

An aerial photograph of a modern warship, likely a destroyer or destroyer escort, sailing on the open ocean. The ship is viewed from a high angle, showing its complex superstructure with various radar masts, antennas, and missile launchers. The ship's hull is dark grey, and the water is a deep blue with white-capped waves. The ship is moving towards the bottom left of the frame.

IN™

**INNOVATION
SOURCING
NETWORK**

Innovation Sourcing Network Monthly

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Vol 4, Issue 6

**Cybersecurity Compliance
Updates**

Commodities Chart Updates

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Commodity**

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GENERAL DYNAMICS
Mission Systems



Scotty Miller II
VP, Supply Chain Management

As we look at our year and reflect on how we have done, I think all of us can be proud of the work accomplished in this crazy pandemic year. One of our most complex commodities, Component and Assembly, has experienced a significant impact due to many factors, least of which is COVID-19. From electronic manufacturing services, to capacitors, to FPGAs, to semiconductors, to microcircuits, the impacts have been severe and at times critical. Now, more than ever, we need to communicate more effectively and on a regular basis. Face to face is almost out of the question today, but we have many other platforms available. Let's use them to be more effective and to ensure no surprises.

I am thankful for the great work done by our Supply Chain team at General Dynamics Mission Systems, and more importantly, I am thankful for the dedication and commitment to the mission by the superb suppliers we have working with our Component and Assembly team. Thank you and have a wonderful holiday season. Looking ahead to a great 2021!



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About this publication: This is General Dynamics Mission Systems' Innovation Sourcing Network, open supplier innovation ecosystem monthly newsletter.
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Joanne Chabot

Sr. Manager Supply Chain Compliance and Oversight

Thank you for your efforts to date to secure Controlled Unclassified Information (CUI) by ensuring that if you receive, transmit, create or store CUI, your information technology environment is compliant with DFARS 252.204-7012. General Dynamics Mission Systems depends on our suppliers to help us protect the information that supports our customer missions.

On Nov. 30, 2020, an interim rule became effective to amend the Defense Federal Acquisition Regulation Supplement (DFARS). This interim rule will implement the following requirements for verifying a contractor's

compliance with cybersecurity requirements in accordance with DFARS 252.204-7012 and to enhance the protection of CUI within the Department of Defense (DoD) supply chain:

1. DoD Assessment Methodology; and
2. Cybersecurity Maturity Model Certification (CMMC) framework.

Three new regulations will further define contractor obligations to protect DoD CUI in addition to DFARS 252.204-7012. The interim rule adds the following new DFARS clauses:

- DFARS 252.204-7019, Notice of NIST SP 800-171 DoD Assessment Requirements
- DFARS 252.204-7020, NIST SP 800-171 DoD Assessment Requirements
- DFARS 252.204-7021, Cybersecurity Maturity Model Certification Requirements

DFARS 252.204-7021 clause formally begins DoD's adoption of the [Cybersecurity Maturity Model Certification \(CMMC\)](#). CMMC requirements will be implemented on a contract by contract basis incrementally over the next five years. DFARS 252.204-7019 and DFARS 252.204-7020 require that all contractors maintain a current DoD assessment score (less than three years old, using the [Defense Contract Management Agency \(DCMA\) assessment methodology](#) in the DoD Supplier Performance Risk System (SPRS), and that prior to awarding contracts/subcontracts involving CUI, the contracting organization must confirm that a current DoD assessment score is in SPRS. To the extent these clauses are included in new General Dynamics prime contracts, these obligations will flow to all organizations in the supply chain who manage CUI with their subcontractors.

DFARS 252.204-7020 and DFARS 252.204-7021 are required flow-downs in all subcontracts, purchase orders, or other contractual instruments, including for commercial items. They exclude procurements of solely commercial-off-the-shelf (COTS) items and procurements at or below the micro-purchase threshold (currently \$10,000).

The DoD has indicated that it will take approximately 30 days to post a basic self-assessment in SPRS, if you choose to send your basic assessment to DoD for posting in SPRS in accordance with the procedures in DFARS 252.204-7020. Alternatively, suppliers may post their own basic assessment scores in SPRS using the link on next page. After November 30, 2020, we will not be able to issue you an award under a DoD contract containing these requirements, unless you have a DoD assessment posted in SPRS. It is imperative that you take action immediately to avoid disruptions to future business.

