements
- 3. Review your FHR and share with General Dynamics Mission Systems and other clients/prospects of your choosing Over the coming months, you will be hearing more on member benefits and how you can join the RapidRatings



FHR Network and comply with the General Dynamics Mission Systems Risk Management program. We encourage you to learn more about how you can benefit from FHR Network and your Financial Health Rating here. RapidRatings has worked closely with private suppliers across all industries to develop this program. See what suppliers are saying below about FHR Network:

"RapidRatings FHR Network is an excellent tool to build credibility for our business and demonstrate to our customers that we are a financially sound partner."

- VP Business Development, private technology provider

"We complete RapidRatings information to meet our clients' requirements and this is a great benchmark for us to see where we sit and where we can improve."

- Finance Manager, private equipment manufacturer



Supply Chain Management Compliance & Oversight

Bobby works in Taunton, Massachusetts. He has been with the company 31 years.

What led you to a career in Supply Chain Management (SCM)?

I had worked in the finance organization for over 28 years, ranging from program finance, cost control/business analysis to government accounting, where I had spent most of my career. A message that was always being relayed to us from HR was to step out and try something new. When the opportunity presented itself

to transfer to Supply Chain, I thought it was not only a great chance to challenge myself to acquire a new skill set, but also to see the business from another side.

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

I cannot say that one particular experience stands out as the most rewarding, as there have been so many. But, I can say that the most rewarding aspect of my career at General Dynamics Mission Systems has been the collaborative relationships that I have formed with so many amazing General Dynamics Mission Systems and government individuals. Colleagues truly care for one another and work together to make some incredibly important things happen.

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

Strong working relationships, transparency and open communication are the keys to building trust. If our suppliers know that we have a strong desire to partner in a fair and respectful way, we all benefit.

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

Compliance and Oversight is so essential for the government contracting business that General Dynamics Mission Systems resides. A quote by Henry Wadsworth Longfellow that can pertain to compliance and oversight - "It takes less time to do things right than to explain why you did things wrong."

How do you contribute to achieving an integrated supply chain?

My job touches all aspects of Supply Chain. Working with buyers and subcontracts administrators, making sure all procurements and proposal efforts are complete and compliant.

What motivates you?

That one is easy ... doing the right thing because people rely on me to do just that. I love to be challenged as I have a no quit personality.

How do you balance your career and personal life?

Sometimes I wonder this myself! What I try to do is focus on work when I am at work and leave work issues, challenges and dilemmas behind when exit the building. I have two teenage boys, so it's easy to be swept up in their drama when I walk into my house. Life is busy, but I am always grateful!

Perfect day would be?

A 9 a.m. tee time with my sons on a beautiful golf course followed by an afternoon at the beach with my wife.

