

The logo consists of the letters 'IN' in a large, bold, grey sans-serif font. A small 'TM' trademark symbol is located to the upper right of the 'N'.

**IN**<sup>TM</sup>

**INNOVATION  
SOURCING  
NETWORK**

**Innovation  
Sourcing  
Network  
Monthly**

Sept/Oct 2020  
Vol 4, Issue 5

**Plan Ahead with Risk  
Management**

**Supplier 360  
Prohibited  
Telecommunications  
Equipment**

**Procurement Technical  
Assistance Center**

**Services Commodity**

**Buyer Feature**

**How to Get Your Business  
Noticed**

**Open TechScouts**

**Get To Know The Team**

The logo features the text 'GENERAL DYNAMICS' in a bold, blue, sans-serif font, with 'Mission Systems' in a smaller, black, sans-serif font directly below it.

**GENERAL DYNAMICS**  
Mission Systems



## Scotty Miller II

VP, Supply Chain Management

I've participated in the purchase of billions of dollars for materials and components used in the manufacture and processing of products. There are very clearly raw materials that have a high dollar value and those that have a very low dollar value. Items such as microprocessors, for instance, cost a lot, whereas labels and stickers can cost very little. This is no different in buying services. Airline agreements are significant as are hotel and rental car agreements.

But without a specific strategy for labels and stickers or nuts and bolts, just as you would have for microprocessors or large airline, hotel and car rental agreements, you will find that the negative impact of poor quality, lousy service, old cars and dirty hotels will equally damage your brand, your customers and your company.

So it is very important to have a well-researched, articulated and vetted strategy for every group of materials and commodities that you purchase. Services is no different.

First and foremost, you need a Commodity Management team that can create the strategies for the specific Commodities that each individual manages. If some of your Commodity Managers are not experienced in developing a strategy, it is their management's responsibility to help them out. I am very proud of the strategies and experience that our services team brings to our partners and company. Our services team delivers value to our partners and to our employees.



SCOTTY'S MESSAGE

## In This Issue

4 End of the Year On-Time Delivery

5 Is Your Company Profile In S360?

6 FAR/DFARS Prohibition

7 Do You Know Your PTAC?

8 Meet the Services Commodity

9 Buyer Feature & Industry Events

10-11 Learn the Commodities

12 Innovation Sourcing Network

13 Open TechScouts

14 Get To Know The Team

15 The Supplier News and Information Center



About this publication: This is General Dynamics Mission Systems' Innovation Sourcing Network, open supplier innovation ecosystem monthly newsletter.  
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## Cheryl Van Dyke

Supply Chain Relationship, Risk, & Solutions Management

### Planning ahead: End of the Year On-Time Delivery

As we move into the fourth quarter and the time of year when sales and delivery expectations are heightened, it is important to consider the obstacles that may impede a successful delivery. When communicating with your supply chain representative and providing lead times, do not forget to discuss:

#### Have you recovered from previous COVID-19 related impacts to your business?

COVID-19 impacted all of us one way or another this year. For some, it meant a few weeks of reduced available workforce, and for others it meant a few weeks of production shut down. Many have recovered, but your business may still be realizing some of those disruptions. When providing lead times and delivery promise dates, be sure that you include any delays that are still encroaching on your baseline.

#### What COVID-19/flu season related impacts do you anticipate for the remainder of the year that could cause you to potentially delay delivery or shut down manufacturing?

If COVID-19 was not enough to manage, we are entering into flu season. Maintaining a fully staffed production line may be challenging. Within reason, when counting days and weeks up to delivery, be sure to account for potential delays due to sick time and down production lines.