Requested Actions:

To avoid disruptions to future business, suppliers should begin taking the following actions immediately:

- **Ensure that you have a current DoD Assessment score in SPRS (for all CAGE codes covered by your System Security Plan (SSP)).** Information regarding SPRS is available at the following link: <https://www.sprs.csd.disa.mil/>. If you do not have an account in SPRS, register at <https://piee.eb.mil/piee-landing/> and include the role of SPRS.
 - o **At a minimum**, determine your score through the basic assessment (self-assessment), and submit it to DoD in accordance with DFARS 252.204-7020. (Reference: Annex B within [NIST SP 800-171 DoD Assessment Methodology, V1.2.1](#))
 - o If your organization's NIST SP 800-171 implementation was already assessed by the DCMA (DIBCAC medium or high assessment) and you have received your score, you should have satisfied this requirement. However, suppliers should confirm that their medium or high assessment scores are posted in SPRS.
 - o Consider requesting DCMA perform a DIBCAC Medium or High confidence assessment. The external assessment will not only document your score in SPRS, but it will also help your organization prepare for CMMC (third-party) assessment required in DFARS 252.204-7021.
- **Address the Additional CMMC Practices and Processes Now**
 - o We anticipate future guidance from the DoD regarding the CMMC process with the CMMC accreditation body.
 - o To the extent a new solicitation or contract includes CMMC requirements per DFARS 252.204-7021, **you must have an assessment score of level 3 or greater to receive, store, create, or transmit CUI.**
 - o To achieve CMMC Level 3 certification by a CMMC Third-Party Assessor Organization (C3PAO), organizations need to demonstrate implementation of all 130 Level 3 practices (NIST 800-171's 110+20), as well as the three processes associated with Maturity Level (ML) 3 (inclusive of ML2). Plans of Action and Milestones (POAMs) will not satisfy the certification requirement.
 - o Additional information regarding CMMC is available at the following:
 - <https://www.acq.osd.mil/cmmc/index.html>
 - <https://www.cmmcab.org/>
- **Provide Status to General Dynamics Mission Systems**
 - o In order for General Dynamics Mission Systems to assess risk and preparedness for the November 30 effective date of the new rules, we must receive the status of our applicable suppliers. We will be sending a separate request for you to complete the representation and certification.

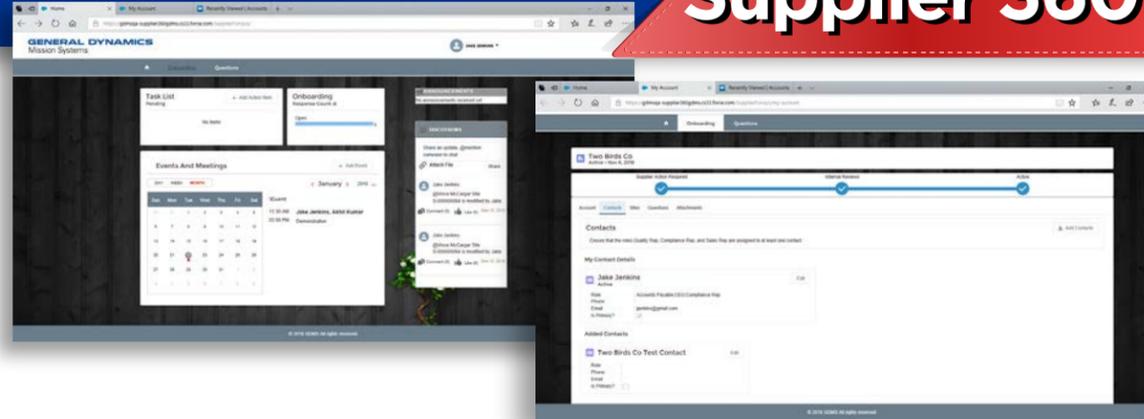
As we anticipate seeing the [DoD CMMC](#) requirements in RFIs/RFPs/Contracts in late-2020/early-2021, addressing outstanding actions now to become fully compliant with all security requirements is the best strategy for staying ahead of the curve and minimizing potential supply chain disruptions. Thank you in advance for your cooperation and we will continue to update you as implementation of these regulations evolve.

