

SUPPLY CHAIN MANAGEMENT

HOW TO DO BUSINESS WITH GENERAL DYNAMICS LAND SYSTEMS

YOUR FIRST STEP
IS TO COMPLETE THE GDLS SUPPLIER PROFILE

- 1 Visit gdls.com and click on [Suppliers](#) under the main menu.
- 2 Select [Doing Business with GDLS](#) and click on [Supplier Information](#).
- 3 Click on [Supplier Profile](#).

A confirmation notice will be returned after the Supplier Profile has been submitted.

Your Supplier Profile will be sent to us through our automated web-based submittal system.

Your Supplier Profile, complete with classification by business size, degree of diversity and product offerings, will serve as a comprehensive reference for our Supply Chain professionals. Supplier Profiles will be kept on file for one year.

Your Supplier Profile will be available to all General Dynamics Land Systems (GDLS) Supply Chain Management (SCM) personnel for consideration when requirements are determined to align with your capabilities, products or services.



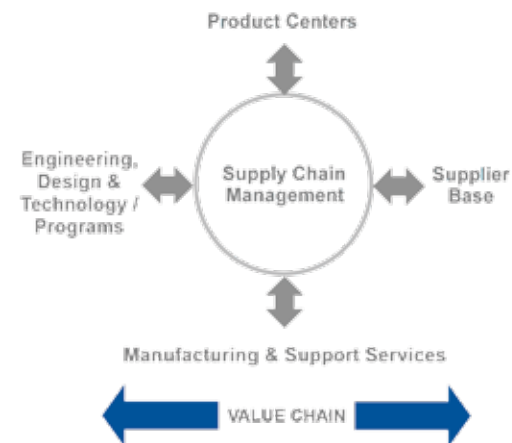
SMALL BUSINESS INITIATIVES

- ▶ General Dynamics Land Systems has an extensive and highly successful outreach program that provides assistance in identifying opportunities for small businesses.
- ▶ The full-time Small Business Liaison Officer promotes company-wide opportunities available to small business firms, and attends conferences and other networking events.
- ▶ It is the policy of General Dynamics to actively pursue and use small businesses, as well as certified disadvantaged, women-owned, HUB zone, veteran- and service disabled veteran-owned businesses.

CONTACT

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For information related to other General Dynamics divisions, please go to gd.com.



COLLABORATION IS KEY TO SUCCESS

**DOING BUSINESS WITH
GENERAL DYNAMICS LAND SYSTEMS**

- ▶ General Dynamics Land Systems has long embraced the importance of the industrial base and recognized that current and future market success depends upon product technology, cost-competitiveness and the ability to meet deadlines.
- ▶ As a matter of sound procurement practice and basic business integrity, we at General Dynamics Land Systems select our suppliers based on objective criteria, such as delivery, cost, quality, capability and responsiveness.
- ▶ It is our policy that no General Dynamics Land Systems employee accept any gift, entertainment or other gratuity from any supplier or bidder for General Dynamics Land Systems' business. Suppliers or potential suppliers are expected to understand and respect this policy at all times. Refer to the Standards of Business Ethics and Conduct link on gdl.com.

- ▶ Visits to all facilities are to be coordinated through the procurement department within the Supply Chain Management organization. This is in support of our company's policy for proper supplier relationship management.
- ▶ All quotations and procurement authorizations shall be administered by Supply Chain Management to avoid any misunderstandings.
- ▶ General Dynamics Land Systems is committed to timely responsiveness to our suppliers and therefore expects the same in return.



MANEUVER COLLABORATION CENTER (mc²)

General Dynamics' state-of-the-art collaborative innovation center and virtual community allows the company to join forces with military personnel, suppliers and government officials – from anywhere, at any time – to develop innovative combat solutions and accelerate these solutions to the Warfighter.

This exciting new initiative provides the industrial base a unique opportunity to share its innovative products and capabilities.

A NEW MODEL FOR COLLABORATION



MANEUVER COLLABORATION CENTER

AN ENHANCED SUPPLIER EXPERIENCE

Enroll as a member of the mc² virtual community to:

- ▶ View Opportunities and Needs by Various Technology Thrust Areas
- ▶ Share Innovative Solutions
- ▶ Collaborate with General Dynamics and Other Collaborative Parties
- ▶ Communicate Proprietary Information in a Secure and Controlled Environment
- ▶ Upload Interests and Capabilities, Product Offerings, White Papers, Studies and More

Visit gdl.com/mc2 for more information.
For specific inquiries: mc2memberrelations@gdl.com

