

Lead the way to greater transformation.

# GDIT Overview Briefing

Small Business Council – Contracting Opportunities

John Cousins

Thursday, February 13, 2025

**GENERAL DYNAMICS**  
Information Technology

Art of the Possible.

# 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



• Launched the world's first nuclear submarine.

1954



• Delivered the first Abrams tank to the Army.

1982



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

2018



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

TODAY

• Delivered the first live broadcast from the moon.



• Built the first Arleigh Burke guided missile destroyer.



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



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



# Overview Videos



GENERAL DYNAMICS OVERVIEW



GDIT OVERVIEW

# 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



**900**

Locations



**50**

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



Military and Military Spouse Friendly Employer



Best Workplaces for Innovators



Leadership Awards



Hall of Fame

**The Washington Post**

Top Workplaces

## 100+ TECHNOLOGY PARTNER ECOSYSTEM



DELL Technologies



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
- 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



# 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

AI, 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.





# 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





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# Small Business Office

How to Engage with us

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# Small Business Accomplishments

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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.

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## 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

## General Dynamics Enterprise Supplier Registration Portal

- 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

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:

## 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
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

5

### 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

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3

### 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

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### 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

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# Additional Recommendations

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- Register on SAM.gov
- Maintain your company website
- Contact OSDDBUs and Apex Accelerators
- Partner with other small businesses
- Attend events



# GDIT's Small Business Office Team



**Robyn Card**  
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**Virginia Foley**  
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Intel/Homeland Security SBO Lead  
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Take your mission to new heights.



**GDIT**

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