Additional Resources

- [The DIB SCC CyberAssist site](#) provides resources to assist Defense Industrial Base (DIB) companies and suppliers of varying sizes with their implementation of cyber protections, accountability for their supply chain, and awareness of cyber risk and regulations, including recently added [CMMC resources](#).
- [DoD Procurement Toolbox](#)
- [DoD CUI](#)
- [NIST SP 800-171 Rev 2](#)

General Dynamics Mission Systems Doing Business With Us

Supplier 360



“How we manage our suppliers during this pandemic is critical to our long-term success.”
– Scotty Miller, Vice President of Supply Chain Management

We have made huge strides in how we communicate and manage our suppliers and [Supplier 360](#) has been critical to our ability to share information with suppliers and ensure we have the most recent information about you. Using [Supplier 360](#) we can deliver a seamless collaboration experience and improve our long-standing relationships with our valued business partners.

The General Dynamics Mission Systems Supply Chain leadership team is confident this [secure, cloud-based](#) system is the future of our business-to-business capabilities and we are working hard to increase the functionality and capabilities to optimize this platform and bring you state of the art service.

- Easy uploading of certifications and forms
- Establish your company's small business classification
- Influence us with your wide range of capabilities and skill
- Communicate directly with your account manager or our technical team
- Participate in compliance surveys and proposal requests

We can't do it without you. All you need is a web browser and an email address to activate your account. If you are currently a supply chain partner receiving purchase orders or expect to soon, your response to the Supplier 360 onboarding is expected. **Don't delay, 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.

Regards,

General Dynamics Mission Systems Supplier 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.



Alexis Petro

Supplier Diversity Program Manager

As the Small Business Liaison Officer (SBLO) at General Dynamics Mission Systems, I often get phone calls, e-mails, LinkedIn Messages and the occasional carrier pigeon from small businesses who all ask the same thing: “Can I talk to someone else at another site? How do we get more work?”

At General Dynamics Mission Systems, our Procurement teams work on a commodity basis. Therefore, if you are working with someone who sits in our Scottsdale office, they are buying for programs across the country! We do not limit our buyers to only support the programs that reside in the facility they are based out of. They are specialized to their commodity.

So how can your company get more work? Understanding the commodity structure is key! When General Dynamics has a need or capability gap, it is released by the Innovation Sourcing Network (ISN)[™] in the form of a TechScout. These mini Requests For Information (RFIs) are posted on the General Dynamics Mission Systems website, but they are also strategically sent to the ISN email distribution list by commodity tag. You can spend your time on cold calls and emails but when we have a need or a capability gap, this is how it will be shared.

How can your company receive TechScouts directly to your inbox? If you have signed up with the ISN, you can email techscout@gd-ms.com to ensure your email address has been tagged with the correct commodities. This is especially important as the commodities have recently been renovated. Review the Commodities chart in this issue and notice the new commodities and product shifts!

If you are registered for a particular commodity and a need arises, you will get an email with that listing as soon as the opportunity is published! Some TechScouts are just for small businesses. In those instances, all small businesses registered with the ISN are emailed the TechScout.

Our TechScouts have been a highly successful tool, frequently used by suppliers to find new opportunities, as well as General Dynamics personnel. We regularly source for solutions, needs and capability gaps from both current and new suppliers. It is imperative that your company responds with the requested information by the published suspense date in order to be considered.

To view open TechScouts, visit our [TechScouts](#) page.

LEARN OUR COMMODITIES

Commodities

OPERATIONAL

Products
 Active Attenuators
 Adhesives
 Air Circulators
 & Blower Eq.
 Asset Tools
 Chemicals,
 Lubricants
 & Grease
 Chillers
 Compressors &
 Vacuum Pumps
 Controls
 Electron Tubes
 Explosive Devices
 Fan & Fan
 Assemblies
 Furniture - Lab
 Generating Parts
 Generators
 Inspection Gages
 Inverters
 Jacks
 Manufacturing &
 Machine Tools
 Manufacturing
 Equip. & Mach.
 Material Handling
 Equipment
 Motors

MRO
 Optical Instr.
 Packaging
 & Packaging
 Supplies
 Paint
 Pallets, Crates
 & Lumber
 Radar Eq.
 Radio &
 Comms Eq.
 Refrigeration
 - Cooling
 & Heating
 Shelters
 Shop Floor
 Supls. & Cons.
 Sonars
 Standard
 Pkg. Supplies
 Tape
 Tents
 Test Equipment
 & Calibration
 Trailers
 Vehicles

MECHANICAL

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
 Eyelets
 Fan Blades
 and Rollers
 Fasteners
 Fastening Parts

