

GENERAL DYNAMICS

Land Systems

Doing Business with Land Systems for International Companies

Supply Chain Management



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What Does Land Systems Look for in a Supplier?

Land Systems has long recognized that current and future market success depends upon product technology, quality, cost-competitiveness and the ability to meet deadlines.

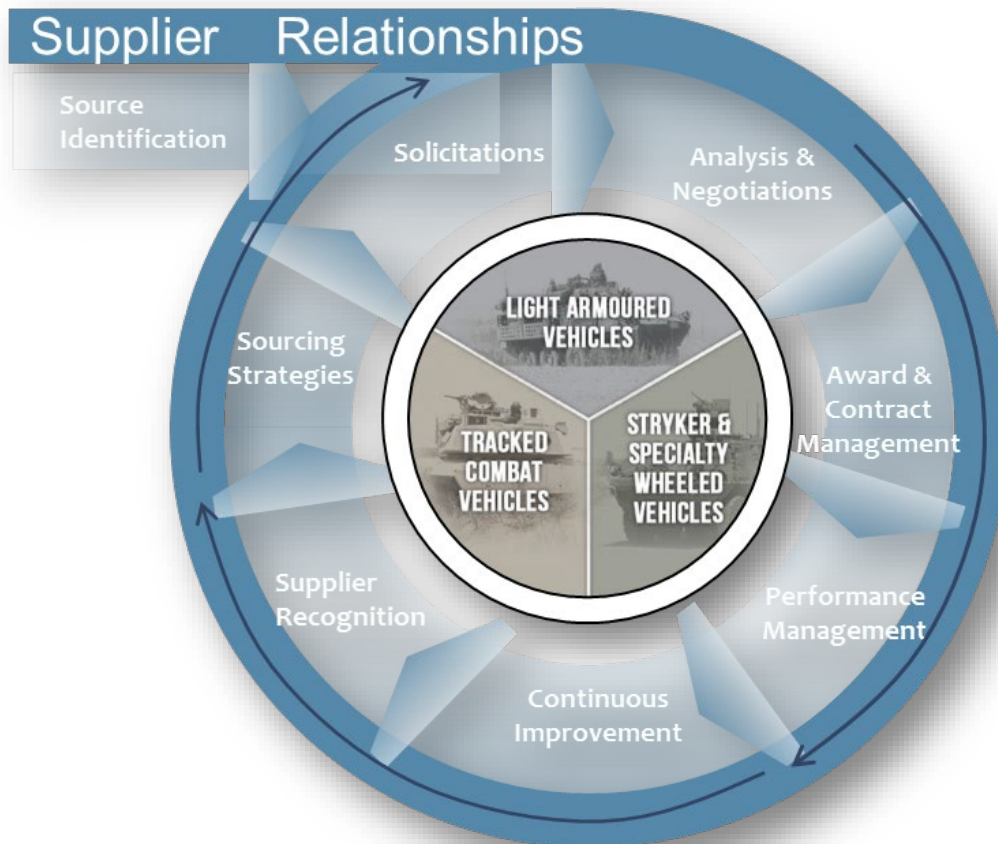
Land Systems considers many factors when determining team composition or making purchasing decisions. These decisions vary depending on priorities and requirements, including:

Expectations & Requirements	Performance	Continuous Improvement
<ul style="list-style-type: none">• Core capabilities, product or services• Available Capacity & Capabilities to meet GDLS needs• Geographic location or customer proximity• No Organizational conflicts of interest (OCI)• Management Accountability / High ethical standards• Dependability, responsiveness and teamwork• Resource availability and ability to recruit qualified candidates experienced personnel• Past performance and reputation• Robust Quality Management System• High Quality Processes, Procedures & Training/Qualification Programs• Strong Quality Culture	<ul style="list-style-type: none">• Competitive pricing• Financial viability• Consistently Meets Contract Requirements• Measures Delivery & Quality Performance• Timely Response to LS Supplier Corrective Action• Requests/Inquiries• Clear Recovery Plan When Performance Does Not Meet Expectations	<ul style="list-style-type: none">• Cost reduction program• Cycle time reduction program• Ability to offer a technological or service advantage over competitors• Innovations in the delivery of goods or services• Self Assessment Program• Actionable Trend Analysis• Effective Root Cause Corrective/Preventive Action Program

Land Systems Sets High Standards For Our Suppliers

Attributes for Building a Healthy Relationship:

- Transparency, Trust, Honesty and Alignment
- Teamwork – Open communication and willingness
- Build a strong, enduring relationship for the long term
- Maintain the Competitive Edge - Our obligation is to offer significantly shorter and more stable lead times to field the most rapid solution set



Aligned goals and values in support of the end Customer –
The Warfighter

Steps for becoming a Land Systems Supplier



Step 1 (Company)

Register Your Company

- ▶ General Dynamics Land Systems **SCM Company Capability Questionnaire**
- ▶ Review Land Systems Toolkit for Becoming a Supplier to Land Systems



Step 2 (GDLS)

Compatibility Matchmaking

- ▶ Land Systems Team will evaluate Company Information for "Fit" of product(s) or service(s)
- ▶ If Company is a "Fit" Proceed to GDLS Supplier Profile



Step 3 (Company)

GDLS Supplier Profile

- ▶ [GDLS Supplier Profile](#)
- ▶ SAM Registration
- ▶ NCAGE
- ▶ W-8 BEN-E
- ▶ NIST SP 800-171 Self Assessment for Cybersecurity (Level 2)



Step 4 (GDLS)

SCM Onboarding

- ▶ Supplier Profile Vetting
- ▶ **Initiate:**
 - ▶ Non-Disclosure Agreement
 - ▶ Trade Compliance License(s)



Step 5 (Collaboration)

Complete & Execute

- ▶ Non-Disclosure Agreement
- ▶ Trade Compliance License(s)



Step 6 (Collaboration)

Supplier Qualification

- ▶ Supplier Quality Assessment
- ▶ On Site Capability Review
- ▶ Request for Proposal or Request for Quote

Outreach & Onboarding – International Companies

- Company should register with on [General Dynamics Land Systems SCM Company Capability Questionnaire](https://www.surveymonkey.com/r/2023GDLS_CCQ) at https://www.surveymonkey.com/r/2023GDLS_CCQ

Company Capability (Matchmaking – “Fit”)

