

Lead the way to greater transformation.

General Dynamics Information Technology

Stennis Business Council Presentation

John Cousins

January 31, 2024

GENERAL DYNAMICS
Information Technology

Art of the Possible.

GENERAL DYNAMICS

Phebe N. Novakovic, Chairman and CEO

4

OPERATING GROUPS

10

BUSINESS UNITS

\$39.4B

2022 REVENUE

103,000+

WORLDWIDE EMPLOYEES



Aerospace

Manufactures Gulfstream aircraft and provides comprehensive services for aircraft owners and operators.

Gulfstream
Jet Aviation



Combat Systems

Designs, manufactures and integrates land combat machines.

Land Systems
Ordnance and Tactical Systems
European Land Systems



Marine Systems

Designs, builds and repairs ships and submarines.

Electric Boat
Bath Iron Works
NASSCO



Technologies

Delivers consulting, technology transformations and mission services.

GDT
Mission Systems

GENERAL DYNAMICS

A rich history of delivering innovation



• Launched the world's first nuclear submarine.

1954



• Delivered the first Abrams tank to the Army.

1982

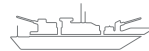
1969

• Delivered the first live broadcast from the moon.



1991

• Built the first Arleigh Burke guided missile destroyer.



• Acquired CSRA, Inc. and expanded GDIT's investment in leading-edge technology capabilities and next-generation IT solutions.

2018

TODAY

• Building the world's most technologically advanced business jets that set the record for long-distance flights.

