



**INNOVATION  
SOURCING  
NETWORK**

# **Innovation Sourcing Network Monthly**

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Updates**

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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.

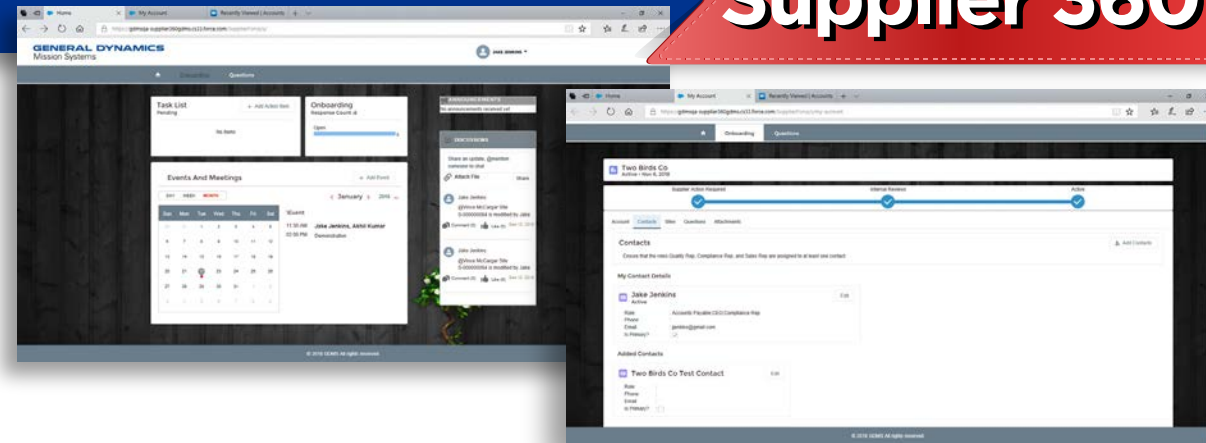
As we anticipate seeing the [DoD CMMC](#) requirements in RFIs/RFPs/Contracts in late-2020/early-2021, addressing outstanding actions now to become fully compliant with all security requirements is the best strategy for staying ahead of the curve and minimizing potential supply chain disruptions. Thank 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](mailto: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)<sup>TM</sup> 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](mailto: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](mailto:Matthew.Maisano@gd-ms.com)  
Vicky Schrage, Component and Assembly Commodity Supervisor: [Vicky.Schrage@gd-ms.com](mailto: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](mailto: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](http://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](http://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?**

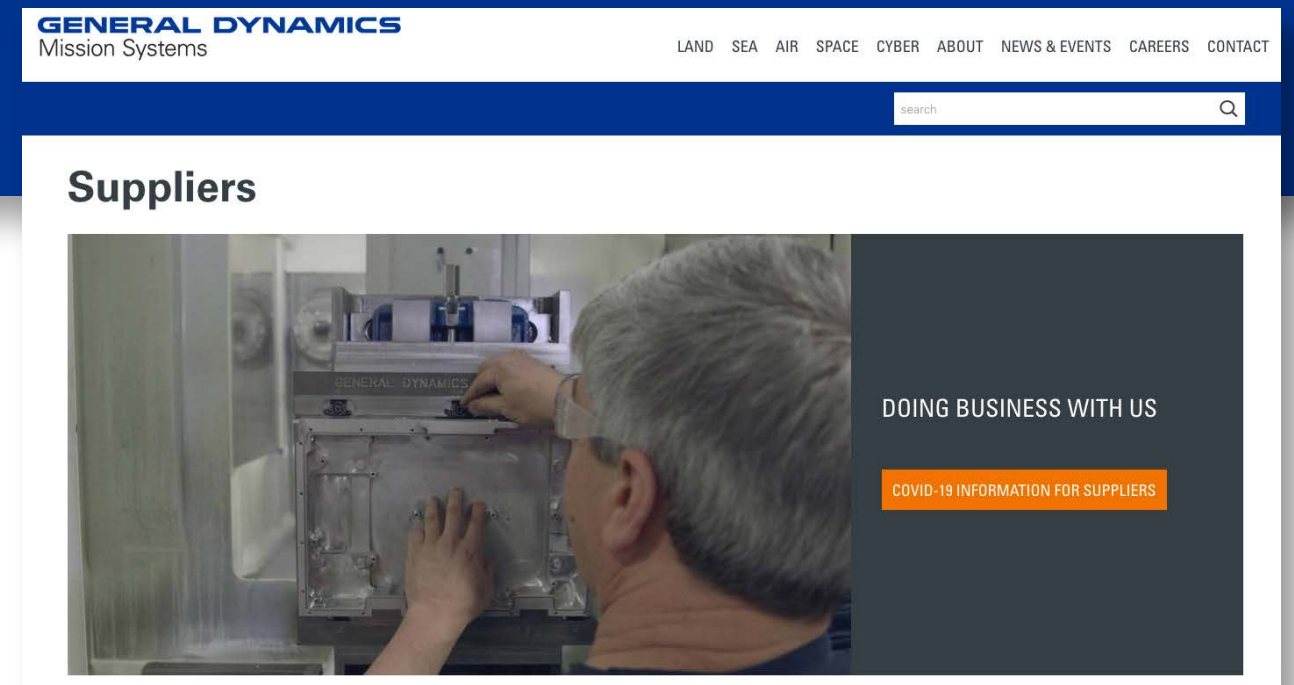
I create a schedule for work life and one for my personal life and I try to stick to. I make sure that I take a walk each morning and evening to process each day and avoid becoming overwhelmed. I also look forward to working with my players at basketball practice.

**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](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.