- Land Systems will review information provided by Company and evaluate Company for “Fit” of product(s) or service(s)
- If Company is a “Fit” Proceed to GDLS Supplier Profile

GDLS Supplier Profile

<https://app.gdls.com/supplieronboarding/index.jsp>

- There are two (2) types of [GDLS Supplier Profile](#):
 - Non-Disclosure Agreement (NDA Only) Profile – Procurement activity (RFQs or Purchase Orders) not permitted
 - NDA ONLY SUPPLIER PROFILE: SECTION 1; 5A AND 7 are required
 - Full Supplier Profile required before Procurement activity is permitted
- Key Required Information In Order To Complete GDLS Supplier Profile indicated on Supplier Profile form by red *
 - SAM.gov - Unique Entity Identifier - (refer to Quick Ref Guide International Company)
 - North Atlantic Treaty Organization (NATO) Commercial and Government Entity (NCAGE) Code
 - W-8 BEN E Tax Form (www.irs.gov)
 - NIST SP 800-171 self-assessment loaded in USG Supplier Performance Risk System SPRS (CMMC Readiness)

Supplier On-Boarding (SCM Compliance)

- Buyer will review Dun & Bradstreet (DnB) Financial Risk Report for company
- Buyer promotes to Complete Profile to SCM Manager to begin Vetting Process
- Cybersecurity Compliance Representation Review
- Visual Compliance Review (Excluded Parties)
- Anti-Corruption Review (Dow Jones Factiva)
- May required additional review by Legal and/or Security
- Approved profile(s) loaded in Oracle by Central Data
- Oracle iSupplier access provided

Non-Disclosure Agreement (NDA)

- Approved Supplier Profile required in Oracle for NDA
- Internal GDLS Requester makes a request for a new NDA on behalf of potential supplier
- Will parties intend to exchange Controlled Technical, Covered Defense, and/or Controlled Unclassified Information (CDI, CTI, CUI) – Yes or No?; and
- Will one or more programs be covered by the NDA?
- NDA Request Submitted for processing & NDA emailed to parties for signature
- NDA executed; copy provided to parties & maintained in APEX database or records

Trade Compliance Trade w Foreign Entity

- General Dynamics Land Systems and its suppliers are obligated to comply at all times with the legal requirements for export control and customs, and to ensure their correct and cost-effective implementation.
- For this reason, General Dynamics Land Systems expects its suppliers to provide export control and foreign trade data in a professional and timely manner, and to implement appropriate standards for security in the supply chain in the framework of global customs security programs.

Keys to Doing Business with GDLS

REGISTER YOUR COMPANY	<ul style="list-style-type: none">• The first step is to register your company in our General Dynamics Land Systems SCM Company Capability Questionnaire at https://www.surveymonkey.com/r/2023GDLS_CQ which is an internal database used for identifying suppliers interested in doing business with us.• Your information will remain in the database even if Land Systems does not have immediate needs for your products and services.• Brochures, catalogues, equipment listings, Quality System Certifications (ISO9000, AS9100, etc) and the names of your principal customers will assist us in gaining an understanding of your products and services. Explain what you're doing for others and what you can do for us.
WHAT YOU CAN EXPECT	<ul style="list-style-type: none">• If Land Systems is interested in your products or services, you will be contacted by an SCM Procurement Professional directly to begin the Supplier Onboarding Process through our GDLS Supplier Profile.• Non-Disclosure Agreement(s) and Trade Compliance License(s) may be required and Land Systems experts will work with company as needed• Once your company is vetted and there is interest in what you can provide, you may receive a Request for Information (RFI), Request for Proposal (RFP) or Request for Quotation (RFQ).• Land Systems may be require a Quality Assurance survey to assess and qualify your quality system based on the type of good or services proposed.• Land Systems may request On-Site Capability Review Assessment(s) to understand capabilities, capacity and facility readiness.
CONDITIONS OF PURCHASE	<ul style="list-style-type: none">• Land Systems is a prime contractor to the United States Government. As such, is subject to government regulations and pass many of these requirements on to our suppliers / subcontractors.• Conditions of purchase are identified upon purchase order placement. A careful reading of the Terms and Conditions of Purchase and Government Contract Provisions will make you aware of these requirements.
CONTRACTS	<ul style="list-style-type: none">• Successful suppliers may be issued a purchase order based on RFQ results and if they meet all qualification requirements.• Strict compliance with the specifications and requirements of the purchase order is of primary importance. When you receive a purchase order, review its contents carefully. If you feel the issued purchase order requirements are not consistent with the Request for Quotation (RFQ) and/or your proposal, then notify the GDLS SCM Procurement Professional immediately.• If you have not received items that Land Systems has agreed to furnish or if you encounter unanticipated delays, then notify the buyer immediately. While delivery delays can impact GDLS operations, advance warning of a delay can help to mitigate the impact and preserve your ability to continue to do business with Land Systems.

Supplier Toolkit for Doing Business with Land Systems

Important information for companies to review and understand for Doing Business with Land Systems (Available at www.gdls.com)

GD STANDARDS OF BUSINESS ETHICS AND CONDUCT

- <https://www.gdls.com/wp-content/uploads/2023/04/General-Dynamics-Code-of-Conduct-6th-Edition-1.pdf>

SUPPLIER MANUAL

- https://www.gdls.com/wp-content/uploads/2022/07/SCM_manual-1.pdf

CYBERSECURITY

- <https://www.gdls.com/suppliers/cybersecurity/>

TERMS & CONDITIONS

- <https://www.gdls.com/suppliers/terms-conditions/terms-conditions-current/>

NON-DISCLOSURE AGREEMENT (NDA)

- <https://www.gdls.com/suppliers/terms-conditions/terms-conditions-current/>

TRADE COMPLIANCE

- <https://www.gdls.com/suppliers/terms-conditions/terms-conditions-current/>
- https://www.pmdtc.state.gov/ddtc_public?id=ddtc_kb_article_page&sys_id=4f06583fdb78d300d0a370131f961913

iSUPPLIER

- <https://www.gdls.com/suppliers/isupplier/>

SUPPLIER QUALITY

- <https://www.gdls.com/suppliers/quality/>

(*) note – all website links are in English

General Dynamics (GD) Standards of Business Ethics and Conduct (Blue Book)



The Blue Book applies to all officers, executives, and full-time, part-time and temporary employees of General Dynamics.

