

GENERAL DYNAMICS

Mission Systems



2023
DESERT SKY
SUPPLIER SUMMIT

November 14th • Arizona MEP Center



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To register in **General Dynamics Enterprise Supplier Registration Portal (ESRP)**, please go to www.suppliers.gendyn.com. The information provided in the GD ESRP accessible to employees across all General Dynamics business units and will help your company have visibility across the other business units.

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GENERAL DYNAMICS
Mission Systems

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WELCOME!

I would like to welcome each of you to our 2023 General Dynamics Mission Systems Desert Sky Summit. This is an exciting opportunity for all of our attendees to gain valuable knowledge and insights from not only our Supply Chain team, but from many valuable partners here in Arizona.

At General Dynamics Mission Systems, we are committed to excellence and take great pride in the products and services that our company provides. Our strong supply chain enables us to deliver mission critical solutions where innovation and teamwork plays a big role. You were invited today because your company is important to what we do here in Arizona, so we are very pleased to have you here today and look forward to the conversations of the day and helping to make connections.

We are excited by the opportunities to foster strong partnerships and for you to have this occasion to grow your network and to learn more about where General Dynamics Mission Systems is heading. We encourage you all to ask questions and to have valuable discussions to better understand our business, how to learn about future opportunities, and to learn about resources available to all sizes of businesses in Arizona. Thank you for attending!

Ann Rusher

Vice President, Supply Chain Management
General Dynamics Mission Systems

AGENDA

8:30 AM – 9:30 AM

Check-in & Breakfast

1:20 PM – 2:30 PM

Line of Business Interactive Panel

9:30 AM – 10:05 AM

Introduction - Master of Ceremonies

Stephanie Baker, Sr Manager, Business Process Commodity Team, General Dynamics Mission Systems

Terence Winn, Director of Supply Chain Management, Space and Intelligence Systems, General Dynamics Mission Systems

Welcome

Ann Rusher, Vice President, Supply Chain, General Dynamics Mission Systems

Freddy Lawrence, Director of Supply Chain Management, Maritime and Strategic Systems, General Dynamics Mission Systems

Chris Kerley, Senior Director, Enterprise Procurement, General Dynamics Mission Systems

Darin Peckham, Director of Supply Chain Management, Cyber Systems, General Dynamics Mission Systems

10:05 AM – 10:25 AM

EP Department & Process Overview

2:30 PM – 2:45 PM

Chris Kerley, Senior Director, Enterprise Procurement, General Dynamics Mission Systems

2:45 PM – 3:00 PM

10:25 AM – 10:45 AM

Supply Chain Risk Management Overview

Eric Wieczorek, Sr. Manager, Supply Chain Risk, General Dynamics Mission Systems

3:00 PM – 3:15 PM

10:45 AM – 11:00 AM

Networking Break

11:00 AM – 11:20 AM

Cybersecurity Maturity Model Certification 2.0

Stephanie Poppe, Sr Manager, Supply Chain Compliance, General Dynamics Mission Systems

3:15 PM – 3:30 PM

11:20 AM – 12:00 PM

MEP Center Overview

Dave Garafano, SVP of Manufacturing Programs and Executive Director, AZ Manufacturing Extension Partnership

3:30 PM – 3:45 PM

Steve Macias, President & CEO, Pivot Manufacturing and Board Member of Arizona Commerce Authority

3:45 PM – 4:00 PM

12:00 PM – 1:00 PM

Lunch

1:00 PM – 1:20 PM

Strategic Sourcing and General Dynamics Mission Systems Roadmap Brief

Matt Maisano, Director of Strategic Sourcing, General Dynamics Mission Systems

4:00 PM – 5:30 PM

Mark Raczynski, Tech Director for the Innovation Sourcing Network (ISN), General Dynamics Mission Systems

