



**Strategic Sourcing Initiatives
and
General Dynamics
Mission Systems
Business Overview**

2023
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SCM Strategic Sourcing Team

New SCM Strategic Sourcing team established to develop a centralized strategic vision and dedicated strategic resources to General Dynamics Mission Systems SCM

- ❖ Coordinate with Enterprise Procurement, LOB Teams, and SCM Operations to lead and implement strategic initiatives and drive resilience
- ❖ Align Technical Roadmaps between our Suppliers and our Program teams
- ❖ Seek out and find the best sources of supply, including small businesses, to support new business requirements
- ❖ Bring greater market knowledge to the organization and build a roadmap for SCM success looking 5 years out

Strategic Engagement & Agreements

- ❖ Grow supplier relationships

Sourcing

- ❖ Identify, evaluate and select new and innovative sources

Market Intelligence

- ❖ Anticipate and Plan rather than react



Enterprise Sourcing Support

- ❖ Supply Chain Technical Resources
- ❖ Review technical requirements and supporting supplier identification
- ❖ Support engineering trade studies
- ❖ Vet suppliers for compliance to all government requirements (ITAR, CMMC, Etc.)
- ❖ Roadmap Alignment
 - ❖ Align General Dynamics Mission Systems roadmaps with key suppliers
- ❖ TechScout – supplier crowd sourcing
- ❖ Sourcing Tools
 - ❖ Supplier Search tool
 - ❖ TechScout request
 - ❖ ISNtv
 - ❖ Supplier Document Library – future home of Supplier Roadmap Library



Platforms: Smarter, Missions: Smarter

GD Mission Systems provides **mission critical solutions** to those that lead, serve and protect the world we live in.

We are a technology integrator and original equipment manufacturer (OEM) with **deep domain knowledge in ground, sea, air, space and cyber.**

We have **industry leading technologies and a unique combination of products and capabilities** that are purpose built for high consequence C4ISR and cybersecurity applications.

Our technology and products are often **built into platforms and integrated systems** to make them smarter.

With more than 60 years of proven performance, our **agility dramatically improves speed of capability to mission.**



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Mission Systems

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Line of Business Roadmaps Shoot For The Moon



Enterprise Sourcing Support

SIS Today - 2023

Continued expand footholds with new customers (SDA and SpRCO) in addition to traditional customers

Exploiting updated business practices to align to hybrid acquisition approaches, leveraging OTAs and non-traditional methods

Enduring programs still driving large % of workload, but beginning to shift to emerging markets

SIS has transitioned focus from Box to Mission

Bridging the Gap:

Focus on End-to-End Mission / Payload Opportunities

Exploit “Fast Attack”, drive down cycle times, emphasis on MVP, limited mission durations, and product evolution

Focus Value added solutions

Enhance Customer Trust / Intimacy

Leverage Cross Domain Solutions
(Space / Cyber Solutions)

Develop / Partner for key technologies

SIS Future - 2027

Expanded Customer & Mission Diversity

Leverage current capacities for expanded access to International Allied Nation Mission Opportunities

Identify and work with nontraditional competitors / market disruptors

Identify and invest in Disruptive Technology (Quantum, Miniaturization, etc...)



Cyber Systems

LOB Today – 2023

37 Products

Offerings

Mid and low speed

Layer 3

MLS/PitBull OS

TACDS vehicle/rackmount

Type 1 SC DAR

AIM-III

CSiP/ACAM

Bridging the Gap

We won—time to execute!

Performance during development wins
production

Be the Crypto Mod 2 thought leader

Continue adjacent market expansion

Go to the future fast

(cloud, edge, zero-trust, mesh, backhaul)

Shoot for the moon

Outcompete on dual-award production

Exportable offerings – further leverage FVEY
markets

Accelerate product offerings to market

Expand crypto accessories

Pursuit of offensive cyber opportunities

LOB Future – 2027

54 Products

New offerings

Add high speed

Add Layer 2

Add multichannel DAR

Add TADCS 3uVPX

Enterprise and tactical MPE

Combined CDS/Crypto/MLS

Key loaders/registration devices

Maritime and Strategic Systems

M&SS Today - 2023

Core Products/Offerings/Positions

Strategic Deterrence Weapon, Security,
and C3 Systems

Combat & Weapon Systems HW/SW
Undersea Sensor Networks
Unmanned Systems

Ship and Sub Integration, Test, Support
and Modernization

Specialty Manufacturing (cabled systems,
radomes, beryllium structures, guidance
systems)