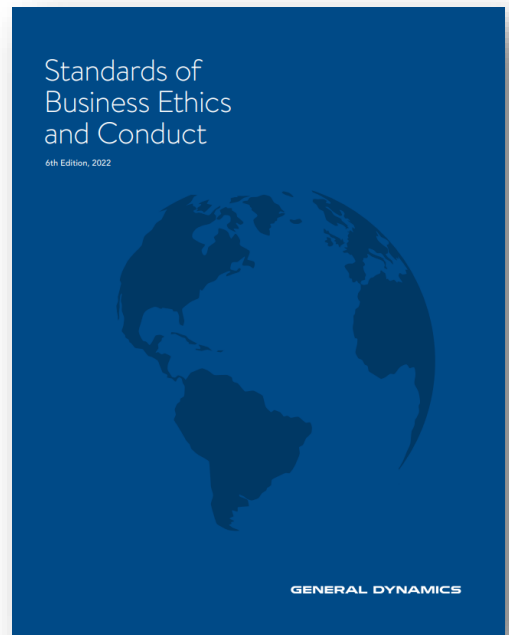
General Dynamics expect our suppliers, vendors, contractors and joint venture and other business partners to behave ethically and to develop compliance programs that are consistent with our values in all material respects. Only the Board or an authorized Board Committee may grant an amendment or waiver of this Blue Book for executive officers of the Corporation. Any amendments or waivers will be publicly disclosed if required by law or applicable stock exchange regulations...

Drive how we operate our business.

General Dynamics pursues operating excellence by anticipating customer needs; driving innovation; improving processes; and reducing waste, emissions and energy consumption. We believe in being wise stewards of capital and resources...

Govern how we engage with our employees, customers, partners and suppliers.

We must be forthright and open to change. We seek employees, partners and suppliers that adhere to these values in their businesses and we hold them to the same high standards as we hold ourselves



Land Systems Supplier Manual

Key Highlights:

- The global presence of General Dynamics Land Systems offers a broad range of opportunities to suppliers invited and willing to form a part of the General Dynamics Land Systems supply network.
- The General Dynamics Land Systems Supplier Database, in relation to a strong Buyer/Subcontract Administrators network within General Dynamics Worldwide, ensures the approved supplier a high level of awareness in the global General Dynamics Land Systems Supply Chain Management (SCM) community.
- Our Supplier Manual provides an overview of our Supplier Relationship Model including:

5.1 What Do We Expect From Our Suppliers?

5.2 What Can Suppliers Expect From Us?

5.6 The Supplier Profile

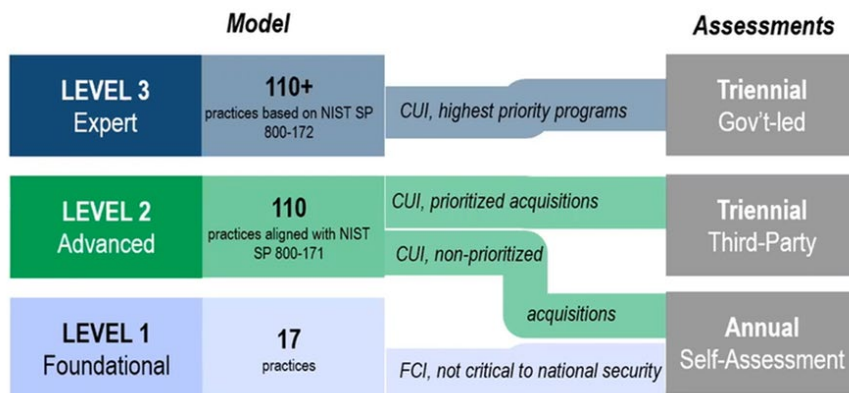
5.7 The Land Systems Supplier Portal - iSupplier

6.3 Request for Quotation (RFQ)

Importance of Cybersecurity

U.S. DOD Cybersecurity Maturity Model Certification (CMMC) Overview

- CMMC focuses on compliance to DFAR 252.204-7012 and NIST SP 800-171 for ALL suppliers
- Applicable to all solicitations and contracts when a contractor or subcontract at any tier may have federal contract information residing in or transiting through its information systems. Does not apply to contracts or subcontracts for COTS.
- Certification of cybersecurity compliance will be required for suppliers to do business with General Dynamics Land Systems and the U.S. DoD, unless the supplier solely provides COTS
- Suppliers will be responsible for sourcing, conducting and reporting their CMMC audits via accredited third-party entities.



- **Level 2: GDLS Suppliers that DO handle CUI are required to achieve Level 2 compliance**
 - Necessitates full implementation of the NIST 800-171 controls and may require either 3rd party audit or self-attestation depending on the contract.
 - Allows digital exchange of data, business as usual
 - Annual self assessment and/or approved third party assessment (valid for 3 years)

Importance of Cybersecurity

CYBERSECURITY RESOURCES FOR OUR SUPPLIERS

General Dynamics Land Systems is committed to a proactive and compliant cybersecurity approach to safeguarding our networks, information, and systems. Refer to the following resources to learn more:

- **General Dynamics Land Systems - Cybersecurity**
 - <https://www.gdls.com/suppliers/cybersecurity/>
- **Department of Defense (DoD):**
 - [Department of Defense CMMC Information](#)
 - [5 steps to Implementation](#)
 - [CISA Free Cybersecurity Services and Tools](#)
 - [Project Spectrum](#)
- **NIST SP 800-171**
 - [NIST Cybersecurity Framework – Quick Start Guide](#)

DFARS 252.204-7012	✓ Pre-Award	✓ Post-Award
	<ul style="list-style-type: none">• Must Self-Attest Compliance to NIST SP 800-171	<ul style="list-style-type: none">• Incident reporting NIST SP 800-171 Compliance• Flowdown to suppliers
DFARS 252.204-7020	✓ Pre-Award	✓ Post-Award
	<ul style="list-style-type: none">• Submit NIST SP 800-171 Basic Assessment in SPRS	<ul style="list-style-type: none">• Incident reporting NIST SP 800-171 Compliance• Flowdown to suppliers
CMMC DFARS 252.204-7021	✓ Pre-Award	✓ At time of Award
	<ul style="list-style-type: none">• Must pass assessment and gain 3rd Party Certification to Level 2 CMMC	<ul style="list-style-type: none">• Certification must be present at time of award
		✓ Post-Award
		<ul style="list-style-type: none">• Certification assessment must be completed every three (3) years• Flowdown to suppliers

(*) note – all website links are in English

Land Systems Terms & Conditions

The current General Dynamics Land Systems standard terms & conditions and government flow down terms & conditions are available at www.gdls.com.