Networking Break

Continuous Improvement and Lean Six Sigma

Kyle Randels, Senior Client Advisor, AZ Manufacturing Extension Partnership

Workforce Development

Tanya Perkins, Senior Client Advisor, AZ Manufacturing Extension Partnership

Cybersecurity from a Broader Perspective

Brett Scott, Founder, National Cyber Warfare Foundation & AZ Cyber Warfare Range

AZDIC Overview

Lynndy Smith, President and CEO, Arizona Defense & Industry Coalition

Closing Address

Ann Rusher, Vice President, Supply Chain, General Dynamics Mission Systems

Wrap-Up

Stephanie Baker, Sr Manager, Business Process Commodity Team, General Dynamics Mission Systems

Reception

SPEAKERS & PANELISTS

INTRODUCTION & WELCOME

9:30 AM - 10:05 AM



Stephanie Baker | MASTER OF CEREMONIES

**Sr Manager, Business Process Commodity Team,
General Dynamics Mission Systems**

Stephanie's Team is responsible for administering the Procurement Card, Mobility Device and Office Supply Programs for General Dynamics Mission Systems. Working closely with her strategic suppliers, Stephanie ensures employees have a cost-effective method to procure low dollar COTS material and services as well as providing the latest smartphones and other mobile devices required to effectively communicate across the business. She is enjoying her 22nd year with General Dynamics.



Ann Rusher | WELCOME

**Vice President of Supply Chain Management,
General Dynamics Mission Systems**

Ann's Supply Chain team is responsible for the subcontract management and procurement of all materials, services and support across the company. Ann and her team lead the negotiation of contracts with suppliers and strategic partners ensuring that the company's customers receive products on time while meeting all technical and quality requirements. The General Dynamics Mission Systems Supply Chain Management Team has a reputation for developing strong customer and partner relationships within traditional U.S. military, homeland security and government communities. Prior to Ann's current position, she served as the vice president of Trusted Space Solutions, part of the Space and Intelligence Systems line of business within General Dynamics Mission Systems.

EP DEPARTMENT & PROCESS OVERVIEW

10:05 AM - 10:25 AM



Chris Kerley | WELCOME

**Senior Director, Enterprise Procurement,
General Dynamics Mission Systems**

Chris' Enterprise Procurement team is responsible for the supplier management and procurement of all materials, services and support across the company. They lead the negotiation of contracts with suppliers and strategic partners ensuring that the company's customers receive products on time while meeting all technical and quality requirements. Prior to Chris' current position, he served as the Vice President of Supply Chain Management at Telephonics Corporation. He earned a master's degree in systems engineering from George Washington University and a bachelor's degree in aeronautical engineering from Embry-Riddle Aeronautical University. Chris joined General Dynamics Mission Systems in 2022.

SPEAKERS & PANELISTS

SUPPLY CHAIN RISK MANAGEMENT OVERVIEW

10:25 AM - 10:45 AM



Eric Wieczorek | SPEAKER

**Sr. Manager, Supply Chain Risk,
General Dynamics Mission Systems**

As a recent General Dynamics Mission Systems Employee, Eric brings 20+ years of experience in supply chain risk management. Prior to joining General Dynamics, Eric helped Deloitte clients build centers of excellence in operations, supply chain and third-party risk. Eric holds a graduate degree from Temple University, ARM (Associate in risk management and CTPRP (Certified Third-Party Risk Professional)). When not working at General Dynamics, Eric is most likely to be found in the kitchen training new recipes, working out or gone riding his beloved Indian Chief Classic. Eric is married to his wife Tara and has an adult son. Both Tara and Eric live in New Hope Pennsylvania with their two cat rescues.

CYBERSECURITY MATURITY MODEL CERTIFICATION 2.0

11:00 AM - 11:20 AM



Stephanie Poppe | SPEAKER

**Sr. Manager, Supply Chain Compliance,
General Dynamics Mission Systems**

As a member of the Supply Chain Compliance team, Stephanie is responsible for managing the policies and processes in support of supply chain activities, and our small business subcontracting program, for General Dynamics Mission Systems. The Compliance team reviews and implements best practices for ever changing regulatory requirements and is the central point of contact for both internal and external supply chain audit activity. Our team is committed to a proactive and compliant cybersecurity approach to safeguarding our networks, information, and systems.