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
 Metals
 Nameplates
 Nuts
 Operating
 Control Parts

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

ELECTRO MECHANICAL

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 AND ASSEMBLY

Products
 Bandpass filters
 Capacitors
 Circuit board
 Assemblies
 Circuit boards
 Coil Forms
 Contract
 Manufacturing
 (Keypad
 Assemblies, Box
 Build, CCA)
 Converters (RF) -
 Up and Down
 Delay Lines
 Flex circuits &
 Flex Assemblies
 FPGA Boards
 Fuses
 Inductive Devices
 Inductors
 Isolators - RF
 LED
 Limiter - RF
 Microcircuits
 Oscillators
 (Crystal)

PCB-Mounted:
 Amplifiers,
 Passive
 Attenuators,
 Passive filters,
 Transformers
 Populated
 Boards
 Power Amplifiers
 RF (Not
 Component
 Level)
 Resistors
 RF Assemblies
 RF Circulators
 RF Filters
 RF Mixers
 RF Switches
 Semiconductors
 Sensors
 Substrate
 TCXO
 TLNB
 Tuners
 Tuning Cores
 TWTA
 VCOs
 Waveguides

COMPOSITES

Products
 Diverter Strips
 Dry Fabric/Roving/
 Non-Woven
 Material
 Honeycomb Core
 Prepregs & Prepreg
 Tapes
 Radome Bagging Materials
 Thermal Barriers

INTERCONNECT

Products
 Back Shells
 Cable Assemblies
 Cables
 Computer Cables
 Connectors
 Cords

Headers
 Holders
 Sleeving
 Sockets
 Terminals
 Wire

SERVICES

Commercial Services
 Engineering Services
 (Including Testing)
 Environmental Health
 & Safety
 Facilities Support
 Services
 Security Services
 Fleet Management
 IT Support Services

Marketing / Advertising
 Professional Consulting
 Telecom
 Trade Show Services
 Support
 University R&D/Capstone

IT HARDWARE AND SOFTWARE

Products
 Cameras
 Cloud Platform
 Cloud Infrastructure
 Cloud Solutions
 Computer Hardware
 Hardware Services
 IT Hardware &
 Software Maintenance

Networking
 Networking Switches
 Optical Transceiver
 Routers
 Servers
 Software
 Storage
 Video

HR SUPPORT SERVICES

Recruiting
 Staffing
 Training

BUSINESS PROCESS MGMT

Products
 P-Card Program
 Mobile Devices
 Amazon Business
 Office Supplies
 Business Cards

TRAVEL

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.)



Matt Maisano

Component and Assembly Commodity Manager

The Component and Assembly team is responsible for managing all aspects of supplier engagement and procurement execution with Original Equipment Manufacturers (OEMs), distributors and authorized resellers of electronic components, including Passives (capacitors, resistors, inductors), Active Components (ICs and Microcircuits), RF Components and PCBs. The team is also responsible for managing our Electronics Manufacturing Services/Contract Manufacturing (ESM/CM) suppliers. We play a large role in supporting our

Operations team, manufacturing General Dynamics Mission Systems electronics and supporting our make/buy efforts, so we can remain competitive and meet business objectives.

Our team is actively engaged with our suppliers to ensure current and new component technologies are put in front of our engineering teams during design, and that supply is available to meet our customers' requirements during production. The electronics market can be difficult to manage, given fluctuations in raw material prices, spikes in demand causing shortages, extended lead times and even geopolitical factors that can impose new costs or changes to availability. It is our job to try and get ahead of these market challenges and deliver solutions.

One of the ways the Component and Assembly team is actively working to manage market impacts is through strategic agreements. These negotiated agreements with key suppliers have allowed us to stock products not always available, increase our competitive advantage with improved pricing and receive the data on new technologies before other companies. We are actively looking to increase our use of strategic agreements with major OEMs and distribution partners.

The risk of counterfeit components in the market is of the highest concern to General Dynamics and our customers. The Component and Assembly team is at the front of ensuring that these components never make their way into our facilities, our products or to our customers. As such, we keep very tight control of who we are buying from. We limit our procurements to the OEMs, franchised distributors, OEM authorized resellers and a small number of trusted independent distributors/brokers that are under strategic agreement.