- [General Purchase Order Terms and Conditions \(84-005-0807 Updates 03-10-21\);](#)
- [Purchase Order Terms & Conditions – U.S. Contract Labor](#)
- [P.O. International Contract Labor Terms & Conditions](#)
- [Purchase Order Terms and Conditions for Government Contracts Covered by the Federal Acquisition Regulation \(FAR\) and Department of Defense FAR Supplement \(DFARS\) \(84-005-0808\)](#)
- [P.O. Terms & Conditions, Time and Material \(84-005-1032\)](#)
- [Request for Quote General Requirement \(84-005-0809\)](#)
- [Indirect Services Purchase Order Terms and Conditions \(84-005-0810\)](#)

() note – all website links are in English*

Land Systems Non-Disclosure Agreement

- The General Dynamics Land Systems Non-Disclosure Agreement (NDA) typical content is illustrated below .
- Land Systems will work with company to ensure applicable NDA(s) are executed.

- A. Identification Of Parties Under Non-disclosure Agreement (NDA)**
- B. Program(s) Covered Under NDA**
- C. Key Content: Parties Agree To:**
 - 1) Proprietary Data
 - 2) Exceptions to Duty.
 - 3) Restrictions on Export.
 - 4) Protection and Handling of Proprietary Data.
 - 5) Permissible Disclosures.
 - 6) Disclosure to U. S. Government.
 - 7) Standard of Care.
 - 8) Points of Contact.
 - 9) Term and Termination.
 - 10) Period of Protection.
 - 11) No License
 - 12) No Warranty or Liability.
 - 13) Return or Destroy.
 - 14) Entirety.
 - 15) Cyber Security.
 - 16) Relationship of Parties.
 - 17) Damages
 - 18) Remedies.
 - 19) Controlling Law & Venue.
 - 20) Assignment
 - 21) Waiver
 - 22) Notice.
 - 23) Counterparts and Copies.
- D. Signatures Of Parties & Date Of Agreement**

Land Systems Trade Compliance

Technical Assistance Agreement (TAA) / DSP 5 License

- General Dynamics Land Systems and its suppliers are obligated to comply at all times with the legal requirements for export control and customs, and to ensure their correct and cost-effective implementation.
- For this reason, General Dynamics Land Systems expects its suppliers to provide export control and foreign trade data in a professional and timely manner, and to implement appropriate standards for security in the supply chain in the framework of global customs security programs.
- GDLS will require an export authorization from the Department of State to provide defense articles, technical data or defense services to foreign persons.
- The approved export authorization must be in place PRIOR to the export of the defense article, technical data or defense service.
- Authorizations are obtained from the Department of State, Directorate of Defense Trade Controls (DDTC) in the form of a Technical Assistance Agreement (“TAA”) or DSP license.
- The GDLS Trade Compliance Management team will work with the GDLS requester on the application process for the export authorizations.
- TAA is broader in scope which includes the furnishing of assistance (including training) for the defense articles – could take up to 6 months for approval
- DSP 5 license is limited in scope to “build to print” for technical data and is required for the export of defense articles (i.e., hardware) – could take 3 months for approval
- Timing for both starts at about 3 months, with a TAA being longer in most cases.

iSupplier Information

- GDLS conducts all purchasing activities for engineering, production and service parts, repair and overhaul and indirect purchasing online using Oracle iSupplier Portal
- iSupplier Portal is a secure Internet self-service tool enabling suppliers to access information related to their site
- Need help using the iSupplier System? Read through these training materials (*):
- **Oracle iSupplier Reference Guides:**
 - [iSupplier Login Process \(SCM003\) \(rev 11/30/2021\)](#)
 - [Manage Purchase Orders \(SCM004\) \(rev 11/30/2021\)](#)
 - [Manage Invoices & Payments \(SCM005\) \(rev 11/30/2021\)](#)
 - [iSupplier Inspection Data Upload \(SCM006\) \(rev 11/30/2021\)](#)
 - [Manage Sourcing RFQs and Quotes \(SCM008\) \(rev 11/30/2021\)](#)

() note – all website links are in English*

Supplier Quality Information

The Land Systems Supplier Quality organization works with our suppliers to assess, measure, and address suppliers' quality performance. Information regarding Quality Requirements & Expectations can be found at www.gdls.com

- www.gdls.com/suppliers/quality/
 - Requirements/Training/Guides
- [Quality Clauses](#)
- [PQA 3000 Production Quality Assurance](#)
 - [Inspection Delegation Program](#)
 - Training
 - Record

Supplier Approval

- Quality Systems Audit
- Active Supplier List

Production Part Approval

- First Article Inspection Approval
- Quality Clause Enforcement
- Variance - SQMR

Quality Performance Monitor

- Quality Rating
- Corrective Action

() note – all website links are in English*

Appendix: Reference Help Guides & Sample Forms

- ✓ GDLS Supplier Profile – International Companies “What to Do”
- ✓ Helpful Resource References
- ✓ Sample of GDLS Supplier Profile
- ✓ U.S. Government SAM.GOV Quick Reference for International Companies
- ✓ W-8 BEN E Tax Form – Helpful Information

GDLS Supplier Profile – International Companies

“What to Do”