Core Customers

US Navy
US Airforce
Defense Primes
Commercial aircraft primes

Strategic Priorities

Execute core franchise programs

Win Key Programs and Roles

Integrate Progeny successfully

Establish new franchise positions in
Undersea/Progeny, Strategic NC3,
and Maritime Unmanned Systems;

Expand Beryllium Machining
Capacity; All in on USV Platform
position

Internal Collaboration

Secure facilities and infrastructure

Tighter Relations with Cyber Systems

Quantum Technology

Digital Engineering & Software

Defined Solutions

M&SS Future - 2027

Core Products/Offerings/Positions

Large and growing NC3 business

Leadership role in D5LE2 System

Executing accelerated programs

Increased undersea HW/C2

Production & modernization for mission
packages & USVs offerings

Multiuser Undersea Networks, Hybrid
Fleet (manned/unmanned), Ultra
Wideband radomes

Core Customers

US Navy
US Airforce
Defense Primes
Commercial aircraft primes



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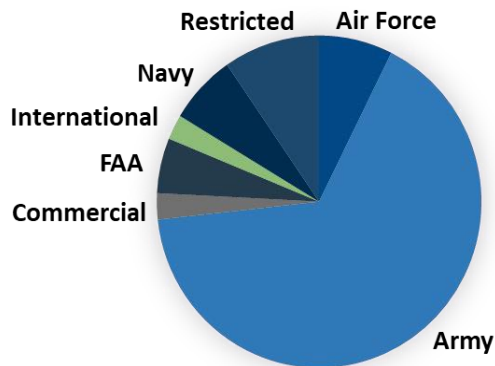
GENERAL DYNAMICS
Mission Systems

Land and Air Systems

L&AS Today - 2023

Program Mix

(65%) Thin SI (35%) Content Provider



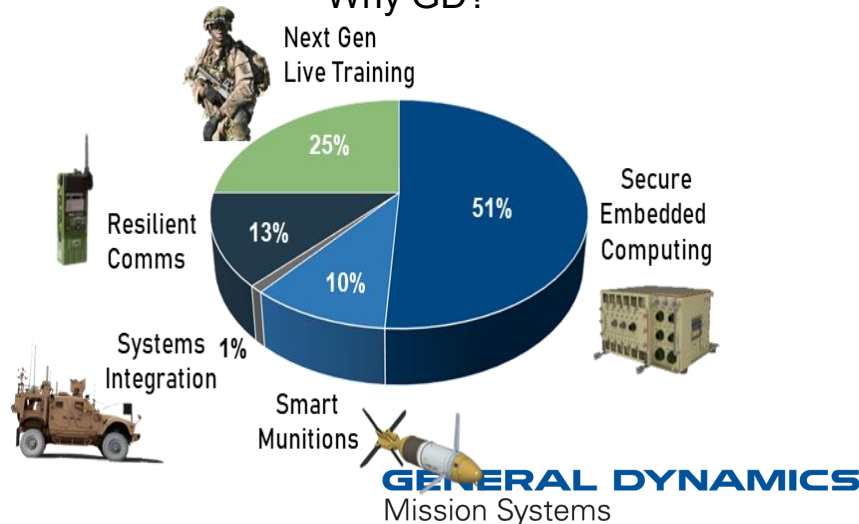
Bridging the Gap:

Strategic pivot from “thin” Systems Integrator to content provider with selective systems integration

A specific focus on making platforms smarter via an open standards approach to our designs and solutions

Investments and pursuits aligned to customer missions that are important and well-funded

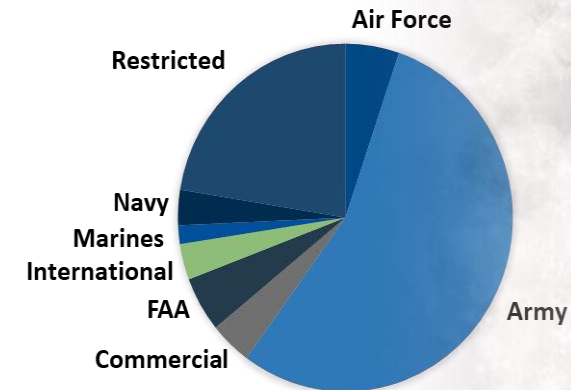
A disciplined focus on the mission areas shown below where our hedgehogs are the answer to “Why GD?”



L&AS Future - 2027

Program Mix

(65%) Content Provider (35%) Thin SI





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Summary

General Dynamics Mission Systems Supply Chain will be a differentiator to our business. To achieve the greatest results, we will engage with the entire General Dynamics Mission Systems Enterprise, throughout the business cycle, focused on the near term as well as long term goals.