#### Are logistics and shipping around this particular order expected to run smoothly and on-time?

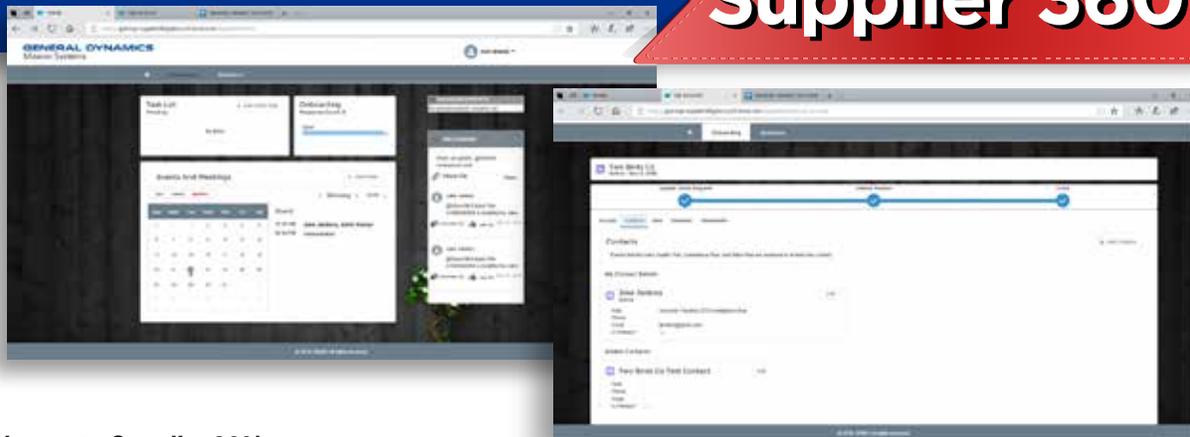
The shipping industry was also affected by COVID-19 and is still trying to recover. There are reduced shipping lanes, air cargo and trucking options that are impacting both customer deliveries and sub-tier material receipts. When calculating typical door-to-door delivery times and when you will receive needed material, remember to account for those delays that maybe outside of your factory walls.

#### Are there other disruptions that may be possible in the delivery timeframe such as hurricanes or snow storms?

On top of it all, we also must contend with hurricane season, wildfires and the soon-to-come winter weather. Some suppliers are already reporting impacts due to storm ramifications such as flooding and power outages. Although no one can predict the weather or other potential disruptions around the time you may be delivering, it is important to keep it in mind when reviewing your delivery dates with your supply chain contact.

# General Dynamics Mission Systems Doing Business With Us

## Supplier 360



### Welcome to Supplier 360!

The new General Dynamics Mission Systems Supply Chain Management platform is gaining more and more participants every day! We are pleased that our active supplier community can access their information in our database and update it from the internet. All you need is a web browser to activate your account. **It should take about 5 minutes to complete the onboarding process** by completing address, phone numbers, email addresses, capabilities, and your pertinent company data not already provided through SAM.gov. We also require a valid copy of your IRS W8 or W9 form.

If you are currently a supply chain partner receiving purchase orders or expect to soon, your response to the Supplier 360 onboarding is required and will be held in strict confidence. Any information shared with General Dynamics on the [S360 Supplier Website](#) is encrypted, segregated, and stored on a FedRamp certified government cloud only accessible by authorized General Dynamics US based Supply Chain and Quality personnel.

In order to participate, you must receive the invitation by email from General Dynamics to access your account. Please forward this news to the employees who manage your business relationship with General Dynamics and we will get the invite to them!

This is the platform of our future interactions with our supplier communities and we will be expanding the features and roadmap requirements above and beyond account maintenance to include proposal and compliance surveys, announcements, record certifications, contract maintenance and B2B sourcing applications. So don't delay or be left out. Sign up today!

To find out more information please contact your General Dynamics Mission Systems Supply Chain representative or email us at [S360@gd-ms.com](mailto:S360@gd-ms.com).

Regards,  
General Dynamics Mission Systems Supply Chain Management Team

See the latest information and quick start guides here:  
<https://gdmissionsystems.com/about-us/suppliers/s360>

Thank you for your cooperation. We look forward to building the future together. If you have any questions or concerns, do not hesitate to contact [S360@gd-ms.com](mailto:S360@gd-ms.com).



## Joanne Chabot

Sr. Manager Supply Chain Compliance and Oversight

### Prohibited Telecommunications Equipment or Services Under the FAR and DFARS

*In reference to Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment (FAR 52.204-25) and Prohibition on the Acquisition of Covered Defense Telecommunications Equipment or Services (DFARS 252.204-7018)*

It is General Dynamics Mission Systems' position that it will not procure or use items or services (including software) from the prohibited sources identified in Federal Acquisition Regulation (FAR) 52.204-25 and Defense Federal Acquisition Regulation Supplement (DFARS) 252.204-7018, respectively.