Ask yourself questions below. For each NO – please follow “What to do”	What to do – Steps to Complete	Link
<ul style="list-style-type: none"> Are you a current supplier to General Dynamics Land Systems? Do you have all the necessary information from questions below to complete GDLS Supplier Profile? 	<ul style="list-style-type: none"> Complete GDLS Supplier Profile 	<ul style="list-style-type: none"> https://app.gdls.com/supplieronboarding/index.jsp
<ul style="list-style-type: none"> Are you an International Company (located outside United States)? <ul style="list-style-type: none"> Do you have a Unique Entity Identifier (UEI) from SAM.gov? Do you have a NCAGE Code? Can you provide a current W-8 BEN E Tax Form? 	<ul style="list-style-type: none"> Utilize “SAM.gov Quick Ref Guide International Company” to complete SAM registration Obtain North Atlantic Treaty Organization (NATO) Commercial and Government Entity (NCAGE) Code (for International Companies) and provide as part of SAM registration Submit W-8 BEN E Tax Form as part of SAM registration 	<ul style="list-style-type: none"> https://sam.gov/content/entity-registration https://eportal.nspa.nato.int/Codification/CageTool/home https://www.irs.gov/forms-pubs/about-form-w-8
<ul style="list-style-type: none"> Can you demonstrate compliance to: <ul style="list-style-type: none"> DFARS 252.204-7012 Safeguarding Covered Defense Information and Cyber Incident Reporting DFARS 252.204-7019 Notice of NIST SP 800-171 DoD Assessment Requirements DFARS 252.204-7020 NIST SP 800-171 DoD Assessment Requirements 	<ul style="list-style-type: none"> Review requirements under DFARS 252.204-7012; DFARS 252.204-7019 & DFARS 252.204-7020 <i>Commercial off-the-shelf (COTS) is only exception to NIST 800-171 self assessment</i> <i>USG Federal Acquisition Regulation 2.101 Definitions</i> 	<ul style="list-style-type: none"> https://www.acquisition.gov/dfars/part-252-solicitation-provisions-and-contract-clauses#DFARS_252.204-7012 https://www.acquisition.gov/far/part-2#FAR_2_101
<ul style="list-style-type: none"> Have you completed your NIST 800-171 self-assessment to demonstrate compliance to DFARS 252.204-7012 according to DFARS 252.204-7019? 	<ul style="list-style-type: none"> Review applicable DFARS Review NIST SP 800-171 Protecting Controlled Unclassified Information in Nonfederal Systems and Organizations Complete NIST SP 800-171 Self-Assessment 	<ul style="list-style-type: none"> https://csrc.nist.gov/publications/detail/sp/800-171/rev-2/final Documents are publicly available from USG NIST
<ul style="list-style-type: none"> Do you have a Procurement Integrated Enterprise Environment (PIEE) account to be able to obtain SPRS Access? 	<ul style="list-style-type: none"> Review information available at Procurement Integrated Enterprise Environment (PIEE) and obtain PIEE account 	<ul style="list-style-type: none"> https://piee.eb.mil/
<ul style="list-style-type: none"> Have you uploaded your NIST 800-171 self-assessment information in SPRS? Do you have access to SPRS? 	<ul style="list-style-type: none"> Obtain access to USG Supplier Performance Risk System SPRS 	<ul style="list-style-type: none"> https://www.sprs.csd.disa.mil/ SPRS Quick Entry Guide: https://www.sprs.csd.disa.mil/pdf/NISTSP800-171QuickEntryGuide.pdf

Helpful Resource References

Resource Reference	Web link URL
REGISTER YOUR COMPANY	
<ul style="list-style-type: none"> General Dynamics Enterprise Supplier Registration Portal (ESRP) 	<ul style="list-style-type: none"> https://suppliers.gendyn.com/
GDLS SUPPLIER ONBOARDING	
<ul style="list-style-type: none"> GDLS Supplier Profile 	<ul style="list-style-type: none"> https://app.gdls.com/supplieronboarding/index.jsp
REGISTRATION IN SAM.GOV	
<ul style="list-style-type: none"> For International Company: Refer to Quick Ref Guide International Company 	<ul style="list-style-type: none"> https://sam.gov/content/entity-registration
ADDITIONAL INFORMATION REQUIRED FOR SAM.GOV REGISTRATION	
<ul style="list-style-type: none"> North Atlantic Treaty Organization (NATO) Commercial and Government Entity (NCAGE) Code (for International Companies) W-8 BEN E Tax Form 	<ul style="list-style-type: none"> https://eportal.nspa.nato.int/Codification/CageTool/home https://www.irs.gov/forms-pubs/about-form-w-8
FEDERAL ACQUISITION REGULATION (FAR) & DEFENSE FEDERAL ACQUISITION REGULATION SUPPLEMENT	
<ul style="list-style-type: none"> Review applicable FARs & DFARS as referenced in applicable GDLS Terms & Conditions 	<ul style="list-style-type: none"> https://acquisition.gov https://www.gdls.com/suppliers/terms-conditions/terms-conditions-current/
DEMONSTRATING CYBERSECURITY READINESS	
<ul style="list-style-type: none"> NIST SP 800-171 Protecting Controlled Unclassified Information in Nonfederal Systems and Organizations Complete NIST SP 800-171 Self-Assessment as required in DFARS 252.204-7012; DFARS 252.204-7019; & DFARS 252.204-7020 	<ul style="list-style-type: none"> https://csrc.nist.gov/publications/detail/sp/800-171/rev-2/final https://www.nist.gov/cybersecurity/translations-nist-cybersecurity-and-privacy-resources https://www.nist.gov/cyberframework/international-resources
<ul style="list-style-type: none"> Procurement Integrated Enterprise Environment (PIEE) account is required for access to USG Supplier Performance Risk System (SPRS) 	<ul style="list-style-type: none"> https://piee.eb.mil/
<ul style="list-style-type: none"> USG Supplier Performance Risk System (SPRS) – access to SPRS required for uploading NIST SP 800-171 Self-Assessment as required in DFARS 252.204-7012; DFARS 252-204-7019 	<ul style="list-style-type: none"> https://www.sprs.csd.disa.mil/

GDLS Supplier Profile

NDA ONLY SUPPLIER PROFILE: SECTION 1; 5A AND 7 are required

Select "NDA Only" when covered conversations are to be conducted but no procurement activity will take place.

Do not close form before completing.

Submission of this profile does not constitute approval as a supplier, nor does it guarantee a Request for Quote or an award of business.