MEP CENTER OVERVIEW

11:20 AM - 12:00 PM



Dave Garafano | SPEAKER

**SVP of Manufacturing Programs and Executive Director,
AZ Manufacturing Extension Partnership**

David Garafano joined the Arizona Commerce Authority in October 2015 as the Executive Director of The Arizona Manufacturing Extension Partnership, Arizona's NIST Manufacturing Extension Partnership. Dave's professional background includes 25+ years of experience in manufacturing and business, having held leadership positions with companies such as AT&T, Lucent Technologies, Celiant, Andrew and ON Semiconductor. As Executive Director for Arizona MEP, Dave leads statewide efforts to help Arizona manufacturers with fewer than 500 employees to become the most successful businesses they can be. Arizona MEP offers a variety of services to help companies improve business and operational performance through the world-class team at Arizona MEP and a network of third party service providers.

SPEAKERS & PANELISTS



Steve Macias | SPEAKER

**President & CEO, Pivot Manufacturing,
and Board Member of Arizona Commerce Authority**

Steve is a co-owner of Pivot Manufacturing and has been the President and CEO since the company's inception in 2000. Pivot is a vibrant part of the manufacturing community that does machining and assembly work for a variety of companies, primarily in the defense industry. Pivot has grown significantly during the last several years by leveraging the excellent relationships the company has built with existing customers into new manufacturing opportunities. Those opportunities are currently translating to another growth period as Pivot is expanding their building footprint to accommodate future production. In addition to sales and financial duties at Pivot, Steve is also involved in promoting the small business community and the manufacturing industry in Arizona. He is a Past Chair and serves on the board of the Arizona Chamber of Commerce, is on the board and is a former Chair, of the Arizona Manufacturers Council, and a board member of the Arizona Manufacturing Extension Partnership (AZ MEP), as well as sits on the board of The Common Sense Institute.

STRATEGIC SOURCING & GENERAL DYNAMICS MISSION SYSTEMS ROADMAP BRIEF

1:00 PM - 1:20 PM



Matt Maisano | SPEAKER

**Director of Strategic Sourcing,
General Dynamics Mission Systems**

As the Director of Strategic Sourcing, Matt is responsible for driving strategy within General Dynamics Mission Systems Supply Chain and aligning the needs of our business and customers with the best suppliers. The Strategic Sourcing Team leads supplier engagements, implements strategic agreements, and works with our engineering and capture teams to bring suppliers and supply chain to the forefront of design. Strategic Sourcing also performs and produces market research and market analysis. Matt has been a member of the Supply Chain Team for over 18 years in various roles, focused mainly on electronics and electronics manufacturing.



Mark Raczynski | SPEAKER

**Strategic Sourcing Team,
General Dynamics Mission Systems**

Mark Raczynski is the Technical Director for the Innovation Sourcing Network (ISN), at General Dynamics Mission Systems. He has over 35 years of experience in hardware and solutions sales, engineering management, communications network and systems engineering, project management, network architecture planning, budgeting, development, integration and implementation. Mark lives in Northern Virginia with his wife Donna, son Zack and 7-month-old Newfie-Doodle, Bruin.

LINE OF BUSINESS INTERACTIVE PANEL

1:20 PM - 2:30 PM



Terence Winn | PANELIST

**Director of Supply Chain Management, Space and Intelligence Systems,
General Dynamics Mission Systems**

As the Director of Supply Chain Management for our Space and Intelligence Systems (SIS) Line of Business, Winn is responsible for supporting nearly 100 programs in both Space and Intelligence agencies which include: Space based capabilities, Ground based Intelligence to Allied and National users and surveillance capabilities to National Law Enforcement. For SIS Supply Chain, our supply challenges are a globalized fast-paced business environment which require partnerships with high performing suppliers.