The FAR clause prohibits procuring telecommunications equipment or services from Huawei or ZTE and telecommunications equipment from Hytera, Hikvision and Dahua, including their subsidiaries and affiliates, that are a "substantial or essential component of any system, or as critical technology of any part of a system." The DFARS clause prohibits the procurement of any equipment, system, or service to carry out the DoD nuclear deterrence or homeland defense missions that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as a critical technology as a part of any system, unless a waiver is granted. The DFARS prohibition applies to certain Chinese entities that the Secretary of Defense reasonably believes to be owned or controlled by or otherwise connected to, the government of the People's Republic of China or the Russian Federation. There are specific waiver processes for each clause.

**FAR 52.204-25 and DFARS 252.204-7018 are required flowdowns to all General Dynamics' suppliers and subcontractors, and General Dynamics is required to obtain the following required certifications:**

- FAR 52.204-24, Representation Regarding Certain Telecommunications and Video Surveillance Services or Equipment,
- DFARS 252.204-7016, Covered Defense Telecommunications Equipment or Services - Representation and
- DFARS 252.204-7017, Prohibition on the Acquisition of Covered Defense Telecommunications Equipment or Services - Representation.

The buyer will evaluate the supplier's responses to each of these certifications prior to issuing the any purchase order to the supplier.

Both the FAR and DFARS clauses have stringent reporting requirements. If a General Dynamics Supply Chain Management (SCM) professional receives information from the supplier/subcontractor, General Dynamics Program Management, or other General Dynamics stakeholder regarding the possible use by a supplier/subcontractor of items or

*continued...*

services (including software) from any prohibited sources, or if the supplier/subcontractor has potentially provided General Dynamics with items of services (including software) from any prohibited sources, General Dynamics will evaluate the need for customer notification, obtain any additional information from the supplier, assess removal and/or replacement and determine waiver requirements. General Dynamics is required to report to the U.S. Government within one business day when it was identified or notified of any banned equipment or services during contract performance, and additional information is to be submitted within 10 business days.

#### Helpful Resources:

- GSA
  - <https://www.acquisition.gov/gsa-deviation/supply-chain-aug13>
  - <https://interact.gsa.gov/sites/default/files/Industry%20889%20Flyer.pdf>
- DoD
  - <https://www.acq.osd.mil/dpap/dars/Section889.html>
  - <https://www.acq.osd.mil/dpap/policy/policyvault/USA001557-20-DPC.pdf>



## Alexis Petro

Supplier Diversity Program Manager

### Do you know your PTAC?

As the Small Business team, we are often asked questions by small businesses that we do not have the expertise or resources to answer. A small business may need help with their SAM.gov registration, or may not fully understand the difference between the types of socioeconomic classifications and when they are able to self-certify or need a third-party verification. These are important distinctions that need to be

addressed, and fortunately as a small business, you qualify to utilize a Procurement Technical Assistance Center, or PTAC.

There are 94 PTACs nationwide and 300 local offices. They serve to assist small businesses to compete successfully in the government marketplace. PTACs are part of the Procurement Technical Assistance Program (PTAP), which was authorized by Congress in 1985 and is administered by the Department of Defense, Defense Logistics Agency (DLA).

So which PTAC should you call? When you visit the [PTAC website](#) you can enter your business's address, and it will direct you to your local office. Once in contact, you can receive assistance on not only SAM registration, but also a host of other topics regarding government contracting. Many PTACs will also host workshops and matchmaking events and provide one-on-one counseling. This is all provided at no cost to the small business.

A PTAC is an excellent resource for small businesses to develop their skills, establish their presence and grow their footprint in the federal marketplace. Get to know your PTAC and explore the benefit of these extra resources.



## Tracy Loper

Services / Travel Commodity Manager

The Services commodity team's purview includes everything from engineering services and staffing to facilities support, telecom and travel. While a large percentage of the work we do supports of the business (indirect charge), there's a significant amount of activity directly charged to government programs. A small but mighty team of 14 procurement professionals and category managers partner with the lines of business and functional areas to stand up strategic programs with a curated supplier base – all with the goal of driving cost out of the business while improving the end-user experience.

Services procurements, particularly for large-scale programs such as facilities support, contingent labor, IT infrastructure or travel programs, are strategic efforts that involve a cross-functional team of stakeholders. Suppliers that are selected for participation in these sourcing events are vetted for financial health, industry experience, technical capability and investment in innovation. Suppliers who are interested in doing business with General Dynamics Mission Systems are strongly encouraged to research publicly available information about the company before contacting our ISN team to register for potential participation in future sourcing events.