Section 01: General Company Information

Unique Entity ID (SAM.gov) *

Award CAGE/NCAGE Code *

DUNS Number (9 Digits)

Company Name *

Phone *

Street Address Line 1 *

Fax

Street Address Line 2

Website

Please include http:// or https://

City *

State/Province *

State/Province of Incorporation

Country *

NDA Signatory Name

GDLS Supplier Profile

Section 01: General Company Information

(continued)

NDA Signatory Name

Postal/Zip Code (U.S. Locations use Zip Code + four) *

NDA Signatory Title

Congressional District *

www.house.gov

Is your remittance address different than above? * ☐ Yes ☐ No

Forms available at: <https://www.irs.gov> website

* Domestic (US) entities Attach Form W-9

* Foreign Corporations Attach Form W-8BEN-E / Form W-8ECI

* Foreign Individuals Attach Form W-8BEN / Form 8233

No file chosen

Please only upload PDF files

Service Type *

Organizational Type *

(Country of) Ownership *

GDLS Supplier Profile

Section 02: Business Size and Diversity Information

What is the Classification of your Company, with the Small Business Administration (SBA)? * (based on US SBA NAICS References... www.sba.gov)

☐ Large ☐ Small

Is your Business Active with the System for Award Management (SAM)? * (www.sam.gov)

☐ Yes ☐ No

As a reminder, if you have not done so, we recommend to all small businesses that are socially and/or economically disadvantaged (SDB) that they registered their capabilities on the U.S. Small Business Administration (SBA) and System of Award (SAM) website at www.sam.gov. You may also visit SBA homepage at www.sba.gov, which will link you to other sites that contain valuable information about SDB certification, Hub Zone certification, etc. Contact your local Procurement Technical Assistance Center (PTAC) for help with registering on the SBA's Pro-Net website. To identify the PTAC office nearest you visit www.dla.mil/db/procurem.htm Under 15 U.S.C. 645(d), any person who misrepresents a firm's status as a small, HUBZone small disadvantage, or woman-owned small business concern in order to obtain a contract to be awarded under the preference programs established pursuant to section 8(a), 8(d), 9 or 15 of the Small Business Act or any other provision of Federal law that specifically references section 8(d) for definition of program eligibility, shall - (i) Be punished by imposition of fine, imprisonment, or both (ii) Be subject to administrative remedies, including suspension and debarment; and (iii) Be ineligible for participation in programs conducted under the authority of the Act.

Section 03: Trade Compliance Information

Technical data, as defined in 22 CFR 120.10 and Export Administration Regulation 799.1 Supplement 3, which may be acquired or generated during the GDLS procurement process, is subject to either the International Traffic in Arms Regulations (ITAR) or Export Administration Regulation (EAR), and may require appropriate authorization from the Department of State, Directorate of Defense Trade Controls (DDTC) or Department of Commerce, Bureau of Industry and Security (BIS) before it is released or disclosed to a foreign person. Therefore, Seller understands that, if it is a foreign entity, it shall not reexport or, if it is a U.S. entity, it shall not disclose to any foreign person, any technical data acquired under Purchase Order until after notifying Buyer and written authorization from the appropriate U.S. Government agency is obtained.

1. * Is your company registered - have subsidiaries in or otherwise conduct business - with any of the prohibited countries identified by Directorate of Defense Trade Controls (DDTC) under International Traffic in Arms Regulations (ITAR) 126.1?

☐ Yes ☐ No

2. * Do you have safeguards that can restrict any Foreign Person, both physically and electronically from access to technical data provided by GDLS?

☐ Yes ☐ No

3. * Are you a U.S. Person as defined in the ITAR 120.15?

☐ Yes ☐ No

4. * As a manufacturer or exporter of defense articles or furnishing defense services are you registered with the DDTC?

☐ Yes ☐ No

5. * Does your company employ any Foreign Person(s) as defined in ITAR 120.16?

☐ Yes ☐ No

Foreign person means any person (Sec.120.16) who is not a citizen or national of the United States unless that person has been lawfully admitted for the permanent residence in the United States under the Immigration and Naturalization Act (8 U.S.C. 1101; sec)

6. * Do you employ any dual or third country nationals?

☐ Yes ☐ No

A dual national is a citizen or national of the country of his employer and of another country, neither of which is the United States.

A third-country national is a citizen or national of neither the United States nor the country of his employer.

7. * Has your company been or is currently a party/signatory to a U.S. Department of State Technical Assistance agreement?

☐ Yes ☐ No

8. * Is your company with the Canadian Controlled Goods Directorate (CGD)?

☐ NO, OUR COMPANY IS NOT LOCATED IN CANADA

☐ NO, REGISTRATION IS NOT REQUIRED AS WE DO *NOT* POSSESS CONTROLLED GOODS AND/OR CONTROLLED TECHNOLOGY (E.G. SUPPLIERS OF COMMERCIAL MATERIAL TECHNOLOGY AND/OR SERVICES)

☐ NO, REGISTRATION IS NOT REQUIRED AS OUR COMPANY HAS BEEN *EXEMPTED* FROM PUBLIC WORKS AND SERVICES IN CANADA

☐ NO, OUR COMPANY IS NOT YET REGISTERED

☐ YES, (PLEASE ATTACH YOUR CERTIFICATE OF REGISTRATION)

☐ YES, AN APPLICATION HAS BEEN SUBMITTED ON THE DATE STATED

GDLS Supplier Profile

Section 03a: Prohibition on the Acquisition of Covered Defense Telecommunications

As a part of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. No. 115-232) Section 889 was passed to combat national security and intellectual property threats that face the United States and contains two prohibitions: Part A and Part B.

Part A of Section 889, effective August 13, 2019, prohibits the government from buying certain prohibited telecommunications and video surveillance equipment and services produced by the below entities and their subsidiaries and affiliates:

- Huawei Technologies Company ZTE Corporation
- Hytera Communications Corporation
- Hangzhou Hikvision Digital Technology Company
- Dahua Technology Company

Part B, effective August 13, 2020, which will prohibit the government from contracting with any entity that uses certain prohibited telecommunications and video surveillance equipment or services produced by the entities and subsidiaries listed in Part A of Section 889.

This is regardless of whether that usage is in performance of work under a government contract. This will apply to all contracts for all dollar amounts. Federal Acquisition Regulations (FAR):

Reference(s):

52.204-24 - Representation Regarding Certain Telecommunications and Video Surveillance Services or Equipment
52.204-25 - Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment
52.204-26 - Covered Telecommunications Equipment or Services - Representation
52.212-3 - Offeror Representations and Certifications-Commercial Items

Representation

As part of the General Dynamics Land Systems (GDLS) activities to demonstrate compliance with the new requirements, GDLS is taking a risk based approach to understand the compliance status of our subcontractors and suppliers by conducting a "reasonable inquiry" as defined in Subsection 889(a)(1)(B) through the use of the Representation below.

* ☐ Will ☐ Will Not

—provide covered telecommunications equipment or services as a part of its offered products or services to GDLS in the performance of this contract, subcontract, or other contractual instrument.

