

GENERAL DYNAMICS

Phebe N. Novakovic, Chairman and CEO

4

OPERATING GROUPS

10

BUSINESS UNITS

\$42.3B

2023 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.

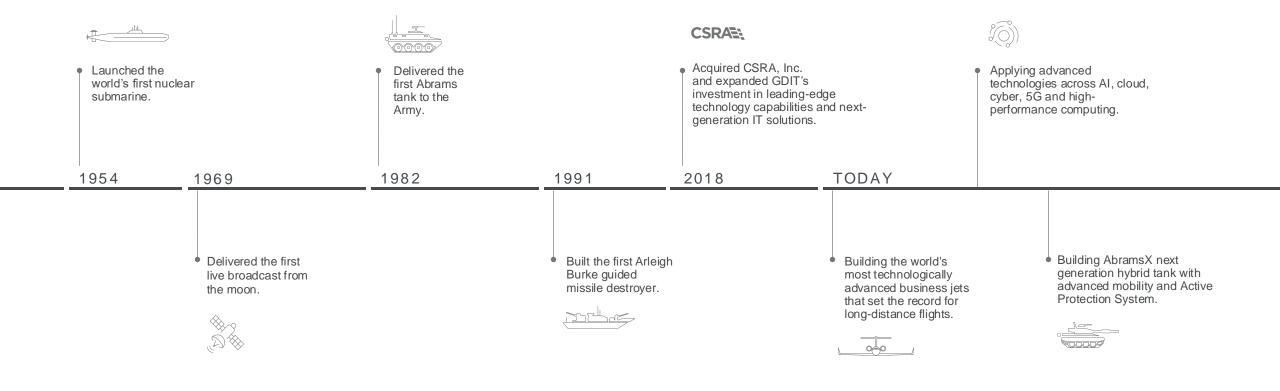
GDIT

Mission Systems



GENERAL DYNAMICS

A rich history of delivering innovation



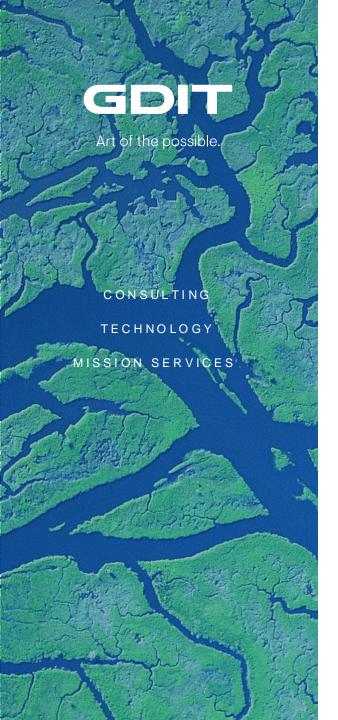
Overview Videos



GENERAL DYNAMICS OVERVIEW



GDIT OVERVIEW



DIVERSE AND TALENTED WORKFORCE

30K

GDIT employees

14k+ Technologists 14k+

Cleared professionals

25%+

Veteran workforce

INDUSTRY AWARDS

GLOBAL OPERATIONS

EXPERIENCE

50+

4k+

Contracts supporting

critical missions

COMMUNITY

36K+

Community service

hours logged annually



400+

Customer locations worldwide

Years of service

Nonprofits supported

85+

185

Culture & diversity, equity and inclusion awards

Forbes America's Best

Management

Consulting

Firms



Military Spouse Friendly Employer



Best

Workplaces for

Innovators

Leadership

Awards



The Washington Post

Top Workplaces

900

Locations

50

Countries

Technology partners

100+ TECHNOLOGY PARTNER ECOSYSTEM











servicenow.

GDIT Capabilities



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



- Al
- Cloud
- Cyber
- Data and Analytics
- Digital Modernization
- High-Performance Computing
- Application 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

Air Force

Space

Force

7K+ Cleared Employees

Navy

USMC

30+ Countries





1K+ U.S. Military Veterans

4K+ Cleared Employees

Countries





600+ U.S. Military Veterans

3K+ Cleared Employees

300+ U.S. Locations







Who We Serve

GDIT is a technology, consulting and mission services company supporting the U.S. government.

Embedded across 4,000+ projects worldwide, we understand the complexity of our customers' IT environments, mission needs, and how to apply cutting-edge technology solutions.

We invest in expertise, solutions and business models that our customers can depend on, and that keep pace with the constantly evolving technology landscape.













Digital Accelerators

GDIT offers a portfolio of tailorable digital solutions designed to integrate seamlessly with agencies' existing IT environments. Agencies can tap into the benefits of AI, connectivity at the edge, resilient cybersecurity, and cloud, with rapidly deployable solutions that adapt to unique requirements.



EVEREST ZERO TRUST

Provide dynamic, secure access to data and services where and when they are needed.



EMBER DIGITAL ENGINEERING

Better collaborate, see potential outcomes, and make informed decisions before any physical work begins with Ember's innovative application of digital modeling and simulation.



CORAL SOFTWARE FACTORY

Application development that accelerates software delivery with continuous improvement.



HIVE HYBRID MULTI-CLOUD

Full enterprise multi-cloud management capabilities, including FinOps, orchestration, automation, and containerization solutions.