Our preferred supplier base is constantly challenged to continuously improve. Supplier relationship managers set and measure service levels, performance KPIs, and account team capability, and regularly share feedback gleaned from risk tools, program stakeholders and other sources with our preferred suppliers. We view our services suppliers as extensions of the team, and expect to share accountability along with positive results that benefit both the company and the supplier.

### About the Team:

Tracy has managed the Services commodities team since 2018, when the Services and Travel commodity she led since 2009 were combined into one team. Tracy continues to build and foster strong relationships with suppliers and internal partners, some of whom she's worked with since joining General Dynamics in 2001.

### Key Contact:

Contact Tracy at: [Tracy.Loper@gd-ms.com](mailto:Tracy.Loper@gd-ms.com)



## Priscilla Kadi

Services

### A Conversation with Our Buyers

Priscilla works in Scottsdale, Arizona. She has been with the company for four months. She has a Project Management Professional (PMP) certification, Certified Professional in Supply Management (CPSM) credential and a Certified Purchasing Manager (CPM) certification.

# BUYER FEATURE

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

Reimagining workforce solutions with the increase of virtual and remote work engagements expand recruitment and learning opportunities. For example, a potential employee candidate’s location may no longer be a limiting factor for adding talent to the General Dynamics Mission Systems’ team with remote or virtual work environments. In addition, the shift from “training” to “learning and organizational development” is transformational. Online learning platforms provide avenues for employee development, engagement and retention. These technology platforms allow participants to learn in microbursts on their own time while still providing options for instructor-led, structured classroom environments that can be virtual or face-to-face. The opportunities to enhance the Human Resource function with strategic supplier relationships are limitless.

### What line of business do you support most often?

Human Resources across the General Dynamics Mission Systems enterprise.

### What separates a good supplier from a great supplier?

A good supplier is reliable, financially stable, and meets expected terms – price, quality and delivery expectations.

A great supplier understands the business, anticipates service challenges, suggests potential solutions, delivers cost saving ideas and provides flexibility for business dynamics while still meeting the standards of a good supplier.

### Key Contact:

Contact Priscilla at: [Priscilla.Kadi@gd-ms.com](mailto:Priscilla.Kadi@gd-ms.com)

## Industry Events Supply Chain Management Attends

### SCM Events 2020

DATE	EVENT	LOCATION	SCM ATTENDEE
October 13-16	AUSA Now	Virtual	Brian Slaughter

# 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 Manager

Susan Carpenter

#### Products

Actuating Levers	Firing Pins	Ornamental Parts
Antenna Masts	Flat Mechanical Part	Pistons
Arms	Gaskets	Plastic-Fabricated Items
Bearings	Gears	Plastics
Bellows	Glass parts	Pulleys
Bolts	Grommets	Quick Release Plungers & Slides
Brackets	Heat Sinks	Raw Material Retaining parts
Calibrated parts	Holding/ Positioning Parts	Rivets
Cams	Insulating parts	Screens/ Ventilating Parts
Cases	Joy Sticks (Custom)	Screws
Casters	Keypad Membrane	Sealing Parts
Castings	Labels	Sectors and Spools
Chassis and Bases	Lanyards	Shafts
Container Hardware	Lenses	Sheet Metal
Custom Fabric Parts	Links	Shielding parts
Custom Packaging	Machining	Springs
Decals	Mechanical Clutches	Tags and Instruction Cards
Disks	Mechanical Hardware	Washers
Drive Belts	Metals	Wheels
Drums	Nameplates	
Enclosure parts	Nuts	
Eyelets	Operating Control Parts	
Fan Blades and Rollers		
Fasteners		
Fastening Parts		

## SERVICES



### Commodity Manager

Tracy Loper

Commercial Services	It Support Services
Engineering Services (Including Testing)	Hr Support Services (Staffing Categories, Recruiting, Training)
Environmental Health & Safety	Marketing / Advertising
Facilities Support Services	Professional Consulting Agreements
Security Services	Telecom
Fleet Management	Trade Show Services Support
	University R&D/Capstone Agreements

## IT HW AND SW



### Commodity Manager

Cindi Wong

#### 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  
Amazon Business

## INTERCONNECT



**Commodity Manager**  
Matt Robertson

### 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  
Ground Services  
(Airport Parking,  
Car Services, etc.)  
Hotel / Lodging  
Meeting/  
Events  
Sourcing  
Support  
Other Related  
Travel Support  
Services (Agency,  
Technology, etc.)