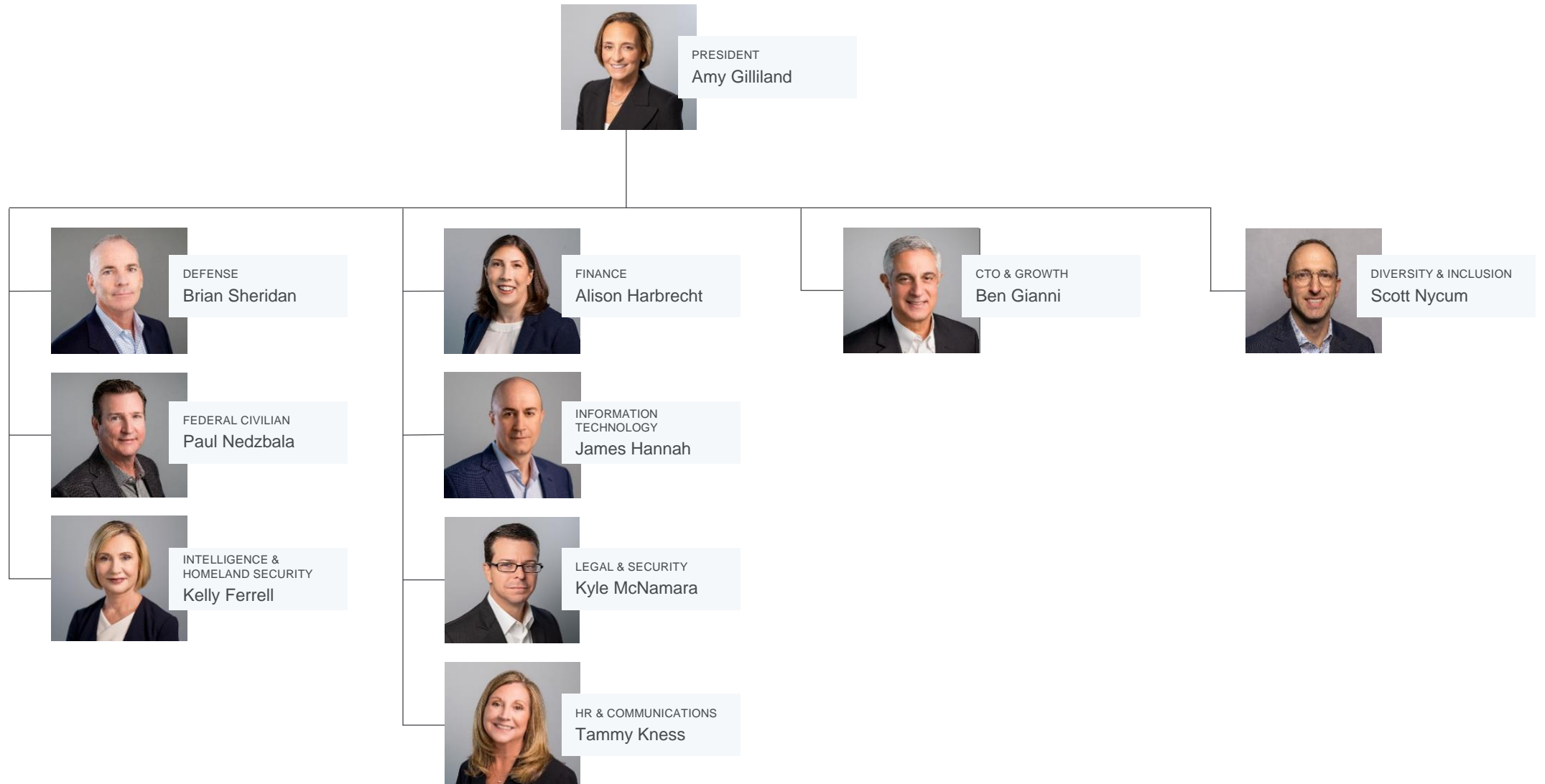


• Applying advanced technologies across AI, cloud, cyber, 5G and high-performance computing.

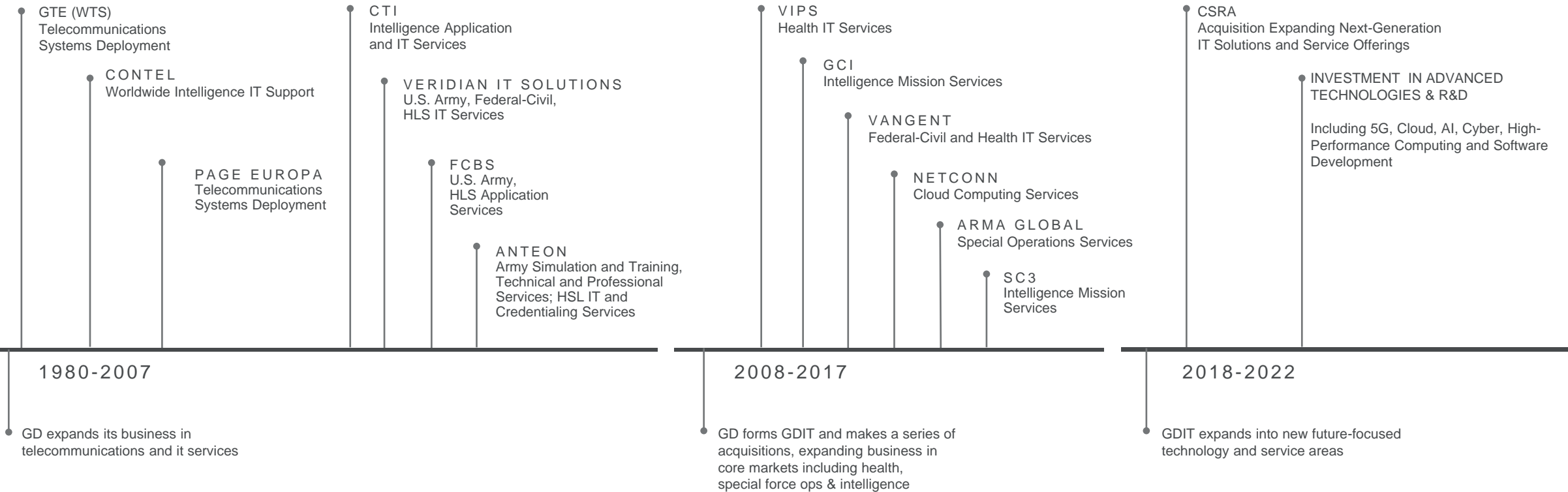
• Building AbramsX next generation hybrid tank with advanced mobility and Active Protection System.