SPEAKERS & PANELISTS



Freddy Lawrence | PANELIST

**Director of Supply Chain Management, Maritime and Strategic Systems,
General Dynamics Mission Systems**

As the Director of Supply Chain Management for our Maritime and Strategic Systems (M&SS) Line of Business, Freddy is responsible for supporting over 100 programs primarily for the USN customers which include: Surface Platform Integration; Undersea vehicles and networks; Strategic Deterrents; Nuclear Command and Control; and Airborne Structures/Optics. Several programs span a 50 year legacy for General Dynamics with contracts planned for decades to come. For M&SS Supply Chain, our challenges include build to print sourcing limitations, safeguarding an abundance of CUI, and a high mix-low volume environment spread across a significantly diverse supply base. We heavily rely on our supplier partners to bring state of the art solutions, which are compliant to customer needs, of the highest quality and within budget.



Darin Peckham | PANELIST

**Director of Supply Chain Management, Cyber Systems,
General Dynamics Mission Systems**

As the Director of Supply Chain Management for our Cyber Systems Line of Business, Darin is responsible for a supporting about 40 different encryption products and just over 50 programs. The Products and Programs are in support of Multi-level Security, Cross Domain Solutions, Data at Rest, government agency certified high speed encryption, both space and ground based. For Cyber Systems Supply Chain, our challenges are in some cases tied to older certified designs that are difficult to change, creating EOL issues in the supply base. For new products we are doing more Design for Supply Chain and heavily focused on DTC/DTUPC.

CONTINUOUS IMPROVEMENT AND LEAN SIX SIGMA

2:45 PM - 3:00 PM



Kyle Randels | SPEAKER

**Senior Client Advisor,
AZ Manufacturing Extension Partnership**

Kyle joined the Arizona Manufacturing Extension Partnership in January of 2021 bringing over 40 years of Continuous Improvement expertise to the team. He is certified as a Six Sigma Expert, has a Green Belt certification in Lean, and was trained in Lean deployment earning the distinction as a 'Lean Expert' to the Toyota Manufacturing requirements. As Director of Six Sigma for a large aerospace company, he was responsible for the continuous improvement of processes and products that spanned multiple defense products across a business unit workforce of 12,000 employees in Arizona. Kyle has lead facility transitions, lean projects, manufacturing renovations and upgrades, a cultural shift to small work teams, and participative management, as well as having a background in sales, marketing and business growth in his position as General Manager for a heavy industry company in Arizona. Kyle graduated from the University of Arizona with a degree in Public Administration, majoring in Health Services Administration, and also holds an MBA in Technical Management from the University of Phoenix.

SPEAKERS & PANELISTS

WORKFORCE DEVELOPMENT

3:00 PM - 3:15 PM



Tanya Perkins | SPEAKER

Senior Client Advisor,
AZ Manufacturing Extension Partnership

Tanya brings an extensive background in manufacturing staffing, business development and sales and operations to her role with the Arizona Manufacturing Extension Partnership. This experience includes more than 12 years in branch management and business development for three different staffing companies in the Phoenix area. Tanya also owned and operated a retail business for four years in Wisconsin. She successfully sold that business to new owners in 2005 and moved to Arizona. Now, she uses this experience to find solutions and implement necessary business and operational improvements to achieve her clients' goals. Tanya is also leading an Arizona MEP initiative to document all workforce development resources, educational partners, government programs and staffing resources available to manufacturers in the state of Arizona. Tanya earned her Bachelor's in Business Administration with an emphasis in Marketing and a minor in Spanish from Morningside College in Sioux City, Iowa. She has also received professional sales training through the Sandler Presidents Club where she was a member for four years.

CYBERSECURITY FROM A BROADER PERSPECTIVE

3:15 PM - 3:30 PM



Brett Scott | SPEAKER

Founder,
National Cyber Warfare Foundation & AZ Cyber Warfare Range

Brett started his career as a programmer. With decades of experience from small business to global enterprises, his experience has always been hands-on and practical. He co-founded The Arizona Cyber Warfare Range and the National Cyber Warfare Foundation. Two leading entities in cybersecurity started in the United States. His experience has been mostly in the private sector but he has experience fighting terrorism, sex trafficking, finding missing persons, and cyber warfare. He brings an in-depth perspective on cybersecurity topics, and his broad base of experience is invaluable in helping others understand complex topics easily.