**Bethany Allen**  
ISN Operations Lead

### Looking for New Business?

**The Innovation Sourcing Network (ISN)™** is integrating the Supplier Directory into Supplier 360 (S360), General Dynamics Mission Systems' new supplier management platform.

### Why should you care?

Supplier 360 is how engineering and business management will be searching the supply base for solutions!

### What do you need to do if you are an active supplier?

- You are an active supplier with General Dynamics Mission Systems if you have received a purchase order from us within the last year.
- If you haven't already activated your company's account, please [go to the Supplier 360 page on the General Dynamics Mission Systems website](#).
- Read the S360 Existing Supplier Training document.
- Submit a Supplier Account Activation Request Form.
- If any assistance is needed for S360, please email [S360@gd-ms.com](mailto:S360@gd-ms.com). Reminder: S360 will not work properly with the Internet Explorer web browser.

### Is your company's profile already activated?

Make sure you have created a complete profile in S360. All the fields below can be used for searching or deciding on a solution. They are an integral part of your company's profile and will increase alignment opportunities.

- Non-traditional DoD contractor
- Website
- DUNS and Cage Code
- All applicable North American Industry Classification System (NAICS) Codes
- All applicable Supplier Capabilities (You are selecting United Nations Standard Products and Services Codes, or UNSPSC)
- Business Size Classification Code

In addition, **share your company's capability keywords with the Innovation Sourcing Network.**

- Email your capability keywords (up to 255 characters) to [techscout@gd-ms.com](mailto:techscout@gd-ms.com) to increase visibility of your company's capabilities across General Dynamics

### What do you need to do if you are a prospective supplier?

Join the **Innovation Sourcing Network!** Signing up with the ISN will:

- Add you to our email distribution for future TechScouts, which are supplier Requests for Information (RFIs)
- Add you to our email distribution for our bi-monthly newsletter
- Increase visibility of your capabilities across General Dynamics Mission Systems and bring potential opportunities to your inbox!

If you have already signed up with the ISN but would like to provide updated company information, **email [techscout@gd-ms.com](mailto:techscout@gd-ms.com).**

# TechScouts



TechScouts are 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.

[gdmembers.com/isn](http://gdmembers.com/isn)

## Current Open TechScouts

### **Machined Plastics**

General Dynamics Mission Systems is seeking a partner to fabricate various machined plastic components using Royalite R85/21 ABS-Blue PMS 280.

### **Subsea Battery**

General Dynamics Mission Systems is seeking a deep water battery module and/or assembly. Currently available, semi-custom and fully custom solutions are acceptable. The initial ask is for a pressure compensated design. However, a pressure vessel design may be considered but weight and volume are at a premium, so energy density must be maximized.

For More Information, visit [gdmembers.com/isn](http://gdmembers.com/isn)





## Nattiqua A Maxwell

Procurement Program Management (PPM)

Nattiqua works in McLeansville, North Carolina. She has been with General Dynamics Mission Systems for one year and General Dynamics for 10 years.

### What led you to a career in SCM?

I joined the military as a logistician because it was the fastest way to get away from a strict parent with a curfew of 8 p.m. at the age of 20! My intent was to change jobs as soon as I completed military occupational training. I

always wanted to become a veterinarian or a nurse, but little did I know that repelling from a helicopter and making a change to the mission would give me such drive and passion for a job. Supply Chain Management (SCM) requires a lot, and what I love about my job is that I am versatile and I am not subjected to the desk, but everything that surrounds it. I have the ability to plan, produce and most of all make it happen.

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

There are so many, but so far the most rewarding experience is seeing the physical product that I've been a part of, delivered on time to customer. It may seem little to some, but there is nothing like physically seeing your hard work and everything you put in to make it happen. I would say 90% of the time SCM does not see the finish product that they worked very hard on.

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

There is nothing like a good streamlined supply chain. Therefore, establishing a good relationship with suppliers is very important. Good supplier relationships allow us to make sound decisions, process improvements, profitability and most of all respect. You can be the best business in the industry, but not having a good relationship with supplier can tarnish that business.