GDIT Leadership Team



GDIT's Acquisition History



GDIT

Art of the possible.

CONSULTING
TECHNOLOGY
MISSION SERVICES

DIVERSE AND TALENTED WORKFORCE

30K+

GDIT employees



14k+

Technologists



14k+

Cleared professionals



25%+

Veteran workforce

GLOBAL OPERATIONS



400+

Customer locations worldwide



220+

Facilities



30+

Countries

EXPERIENCE



50+

Years of service



4k+

Contracts supporting critical missions



100+

Technology partners

COMMUNITY



36K+

Community service hours logged annually



185

Nonprofits supported



85+

Culture & diversity, equity and inclusion awards

INDUSTRY AWARDS

Forbes

America's Best Management Consulting Firms



Best Workplaces for Innovators



Hall of Fame



Military and Military Spouse Friendly Employer



Leadership Awards

The Washington Post

Top Workplaces

100+ TECHNOLOGY PARTNER ECOSYSTEM



DELL Technologies



Microsoft

servicenow

GDIT Capabilities



- Digital Consulting
- Technology Labs
- Research and Development
- Solution Design
- Technology Partnerships



- AI
- Cloud
- Cyber
- Data and Analytics
- Digital Modernization
- High-Performance Computing
- Application Services
- Managed Services
- 5G and Next Generation Wireless



- Technology Integration
- Logistics and Supply Chain Management
- Training and Simulation
- Life Sciences and Research
- Professional and Technical Services
- Specialist Mission Support

GDIT Divisions



4K+
U.S. Military
Veterans

7K+
Cleared
Employees

30+
Countries

1K+
U.S. Military
Veterans

4K+
Cleared
Employees

7
Countries

600+
U.S. Military
Veterans

3K+
Cleared
Employees

300+
U.S.
Locations

Air Force Navy Army

Space Force USMC Other Defense
e.g., (not exhaustive)

ODNI DIA NGA

NRO DHS

State NASA VA DHA

Commerce HHS DOT EDU

CMS
CENTER FOR MEDICARE & MEDICAID INNOVATION



People

Our people are at the center of everything we do and drive us and our work forward. They bring top technical and mission expertise combined with unwavering dedication to the mission.

INVESTMENT IN THE TECHNICAL DEVELOPMENT OF OUR PEOPLE

TECHNICAL LEARNING + CERTIFICATIONS. Support for continuous career growth and expertise in AI, cloud, cyber, application development, data insights and enterprise IT.

ROBUST ON-DEMAND LEARNING LIBRARY. More than 3,500 technical learning and certification prep courses.

ALLIANCE PARTNER LEARNING. Exclusive learning portals for partners including AWS, Microsoft, ServiceNow and Google with certification preparation and exam vouchers.

TECHNICAL COMMUNITIES. Communities for employees to enrich their technical skills through engagement and collaboration with colleagues across GDIT.

COMMITMENT TO CAREER GROWTH

CAREER HUB. AI-powered tool that identifies certifications and educational opportunities that support employee career growth and goals.

LEADERSHIP COMMITMENT. A commitment to growing our talent and creating a culture of internal mobility, with a goal to increase 5% YOY.

INTERNAL MOBILITY TEAM. Our Internal Mobility team is available to assist employees in shaping and advancing their careers at GDIT.



