General Dynamics Key Needs by Business Unit

List of definitions for key words/information regarding the Needs of General Dynamics.

* **8(a):** Government program to help socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society. At least 51% of the firm is owned by the disadvantaged individual. SBA (a)
* **BICSI:** Building Industry Consulting Service International.
* **CMMI:** Capability Maturity Model Integration. A Collection of Best Practices Designed to promote behavior that lead to improved performance in any organization.
* **COTS:** Commercial Off-the-Shelf
* **DFAR:** Department of Defense Federal Acquisition Regulation. The DFARS supplements the Federal Acquisition Regulation (FAR). DFAR
* **DLA:** Defense Logistics Agency, a division of the Dept. of Defense. DLA
* **DOD**: Department of Defense. DoD
* **FAR:** Federal Acquisition Regulation**.** The set of regulations governing all acquisitions and contracting procedures in the Federal government. FAR
* **GD EB:** General Dynamics Electric Boat Unit.
* **HUBZone:** Historically Undetailed Business Zone. SBS HUBZone HUBZone Map.
* **ISO 20,000:** Service Management System (SMS) Standard Certification ISO20000
* **ISO 27,001:** a standardization for selecting controls within the process of implementing an Information Security Management Systems (ISMS) ISO27000
* **ITAR Certified (Compliant):** International Traffic in Arms Regulations **(ITAR)** the requirement of being "ITAR certified (compliant)" means that the company must be registered with the State Department's Directorate of Defense Trade Controls (DDTC) if required as spelled out on DDTC's web site and the company must understand and abide by the ITAR as it applies to their USML linked goods or services. Laws ITAR.
* **ITIL:** IT Infrastructure Library. A framework of best practices for delivering IT Services.
* **MIL – Standard**: Military Standard also known as MilSpecs. A detailed technical specification for a product that is purchased by a U.S. military agency.
* **NDT:** Non-destructive testing.
* **NIST 800-171***:* National Institute of Standards and Technology (NIST) Special Publication (SP) 800-171, "Protecting Controlled Unclassified Information in Nonfederal Information Systems and Organizations" NIST 800 - 171
* **OHC:** Overhead Camshaft
* **QPL:** Qualified Products List. A Qualified Products List (QPL) is a listing of products or family of products that have met the qualification requirements set forth in the applicable specification. A QPL listing is used by government activities to determine approved sources of supply for items they wish to procure. QPL
* **QS:** Quality System.
* **RSA Archer:** Commercial Software
* **SBA:** Small Business Administration
* **SD_VOSP:** Small Disadvantaged Veteran Owned Business.
* **SDB:** Small Disadvantaged Business.
* **SME:** Subject Matter Expert.
* **TECH PUB 300:** Technical Publication 300
* **TIBCO:** Commercial off the Shelf Software. TIBCO is the brand name.
* **VOSB:** Veteran Owned Small Business.
* **WOSB:** Woman Owned Small Business. WOSB

General Dynamics Key Needs by Business Unit

Business Unit: Bath Iron Works

Company Name		Primary Need:	3 Keywords describing the need			Any other specifications of the listed need you would like to know? (Quantity, Material, etc)	Required/Preferred Industry Certifications (Ex. ISO 9001; required	Any Diverse Business Types you'd like to target?
General Dynamics - Bath Iron Works (BIW)	1	**Nuts & Bolts**	Mil standard			QPL Source or otherwise qualified by Navy for Shipboard Use	ISO 9001 preferred	SDB, VOSB, SD_VOSB
	2	**Fasteners**	Mil standard			QPL Source or otherwise qualified by Navy for Shipboard Use	ISO 9001 preferred	SDB, VOSB, SD_VOSB
	3	**Electrical Components**	Mil standard	Relays	Circuit Breakers	QPL Source or otherwise qualified by Navy for Shipboard Use	ISO 9001 preferred	SDB, VOSB, SD_VOSB
	4	**Pipe Fittings**	Mil standard	Ferrous	Non-Ferrous	QPL Source or otherwise qualified by Navy for Shipboard Use	ISO 9001 preferred	SDB, VOSB, SD_VOSB
	5	**Valves**	Mil standard	Ferrous	Non-Ferrous	QPL Source or otherwise qualified by Navy for Shipboard Use	ISO 9001 preferred	SDB, VOSB, SD_VOSB