AZDIC OVERVIEW

3:15 PM - 3:30 PM



Lynndy Smith | SPEAKER

President and CEO,
Arizona Defense & Industry Coalition (AZDIC)

Lynndy Smith is the President & Co-Founder of the AZDIC and its umbrella organization the Global Defense & Industry Coalition. AZDIC is a coalition of regional organizations comprising the defense and mining industries, military, veterans and more, to act as a united voice and advocate for regional and national security efforts. In her role, Lynndy creates a united voice for over 1200 defense contractors on issues such as NDAA priorities, Ukrainian support, and supply chain insecurities. Lynndy is also the Founder & CEO of Sweetwater Strategies, a strategic government relations firm that supports clients through coalition building, advocacy, and international connections. Previously, Lynndy served as VP of Government Relations for Acronis SCS, a cyber protection company dedicated to serving the US Federal Government and as the Outreach Director for Congresswoman Debbie Lesko. Additionally, Lynndy managed multiple political campaigns including the NO on 127 Campaign where she helped organize over 300 coalitions against Proposition 127. She also served a short while with the late Senator John McCain.

LINE OF BUSINESS

GENERAL DYNAMICS MISSION SYSTEMS

General Dynamics Mission Systems is a leading provider of mission critical C4ISR systems across the land, sea, air, space and cyber domains. We have an established global presence in secure communications and networking, command and control systems, imagery sensors and cyber. More than 13,000 dedicated employees along with a network of suppliers power General Dynamics Mission Systems.

MARITIME & STRATEGIC SYSTEMS



Our Maritime and Strategic Systems business specializes in electronic systems integration for surface ships and submarines, as well as a broad array of subsurface, surface, air, airport and strategic subsystems. The business has substantial focus on open architecture computing, system integration, unmanned underwater vehicles, RF sensor processing, secure computing and integrated software solutions. Our customers include the U.S. Navy, U.S. Air Force, various government agencies, labs and international customers.

CYBER SYSTEMS



The cyber domain crosses and integrates with all domains - land, sea, air and space. We're designing, building and delivering products rapidly to strengthen the mission and help our customers successfully navigate the cyber ecosystem. Things move fast in the digital world. The threats are dynamic; ever-evolving and unpredictable. Through our unique blend of mission understanding, domain expertise and technical agility, General Dynamics Mission Systems designs, develops and delivers enabling cyber security and electronic warfare (EW) products and solutions to advance customer missions.

LAND & AIR SYSTEMS



A leading provider of agile communication networks, tactical computing, mission command, public safety LTE communications, and training solutions to warfighters and first responders.

SPACE & INTELLIGENCE SYSTEMS



Every day, General Dynamics Mission Systems pushes the extreme edges of engineering and science to design the next generation of Spaceborne technology, to advance Earth-to-Spacecraft communications for future missions to Mars and to improve the ground systems responsible for spacecraft and satellite network operations. We're also bringing new satellites and systems to the launch pad, like the James Webb Space Telescope, LUCY, the first space mission to study Jupiter's Trojan asteroids and Landsat 9.

INTERNATIONAL



General Dynamics Mission Systems is a global company with more than 100 facilities located all over the world. Through our international subsidiaries, we support customers worldwide with C4ISR platforms, products and network integration services.

LEARN OUR COMMODITIES

OPERATIONAL

Products

- Active Attenuators
- Actuating Levers
- Adhesives
- Air Circulators & Blower Eq.
- Antennas
- Antenna Masts
- Asset Tools
- Audio Equipment
- Batteries & Chargers
- Bells & Buzzers
- Chemicals, Lubricants & Grease
- Chillers
- Circuit Breakers
- Compressors & Vacuum Pumps
- Controls
- Display Optics
- Electron Tubes
- Explosive Devices
- Fan & Fan Assemblies
- Furniture: Lab
- Generating Parts
- Generators
- Handsets
- Indicating Parts
- Inspection Gages
- Inverters
- Jacks
- Manufacturing & Machine Tools
- Manufacturing Equip. & Mach.
- Material Handling Equipment
- Motors
- MRO
- Optical Instr.
- Packaging & Packaging Supplies
- Paint
- Pallets, Crates & Lumber
- Populated Racks (Enclosures)
- Power Dist.
- Radar Eq.
- Radio & Comms Eq.
- Refrigeration: Cooling & Heating
- Relays
- Shelters
- Shop Floor Supls. & Cons.
- Sonars
- Standard Pkg. Supplies
- Surge Suppressors
- Switches
- Tape
- Tents
- Test Equipment
- Trailers
- Transformers
- Vehicles
- UPS