1300+

Cloud certifications



6800+

Cyber certifications



173K+

Hours of non-compliance learning

AWARDS &
RECOGNITION

Forbes



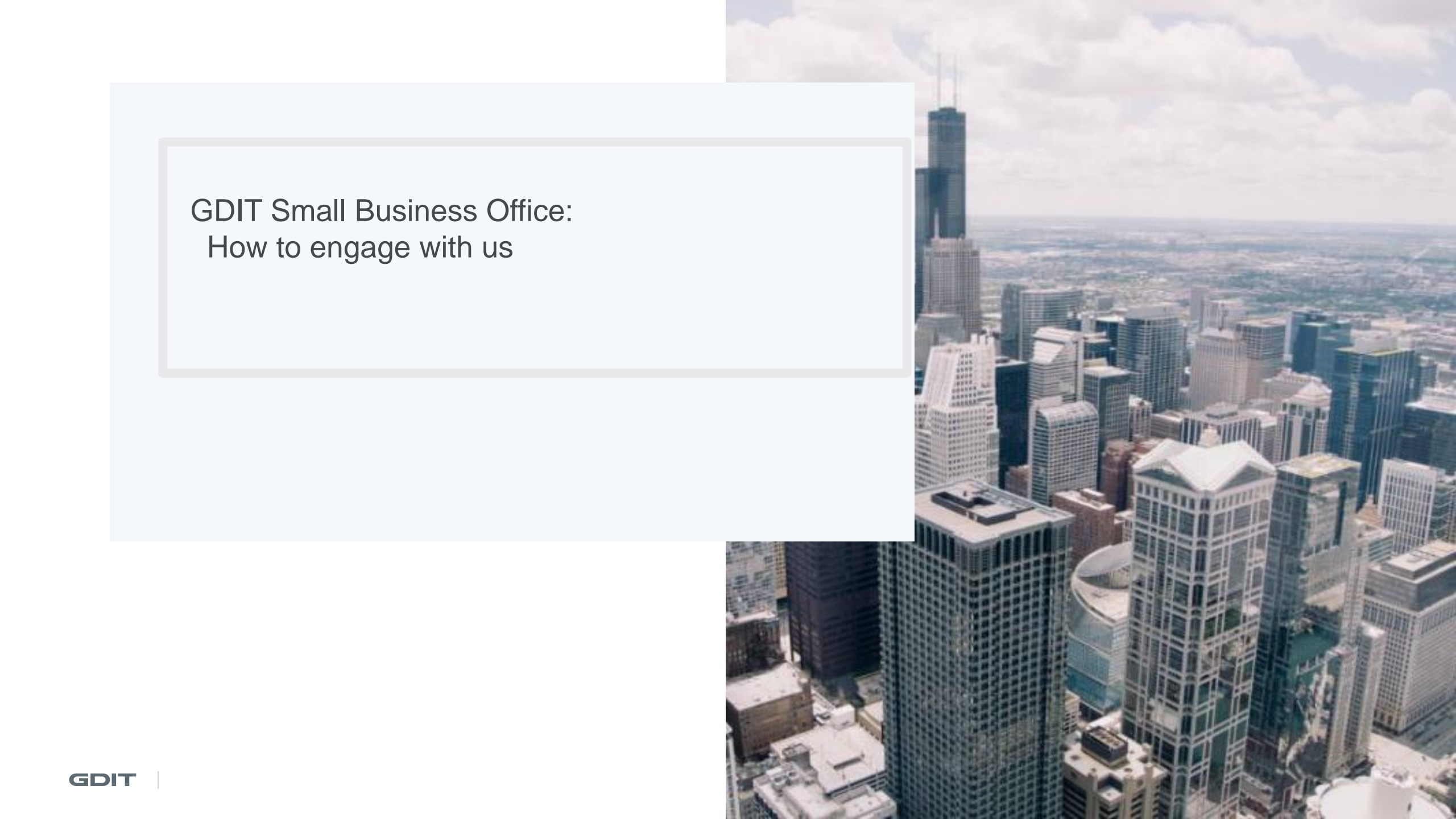
aws



DISRUPTIVE
TECH AWARDS
2022 WINNER

FEDHEALTHIT
100

WT
WOMEN IN TECHNOLOGY

An aerial photograph of a city skyline, featuring a prominent skyscraper with a dark facade and a spire. The sky is filled with white clouds. The image is partially obscured by a light blue rectangular overlay on the left side.

GDIT Small Business Office: How to engage with us

Small Business Accomplishments

GDIT consistently awards a significant amount of total subcontracted dollars to small businesses (more than \$4B in the preceding five fiscal years).