Business Unit: Land Systems Canada

Company Name		Primary Need:	3 Keywords describing the need			Required/Preferred Industry Certifications (Ex. ISO 9001; required
General Dynamics Land Systems (Canada)	1	Wire Harnesses	Fiber Optics	molded	wire wrap	NIST 800-171, ISO Registered, ITAR Certified
	2	Composites				NIST 800-171, ISO Registered, ITAR Certified

General Dynamics Key Needs by Business Unit

Business Unit: Land Systems

Company Name	Primary Need:	3 Keywords describing the need			Required/Preferred Industry Certifications (Ex. ISO 9001; required	Any Diverse Business Types you'd like to target?	Unique Question (Ex. Detroit based location?)
General Dynamics: Land Systems	1 Sensors	weather			NIST 800-171, QS	SDB, Minority, HUBzone, Woman, Service Disable Vet	
	2 Relays	lithium	rechargeable		NIST 800-171, QS	SDB, Minority, HUBzone, Woman, Service Disable Vet	
	3 Batteries	rechargeable			NIST 800-171, QS	SDB, Minority, HUBzone, Woman, Service Disable Vet	
	4 Wire harness	molded	wrapping	Mil Spec	NIST 800-171, QS	SDB, Minority, HUBzone, Woman, Service Disable Vet	
	5 Cable Assemblies	molded	wrapping	Mil Spec	NIST 800-171, QS	SDB, Minority, HUBzone, Woman, Service Disable Vet	
	6 Electronic Assemblies	mechanical			NIST 800-171, QS	SDB, Minority, HUBzone, Woman, Service Disable Vet	
	7 Forgings	Investiment	Sandcasting	Alumiinum	NIST 800-171, QS	N/A	
	8 Electrical Mechanical	Manifolds	Valves	Pumps	NIST 800-171, QS	SDB, Minority, HUBzone, Woman, Service Disable Vet	
	9 Hoses	Hydraulics			NIST 800-171, QS	QPL Certified	DLA Approved Source
	10 Tubes	Hydraulics			NIST 800-171, QS	QPL Certified	DLA Approved Source

General Dynamics Key Needs by Business Unit

Business Unit: Electric Boat

Company Name **GENERAL DYNAMICS Electric Boat**		Primary Need:	3 Keywords describing the need			Any other specifications of the listed need you would like to know?	Required/Preferred Industry Certifications	Unique Question
	1	Heavy/Large Machining and Fabrication facility	Capability exceeding 6' x 6' x 6' and higher	Facility with OHC in excess of 10 Ton	On site Engineering, NDT capability	On site administrative support for various FAR, DFAR flow downs and GD EB Standard Clauses requirements	Pertinent quality certification from accredited third party quality organization	Access to water ways for shipping
	3	Bearings MFG	Familiarity with MIL-Spec requirements. QPL capability	Capability to manufacture/oversee all components of the bearing ,ensuring compliance to required specs	On site Engineering, NDT capability. Certifications from DLA, SBA		Pertinent quality certification from accredited third party quality organization	Prior experience with DoD projects
	5	Motor Controllers	Familiarity with MIL-Spec requirements. QPL capability	Prior experience with DoD projects. QPL suppliers	On site Engineering, NDT capability. Certifications from DLA, SBA		Pertinent quality certification from accredited third party quality organization	
	6	Non-ferrous castings	Familiarity with MIL-Spec requirements. Tech Pub 300	LARGE CAPABILITY 10, 000 LB and above with 8" cross section	Machining of castings	capability for high Nickel based alloy	Pertinent quality certification from accredited third party quality organization	

Business Unit: Ordinance & Tactical Systems

Company Contact Name	Primary Need:	Any Diverse Business Types you'd like to target?
General Dynamic: **Ordnance & Tactical Systems**	*Interested in receiving core compentcy and capability information, from SDB, HUBZoneSB and SD-VOSB providers, **via my email address.**	SDB, HUBZoneSB, SD-VOSB
	*Interested in meeting companies possessing business classifications SDB, HUBZoneSB and SD-VOSB providers of IT Products/Services.	SDB, HUBZoneSB, SD-VOSB