GDLS Supplier Profile

Section 04: Canadian Designations

Does your company qualify as a Small Business as defined by Industry Canada? (250 Full-Time Employees or less) *

☐ Yes ☐ No ☐ Not located in Canada

Estimate the Canadian Content Value of your Product/Service as a percentage. *

0%

Identify in which of the following IRB (Immigration and Refugee Board of Canada) Designated Regions of Canada you are located.

- ☐ Atlantic Region
- ☐ Ontario Region
- ☐ Northern Ontario Region
- ☐ Quebec Region
- ☐ Western Region

Please subdivide your Canadian Content value into the Canadian regions you have selected and express as a percentage.
All of your regional percentages should add up to 100% (Calculated as a percentage of the total Canadian Content of your product, Example: if one region is selected enter 100 in the corresponding regional cell)

Canadian Content Distribution

Atlantic Region

Ontario Region

Northern Ontario Region

Quebec Region

Western Region

GDLS Supplier Profile

Section 05: GDLS Terms and Conditions

I have read and understand GDLS-US terms and conditions *

☐ Yes ☐ No

Review Here www.gdls.com/suppliers/terms-conditions/terms-conditions-current

Section 05a: Cybersecurity DFAR

Does your company currently comply with all of the requirements in the National Institute of Standards Technology (NIST) Special Publication (SP) 800-171 form the protection of Covered Defense Information (CDI) as required per the Defense Federal Acquisition Regulation Supplement (DFARS) 252.204-7012 "Safeguarding Covered Defense Information and Cyber Incident Reporting"?

* ☐ Yes ☐ No

Per DFARS 252.204-7020 NIST SP 800-171 DoD Assessment Requirements, the Department of Defense (DoD) requires contractors and subcontractors to have a current DoD assessment posted in the Supplier Performance Risk System (SPRS) prior to award of any new DoD contracts unless an exception applies. All suppliers under such DoD awards will also require a DoD assessment posted in SPRS prior to GDLS issuance of RFQs or awarding of subcontracts or purchase orders.

[\(SPRS Information\)](#)

[\(SPRS Register\)](#)

Accordingly, the Seller must represent and certify below. *

- ☐ The Seller confirms a DoD assessment is posted in DoD's Supplier Performance Risk System (SPRS) for each covered contractor information system.
- ☐ The Seller does not confirm a DoD assessment is posted in DoD's Supplier Performance Risk System (SPRS) and will not be posted.

The Seller understand this means they may not be eligible to receive any new subcontracts.

What Level of Cybersecurity Maturity Model Certification (CMMC) do you expect your company to achieve? *

GDLS Supplier Profile

Section 06: Other Information

Does your Company hold Quality Certifications? *

☐ Yes ☐ No

Does your company have union representation? *

☐ Yes ☐ No

Does your company use CAD software? * ☐ Yes ☐ No

Indicate your Primary Commodity *

Please Select

Select additional Commodities

use "control-click" to indicate more than one

None
Adhesives
Armor
Assembly

Enter "unlisted" Products & Services

North American Industry Classification System (NAICS) 6-digit code

GDLS Supplier Profile

Section 07: Contact Information

Position	Name *	Direct Phone Number *	Email *
President (or equivalent)			
Supply Chain Manager (or equivalent)			
Primary POC for Correspondence (Quoting and Purchase Order Information)			
Traffic & Transportation Manager (or equivalent)			
Customs Broker Name			
Local Technical Support			
Quality Control			

Enter the applicants name certifying the truthfulness of the profile information provided *

GDLS Supplier Profile

Section 08 : Anti Corruption Anti Bribery

Chief Financial Officer (or equivalent)

Title

Name *

Direct Phone Number *

XXX-XXX-XXXX

Email *

Does your organization/company have an anti-corruption program in place? *

☐ Yes ☐ No

Is Seller's organization wholly or partially government owned? *

☐ Yes ☐ No

Have any key personnel in Seller's company held a position in public office over the previous 12 months? *

☐ Yes ☐ No

Do any personnel in Seller's company interact directly with Foreign(Non-U.S.) government officials in support of Seller's business with GDLS? *

☐ Yes ☐ No

Indicate if the location(countries) of active operations for Seller's company or any of its affiliates are outside the following countries: US, Canada, Australia, Barbados, Belgium, Denmark, Finland, Germany, Hong Kong, Iceland, Japan, Luxembourg, Netherlands, New Zealand, Norway, Singapore, Sweden, Switzerland, United Kingdom *

☐ Yes ☐ No

If Yes, please indicate the country(ies)

Has Seller's organization/company ever been debarred, suspended proposed for debarment, or declared ineligible for the award of contracts by any Federal agency? *

☐ Yes ☐ No

Has Seller's organization/company ever been charged with a criminal act? *

☐ Yes ☐ No

Has Seller's organization/company been the subject of any allegation or fraud, misrepresentation, or bribery? *

☐ Yes ☐ No

Submit

How to Start Registering an International Entity in SAM.gov



SAM.gov is an official website of the United States government. There is NO charge to register or maintain your entity registration record in SAM.gov.

What is an entity?

The term “entity” refers to prime contractors, organizations or individuals applying for assistance awards, those receiving loans, sole proprietors, corporations, partnerships, and any U.S. federal government agencies desiring to do business with the government. “Entity” can also refer to a party that has been suspended or debarred, is covered by a prohibition or restriction, or is otherwise excluded from doing business with the government.

An international entity refers to an entity that is based outside of the United States.

What is entity registration?

An entity registration allows you to bid on U.S. government contracts and apply for federal assistance. We will assign you a Unique Entity ID (SAM) as part of entity registration.

Comprehensive and current entity information is essential for the federal award process. It is important to prepare your information and allow sufficient time to understand and accurately complete your registration. You only need to complete and manage it here to remain eligible for federal awards. You must renew your registration every 365 days for it to remain active.

What do I need to get started?

Before starting a registration, international entities must obtain an NCAGE Code for each entity they plan to register in SAM.gov. Get an [NCAGE Code here](#). Make sure the legal business name and physical address you provide to get your NCAGE Code and register are identical. It takes up to 3 business days to obtain a NCAGE code.