Our corporate commitment aligns with and exceeds Government regulations for establishing and maintaining relationships with qualified small businesses, including SDB, WOSB, VOSB, SDVOSB, and HUBZ small businesses.

GDIT's successful integration of small businesses throughout our contracts has been recognized through industry awards.

• **Examples of major roles small businesses have played include:**

- Extensive logistics support, system integration, operational and task analysis (including expertise in analysis), documentation and technical support of mission critical systems, to ensure customers will meet the stringent system integration requirements under which they operate.
- Strategic IT policy and technical consulting services for Department of Defense (DOD) components
- Portfolio Management, Information Technology (IT) Governance and Enterprise Architecture (EA) solutions
- Help Desk, Medical IT, training, simulation, and environmental services support
- Zero Trust, Multi-Cloud management, Automation for IT Operations, Software Factory, Mission AI/ML, and 5G

Passive Approach

- Visit gdit.com/partners register your business in the General Dynamics Enterprise Supplier Registration Portal
- Complete the full profile
- Use specific keywords, past performance, and list all certifications
- We recommend updating your profile annually with relevant new info

General Dynamics Enterprise Supplier Registration Portal

Welcome to the General Dynamics Supplier Registration Portal. General Dynamics' on-line supplier registration process is designed to help General Dynamics companies better identify potential suppliers when opportunities arise. Registration does not constitute approval as a supplier, companies will be evaluated on an opportunity driven basis for teaming and procurement. Registration is an important element in our search for innovative, efficient, and timely supplier, subcontractor and teaming resources. Your registration enables General Dynamics personnel to view your capabilities.

Create An Account

By registering on this site, you agree that all information you have provided may be shared among General Dynamics and government representatives. General Dynamics will use the information you provide consistent for business purposes and requirements, which could include providing information to the government.

It is a criminal offense to make false statements or misrepresent a firm's status as a small business concern. Penalties are prescribed under 15 U.S.C. 645(d).

[Create An Account](#)

Returning Supplier

Email Address

Password

Remember Login?
Uncheck if on a shared computer

[Sign Into GDESRP](#)

[Recover Password](#)



Proactive Approach: Recommended Path

- **YOU ARE A KEY PARTNER IN DRIVING AN EXCEPTIONAL CUSTOMER EXPERIENCE WHICH STARTS WITH:**

1. Actionable insights derived from a data-driven approach
2. Understanding people, process, and technology
3. Designing improvement initiatives with the end-to-end customer journey in mind
4. Standardized enterprise tools, platforms, and processes.

Contact the GDIT SBO

- Send us your value proposition
- Come early! Ideally 6-12 months before anticipated RFP
- Our team will evaluate your proposition and send it to our Capture team leading the effort

Break into the customer

- Learn the customer and build an understanding of their upcoming forecast
- Pursue appropriate opportunities for your business level and experience (small business set asides, micro-purchases, and SAT opportunities)
- Work with the agency OSDBU to develop client relationship and pipeline

Capture Evaluation and Teaming

- Capture teams evaluate SBs and reach out to the SBs with the strongest fit
- SBs selected begin teaming agreement phase and proposal development

Identify Subcontracting Opportunities

- Identify upcoming opportunity that fit you company as a subcontractor
- Create a value proposition outlining your company's capabilities and "fit" with GDIT
- Use experience with the customer to bolster proposition

Identify Federal Customers To Target

- Identify key customer targets that best fit your company
- Utilize your company's past performance to narrow down list
- Think sniper instead of shotgun approach



Additional Recommendations

- Register on SAM.gov
- Maintain your company website
- Contact OSDBUs
- Partner with other small businesses
- Attend events

GDIT's Small Business Office Overview

Our team:



Robyn Card
Small Business Office Director
robyn.card@gdit.com



Joshua Elphee
Small Business Liaison Officer
IHS Division Lead
joshua.elphee@gdit.com



Virginia Foley
Sr. Small Business Advocate
Defense Division Lead
virginia.foley@gdit.com



William Medicott
Small Business Advocate
Fed-Civ Division Lead
william.medlicott@gdit.com

GDIT

Art of the possible.