In September 2020, the RF and critical components buyers were added to the Component and Assembly team. This brings items like crystal oscillators, RF filters, switches, circulators and mixers, and other items into the team from our Operational Commodity. This is a natural addition to the team as there was cross-over in the supply base and these items ultimately feed into our General Dynamics electronics manufacturing.

About the Team:

Matt has been leading the Component and Assembly team since 2018, after several years working with contract manufacturers and complex assembly suppliers in the U.S., Canadian and U.K. General Dynamics Mission Systems businesses. Matt has a deep knowledge of the electronics market, components and EMS supply base and has cultivated strong relationships with key suppliers and internal stakeholders. He has been with General Dynamics for 15 years.

Key Contact:

Matt Maisano, Component and Assembly Commodity Manager: Matthew.Maisano@gd-ms.com
 Vicky Schrage, Component and Assembly Commodity Supervisor: Vicky.Schrage@gd-ms.com



Denise Henry

Component and Assembly

A Conversation with Our Buyers

Denise works in Bloomington, Minnesota. She has been with the company for two and a half years.

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

I work with many suppliers of assembled modules, including SBC, GPUs and mission computing solutions. I am also heavily involved in buying critical electronic components. With the support of the Component and Assembly team and the commodity manager, we keep an eye on the electronics component market for impacts to our programs in terms of pricing, lead time and product lifecycle.

What line of business do you support most often?

I primarily support the Maritime and Strategic Systems Airborne Systems business out of Bloomington, Minnesota.

What separates a good supplier from a great supplier?

A good supplier is one that is compliant with regulations, delivers quality products on time, responds quickly to requests for quote and whose EP Scorecard is always above average. A great supplier is all those qualities, and more. They often exceed our expectations, understand our needs as a customer, strive to continually improve and will go the extra mile when necessary. A great supplier is one that has forged a solid business relationship with us and is a true "supply partner" in every sense of those words.

Key Contact:

Contact Denise at: Denise.Henry@gd-ms.com

Industry Events Supply Chain Management Attends

SCM Events 2020

DATE	EVENT	LOCATION	SCM ATTENDEE
January 12-14	Surface Navy Association	Arlington, VA (Hybrid)	Brian Slaughter
January 25-28	TechNet	Augusta, GA (Hybrid)	Brian Slaughter
February 16-18	AFCEA West	San Diego, CA (Hybrid)	Brian Slaughter

Risk Management Basics

Supply Chain Risk Team

To ensure the security and sustainability of our supply chain it is necessary to perform our due diligence whenever we onboard a new supplier or engage in business with a supplier with foreign ties. Although much of this review takes place during the initial onboarding process and through the normal course of business, occasionally, the Supply Chain Risk Team (SCRT) is called upon to dig a little deeper to further understand and gain visibility in the relationship between our direct supplier and the world at large.

To begin our research and in preparation of creating a risk profile, the SCRT reviews a number of factors. Some of the process is simply confirming information that was already collected during onboarding, while the rest follows up on any information that may trigger our “caution, possible risk ahead” senses. To start, we need to understand what we are buying from a supplier. Certain items inherently carry a higher sense of risk, such as electronics. Other items, such as nuts and bolts, have a lower risk attached to them. We also need to know if the supplier is the original manufacturer/ producer or what is their relationship to the materials’ origin. Specifically, we are looking for ties to countries outside the United States.

After collecting the initial information, we delve deeper into our review. To do this we use multiple resources to collect our findings from our internal risk tools, RapidRatings and riskmethods, to a basic Google search or reviewing government compliance sites. There is not a single place to look this information up. We conduct a reasonable search until we can satisfactorily answer the question: is it ok for us to conduct business with this supplier? As a supplier, there are many things you can do to help with these efforts and ensure your onboarding or annual renewals are complete from the start.

- Complete and keep current your representations and certifications including
 - o Counterfeit
 - o Use of prohibited China or Russia based suppliers
- Know the origins of the products you sell
- Know where the raw materials for your product originates
- Provide transparency to your company hierarchy (parent company, subsidiaries, affiliates) and your sub-tier supply base.
- Write a business continuity plan and prepare for risks on your own supply chain
 - o Identify alternate sources of supply
 - o Conduct scenario planning and prepare for shifts
 - o Understand the impact to your business in the face of an unknown event and to ours
 - o Know your vulnerabilities
 - o Know your inventory

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.

gdmissionsystems.com/isn

Current Open TechScouts

Sensor Processing Technologies

General Dynamics Mission Systems is seeking companies with capabilities and technologies related to sensor processing. Areas of interest include radar systems, multiple intelligence and advanced processing.