Registrations require you to enter a lot of information about your entity. Information includes, but is not limited to your:

- entity’s legal business name
- physical address
- tax identification number (TIN)—*only needed if your entity pays U.S. taxes*
- NCAGE code
- information about the types of goods and services you provide
- entity size
- optional Electronic Data Interchange (EDI) information

- disaster relief data
- representations and certifications
- points of contact

Visit the [Get Started](#) page at SAM.gov to view checklists and guides to help you prepare for registration. If you already have a Unique Entity ID but have not completed registration, [go to this section](#).

Start Registration

When you are ready to start a new entity registration, go to SAM.gov and follow these steps:

1. Select the “Sign In” link at the upper right corner of the page. Select “Accept” to accept the U.S. Government System terms. After selecting “Accept,” the system will redirect you to login.gov.
2. Login.gov is a service that manages usernames and passwords for SAM.gov. If you already have a login.gov account, sign in with your credentials. Otherwise, select “Create An Account” and follow the prompts.
3. Once you are signed in, the system will redirect you to your SAM.gov Workspace.
4. On the “Entity Management” widget in the Workspace, select the “Get Started” button.
5. On the next page, select the “Register Entity” button.
6. On the next page, you will choose your entity type and your “Purpose of Registration.”
 - a. Select your type of entity. Choose “Business or Organization” if you are NOT a U.S. State, U.S. Local, Tribal, or Foreign government entity.
 - b. There are two types of registration purposes: Financial Assistance Awards and All Awards.
 - i. An All Awards registration allows you to bid on contracts and other procurements, as well as apply for financial assistance. This type of registration requires more information.
 - ii. A Financial Assistance Awards registration allows you to apply for financial assistance, or grants and loans, **only**. This type of registration requires less information.
 - c. Select your registration purpose, then select “Next.”
7. The next two pages display your choices from the Purpose of Registration page and a summary of the information you need to have prepared to complete your registration. Review the pages to make sure you are ready to start. Confirm your selections and select “Go back” if you need to change your purpose of registration or entity type. If your information is correct, select “Next.”
8. Here you will start to enter information about your entity. Enter your legal business name and physical address, then select “Next.”
9. Your entity name and address will be [validated by SAM.gov](#). The next page will show an entity matched in SAM.gov. If your entity information is correct, select “Next.”
 - a. If the match shown is not your entity or you are unable to find a match, you can [create a help ticket](#) with the Federal Service Desk (FSD) from the page. Select the “Create Incident” button to contact the FSD for assistance.

10. On this page, you will choose whether to allow your entity record to be publicly displayed in SAM.gov. Note that if you deselect this box and restrict the public display of your entity, only you and federal government users will be able to view your entity record.
11. Then, you must certify under penalty of law that you are authorized to conduct transactions for the entity. Then, select “Receive Unique Entity ID.”
12. The next page will display your Unique Entity ID. If the entity already has a registration or a Unique Entity ID, you will see informational alerts at the top of the page with more details.
13. Select “Continue Registration” to go to the next registration step. If you select “Done,” you will be redirected to your Workspace. You can continue registration later if you choose to.

Continuing Registration

When you select “Continue Registration” from the “Receive Unique Entity ID” page, the remaining sections of registration will be displayed. Select “Continue” to begin entering information into the Core Data section of registration. Visit the [Get Started](#) page at SAM.gov to view checklists and guides to help you prepare for registration.

1. Enter additional organization information as required. You will create a Marketing Partner Identification Number (MPIN) on this page. It is **important to remember your MPIN** as it will serve as your electronic signature for the IRS Consent to Disclosure of Tax Information on the next page. You will need your MPIN in the future to make updates to your registration.

Continue to enter additional information into each section as required. Your information will be saved when you select “Save and Continue” on each page.

If you exit registration before completing it, you can access it later from your Workspace.

1. Sign in to SAM.gov and, in the Workspace, select the “Work in Progress” bubble on the “Entity Management” widget. A list of your registrations in progress will display.
2. Next to the record title you want to access, select the button with the three dots (the Actions menu), then choose “Update” from the menu. You will be redirected to where you left off in your registration.
 - a. If you do not access or submit your registration within 90 days, the system will remove it.

After entering and reviewing your information, select the “Submit” button. You will receive a “Registration Submitted – Confirmation” message on the screen. If you do not see this message, you have not submitted your registration.

When will my registration become active?

Allow at least **ten business days** after you submit your registration for it to become active in SAM.gov. If your entity fails TIN or NCAGE code validation, SAM.gov will send you an email with instructions on updating your information and resubmitting your registration. You may need to work with the IRS or NCAGE to update your information before resubmitting your registration.

How do I check the status of my entity registration?

If you have a role with an entity and are signed in to your SAM.gov account, you can check your entity registration status. You can also check the status of an entity's registration as a federal user. If none of these is the case, you cannot check an entity's registration status.

1. Sign in to SAM.gov. You must be signed in to check your registration status.
2. From the home page, select the "Check Registration Status" button. The page is also linked in the footer of all pages on SAM.gov.
3. Enter a Unique Entity ID or NCAGE Code and select "Search." The entity's registration status will display below.

W-8 BEN E Tax Form – Helpful Information

- Access Certificate of Status of Beneficial Owner for United States Tax Withholding and Reporting (Entities) “W-8 BEN-E” Tax Form:
- <https://www.irs.gov/pub/irs-pdf/fw8bene.pdf>

Frequently asked questions (FAQs) from suppliers:

- Why do I have to provide a W-8 BEN-E tax form in my supplier profile?
 - Foreign Account Tax Compliance Act (FATCA) is a US law enacted to enforce tax compliance for U.S. Persons and Foreign Persons receiving U.S. payments. In absence of a properly executed W9 (US) and W8 (Foreign), U.S. and Foreign Persons are subject to withholding.
 - <https://home.treasury.gov/policy-issues/tax-policy/foreign-account-tax-compliance-act>
- What classification option to select on Line 5 on W-8 BEN-E Tax Form?
 - Most of our foreign suppliers would select either:
 - 1) Publicly traded NFFE or NFFE affiliate of a publicly traded corporation
 - 2) Active NFFE;
 - or
 - 3) Passive NFFE (all selections in the second column of Line 5). [NFFE means Non-Financial
 - Foreign Entity]
 - Please ensure that you complete the corresponding Part for your Line 5 selection which certifies that information.
- Additional instruction for W-8 BEN-E can be found:
 - <https://www.irs.gov/forms-pubs/about-form-w-8>

GENERAL DYNAMICS

Land Systems