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

Counsel and motivate — I know, that sound strange but it's not. As SCM, you always have to have a listening ears. Customer, suppliers and peers all need that confidant/counselor.

### How do you contribute to achieving an integrated supply chain?

I contribute to achieving an integrated supply chain by maintaining a positive, supportive and appreciative attitude. Most of all, I utilize two-way communication. When all these are joined together, it streamlines an effective Supply Chain.

### What motivates you?

Life and its challenges. I'm grateful every day, and we should be motivated every day we wake up! That gives us the opportunity to motivate others.

### How do you balance your career and personal life?

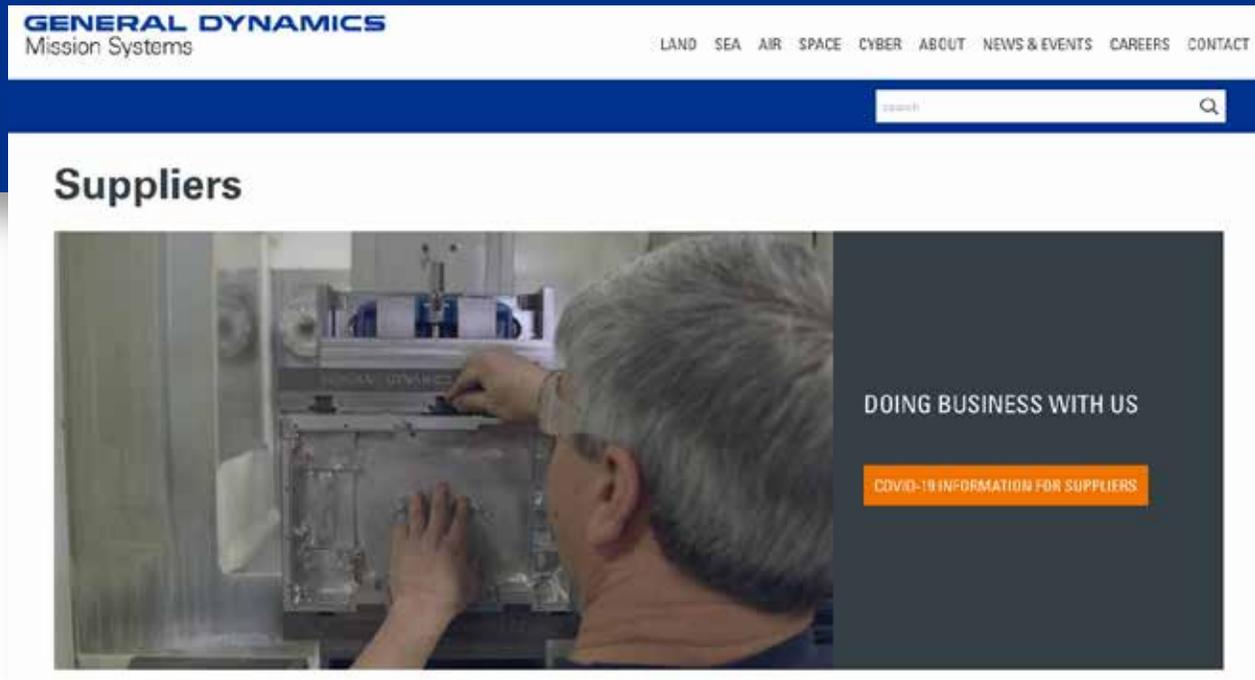
Family is always first, but sometimes work will takeover. However, I prioritize my time by setting work hours and stick to those hours. I just learn to know my peaks and troughs!

### A perfect day would be?

As I wake up, I inhale the smell of the beautiful ocean that my bedroom overlooks (Boracay or Palau Island). Feeling the energy from the surroundings, I am awake and ready to take on the world. However, it will be just the island filled with peace and tranquility.

# The Supplier News and Information Center

is now available on the  
General Dynamics Mission Systems website  
[www.gdmissionsystems.com](http://www.gdmissionsystems.com)



General Dynamics Mission Systems has established the **Supplier News and Information Center** on the Supplier page of our website to keep our supply chain partners informed with critical information relating to our operating status and the adjustments we are making in response to the COVID-19 outbreak.

Search under **About** and **Suppliers** to click on the **COVID-19** Information for Suppliers bottom.

Visit <https://gdmissionsystems.com/about-us/suppliers/news> for continued updates for our Supply Chain team.