General Dynamics Key Needs by Business Unit

Business Unit: Mission Systems

Company Name		Primary Need:	3 Keywords describing the need		
General Dynamics **Mission Systems**	1	Interconnect	Connectors	space / flight cable assemblies	Computer Cables
	2	Electro mechanical	Custom Asics and or microcircuits suited for the space or flight industry	Antennas	UPS
	3	Component – Assembly	Circuit boards & assemblies	Flex circuits & flex assemblies	Contract manufacturing (Keypad assemblies, box build, CCA)
	4	Mechanical	Custom Fabric parts	Glass parts	Antenna Masts
	5	Operational	Radio & Communication Eq.	Controls	Generators
	6	Services	Environmental Testing	Environmental Health and Safety	
	7	IT hardware and software	Computer Hardware	Hardware Services	Cameras

Business Unit: Gulfstream Aerospace

Company Name		Primary Need:	3 Keywords describing the need		
General Dynamics: Gulfstream Aerospace	1	PRECISION MACHINING	MACHINING	TOOLING	
	2	LARGE SHEETMETAL FABRICATION	METAL FABRICATION	DROP HAMMER FABRICATION	
	3	ELECTRICAL COMPONENTS	BACK SHELVES	VINTAGE CONNECTORS	
	4	MACHINE PARTS TOOLING	TOOLING		
	5	COMPOSITE TECHNOLOGY	COMPOSITE	HIGH CARBON COMPOSITES	COMPOSITE INNOVATION
	6	STAFFING	SUPPLY CHAIN	ENGINEERING	

General Dynamics Key Needs by Business Unit

Business Unit: Information Technology

Company Name		Primary Need:	3 Keywords describing the need			Any other specifications of the listed need you would like to know?	Required/Preferred Industry Certifications	Any Diverse Business Types you'd like to target?	Unique Question
General Dynamics Information Technology	1	Cybersecurity	NIST Cybersecurity Framework	RMF (Risk Management Framework)	NIST Incident Response	Services only (**no product support**, **no product sales**, **no staffing companies**)	Dependent on contract. Good certs include ISO 9001, ISO 20,000, ISO 27001, CMMI, IT Service Management/ITIL	Focus on HUBZ then SDVOSB if possible	DOD and Federal government customers served by the company? Do they have facility clearances?
	2	Cloud infrastructure and big data analytics	Artificial Intelligence (AI)	Machine Learning (ML)	Public cloud, Private cloud, Hybrid cloud	Services only (**no product support**, **no product sales**, **no staffing companies**)	Dependent on contract. Good certs include ISO 9001, ISO 20,000, ISO 27001, CMMI, IT Service Management/ITIL	Focus on HUBZ then SDVOSB if possible	DOD and Federal government customers served by the company? Do they have facility clearances?
	3	Agile software development	Confluence	Jira	Atlassian	Services only (**no product support**, **no product sales**, **no staffing companies**)	Dependent on contract. Good certs include ISO 9001, ISO 20,000, ISO 27001, CMMI, IT Service Management/ITIL	Focus on HUBZ then SDVOSB if possible	DOD and Federal government customers served by the company? Do they have facility clearances?
	4	COTS Software Integration Expertise (Examples include Oracle, TIBCO, IBM and Microsoft)	Microsoft	TIBCO	RSA Archer	Services only (**no product sales**, **no staffing companies**)	Dependent on contract. Good certs include ISO 9001, ISO 20,000, ISO 27001, CMMI, IT Service Management/ITIL	Focus on HUBZ then SDVOSB if possible	DOD and Federal government customers served by the company? Do they have facility clearances?
	5	Virtualization expertise in Server provisioning, storage provisioning, (VMWare, Citrix, Microsoft etc.)	Virtualization	Server provisioning	Storage provisioning	Services only (**no product sales**, **no staffing companies**)	Dependent on contract. Good certs include ISO 9001, ISO 20,000, ISO 27001, CMMI, IT Service Management/ITIL	Focus on HUBZ then SDVOSB if possible	DOD and Federal government customers served by the company? Do they have facility clearances?
	6	IT Infrastructure and Operations support	ITIL	BICSI		Services only (**no product sales**, **no staffing companies**)	Dependent on contract. Good certs include ISO 9001, ISO 20,000, ISO 27001, CMMI, IT Service Management/ITIL	Focus on HUBZ then SDVOSB if possible	DOD and Federal government customers served by the company? Do they have facility clearances?
	7	IT Governance, IT Portfolio management	Portfolio Management	Governance		Services only (**no product sales**, **no staffing companies**)	Dependent on contract. Good certs include ISO 9001, ISO 20,000, ISO 27001, CMMI, IT Service Management/ITIL	Focus on HUBZ then SDVOSB if possible	Do they provide SME expertise in these areas, and if so, where?