MECHANICAL

Products

- Arms
- Bearings
- Bellows
- Bolts
- Brackets
- Calibrated Parts
- Cams
- Cases
- Casters
- Castings
- Chassis & Bases
- Container Hardware
- Custom Fabric Parts
- Custom Packaging
- Decals
- Disks
- Drive Belts
- Drums
- Enclosure Parts
- Eyelets
- Fan Blades & Rollers
- Fasteners
- Fastening Parts & Rollers
- Firing Pins
- Flat Mechanical Parts
- 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

INTERCONNECT

Products

- Back Shells
- Cable Assemblies
- Cables: Custom
- Computer Cables
- Connectors: Custom
- Cords
- Headers
- Holders
- Sleeving
- Sockets
- Terminals
- Wire

AIRBORNE COMPOSITES & STRUCTURES

Products

- Diverter Strips
- Dry Fabric, Roving, Non-Woven Material
- Honeycomb Core
- Prepregs & Prepreg Tapes
- Radome Bagging Materials
- Raw Beryllium & AlBeMet
- Thermal Barriers
- Products relating to: Radomes, Aero-Structures, Shelter Structures, Metal Mirror Manufacturing



- Quick Release Plungers & Slides
- Raw Material
- Retaining Parts
- Rivets
- Screens & Ventilating Parts
- Screws
- Sealing Parts
- Sectors & Spools
- Shafts
- Sheet Metal
- Shielding Parts
- Springs
- Tags & Instruction Cards
- Washers
- Wheels

COMPONENT & ASSEMBLY

Products

- Bandpass Filters
- Capacitors
- Cables & Connectors: COTS
- Circuit Board Assemblies
- Circuit Boards
- Coil Forms
- Contract Manufacturing: Keypad Assemblies, Box Build, CCA
- Converters (RF): Up & 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

SERVICES & TRAVEL

Products

- Audio & Visual Services
- Contract (Contingent) Labor
- Calibration Services
- Commercial Services
- Engineering Services (Including Testing)
- Environmental Health & Safety
- Freight
- HR Support Services
- IT Support Services
- Marketing & Advertising
- Meeting & Events (Sourcing & Support Services)
- Professional Consulting
- Recruiting
- Security Services
- Staffing
- Trade Show Services Support
- Training
- Travel Services: Air, Rental Car, Ground Transport, Lodging, Agency
- University: R&D, Capstone

IT HARDWARE & SOFTWARE

Products

- Audio & Video: Earphones, Headsets, Microphones, Speakers
- Cameras
- Cloud Platform
- Cloud Infrastructure
- Cloud Solutions
- Computer Hardware
- Hardware Services
- IT Hardware & Software Maintenance
- Networking
- Networking Switches
- Optical Transceivers
- Routers
- Servers
- Software
- Storage
- Telecom
- Video

FACILITIES SERVICES

Products

- Bulk & Cylinder Gases
- Construction Services
- Facilities Support Services
- Hazardous & General Waste
- HVAC
- Janitorial Services
- Leased Vehicle Fleet Management

Submit your representation & certification of compliance with

Safeguarding Covered Defense Information and Cyber Incident Reporting

Security



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General Dynamics Mission Systems is a proud supporter of small businesses and we look forward to keeping in touch. If you have any comments, questions or items you'd like to hear more about, please email us your thoughts.

SUZANNE TRINH

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GENERAL DYNAMICS MISSION SYSTEMS

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