LUNA AI

Built with cloud-native tools to rapidly ingest and extract actionable intelligence from data, text, image, video, and audio to support intelligence analytics, fraud detection, healthcare analytics, and intelligent search missions.



ECLIPSE DEFENSIVE CYBER

Defend against the latest cyberthreats with real-time threat detection, advanced incident response, and continuous monitoring and reporting.



COVE AUTOMATION FOR IT OPERATIONS

Al, predictive analytics, and automation to drive operational excellence and improve experiences across IT operations, IT assets, and software applications.



COMET 5G

A secure hardware and software architecture that securely connects 5G-enabled devices at the edge to agency enterprise networks.



| TIDAL POST-QUANTUM CRYPTOGRAPHY

Prepare for the next generation of computing, including the potential impacts on cybersecurity.





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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. Al-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 noncompliance learning

AWARDS & RECOGNITION





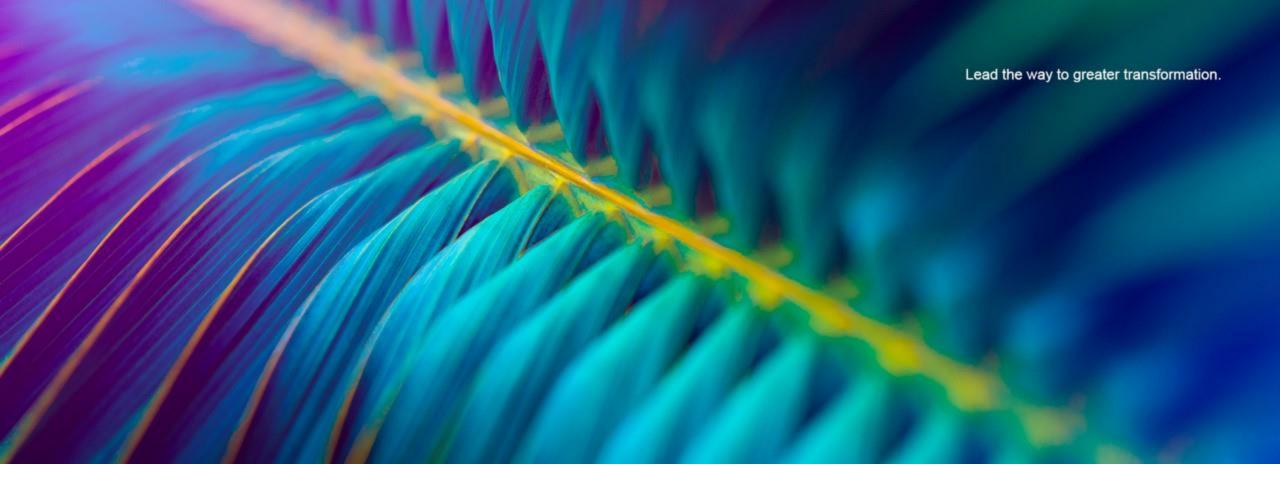












Small Business Office

How to Engage with us

GENERAL DYNAMICS

Information Technology

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 requirements** 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

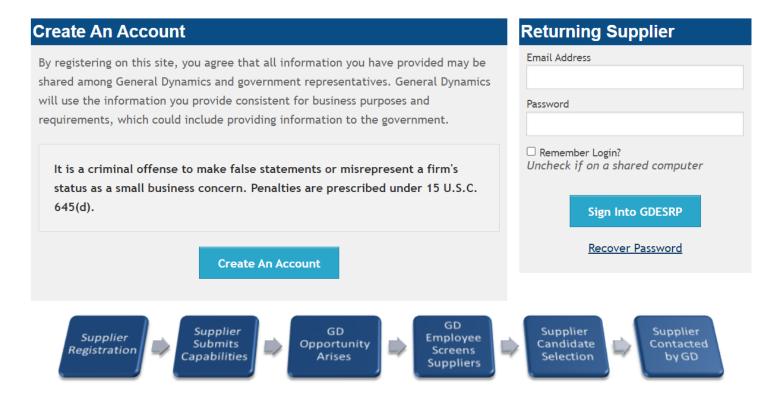


Passive Approach

- 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.





Proactive Approach:

YOU ARE A KEY PARTNER IN **DRIVING AN EXCEPTIONAL CUSTOMER EXPERIENCE!**

This begins with:

- 1. Actionable insights derived from a data-driven approach
- 2. Understanding people, process, and technology
- 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, micropurchases, and SAT opportunities)
- Work with the agency OSDBU to develop client relationship and pipeline

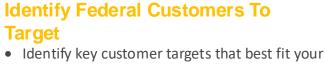


- · Capture teams evaluate SBs and reach out to the SBs with the strongest fit
- SBs selected begin teaming agreement phase and proposal development



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



- 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 and Apex Accelerators
- Partner with other small businesses
- Attend events



GDIT's Small Business Office Team



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



Virginia Foley Small Business Liaison Officer Intel/Homeland Security SBO Lead virginia.foley@gdit.com



Lisa Jackson Sr. Small Business Advocate Federal/Civilian SBO Lead Lisa.jackson@gdit.com



Mike Sanchez Sr. Small Business Advocate Defense Division SBO Lead mike.sanchez@gdit.com

Take your mission to new heights.



Art of the possible.