Printed Circuit Board Suppliers

General Dynamics Mission Systems is seeking suppliers who can build Printed Circuit Boards (PCBs).

For More Information, visit gdmissionsystems.com/isn





DeWaine Burns
Supplier Analyst

DeWaine works in Scottsdale, Arizona. He has been with General Dynamics Mission Systems for two years.

What led you to a career in SCM?

My skills associated with building relationships and finding solutions was a good fit for the production planning team I was asked to join.

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

Working with a talented group of people has allowed me to build on my knowledge of my position and the workplace.

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

Having a strong and healthy relationship with suppliers can save the company money and time. The company is more likely to receive better service, financial terms and a greater edge over the competition.

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

People would never guess I do make vs. buy analysis, Design to Cost/Design to Unit Production Cost (DTC/DTUPC) projects, supplier vetting, supplier intelligence reports and support top opportunities.

How do you contribute to achieving an integrated supply chain?

Being a team player and building relationships with internal and external customers.

What motivates you?

The ability to empower and coach others, coming up with ideas to improve something, working well as a part of a team and winning.

How do you balance your career and personal life?

I create a schedule for work life and one for my personal life and I try to stick to it. I make sure that I take a walk each morning and evening to process each day and avoid becoming overwhelmed. I also look forward to working with my players at basketball practice.

A perfect day would be?

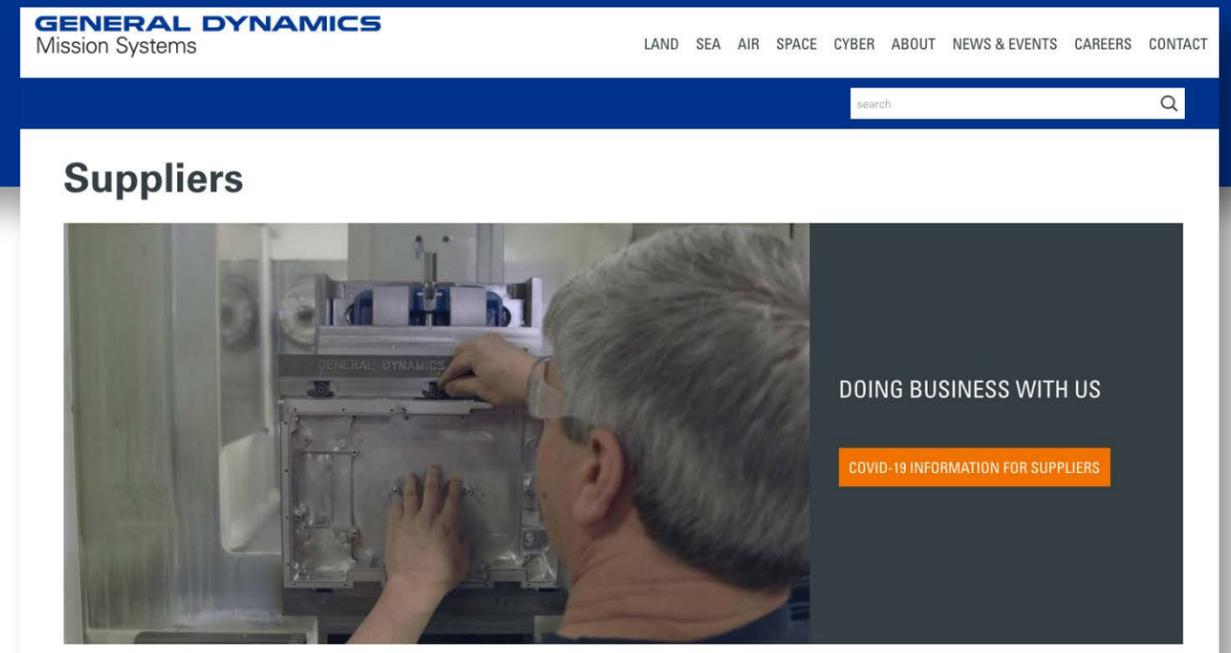
Making a contribution to my team's success at work. Coaching my players to find success on and off the court. Enjoying time with my family. Contributing to help someone have a better day.

The Supplier News and Information Center

is now available on the

General Dynamics Mission Systems website

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.