

GENERAL DYNAMICS

C4 Systems

Small Business – Strength on your Side

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General Dynamics Company Overview

- **Market leader for sophisticated defense systems**
- **Officially established February 1952**
- **Four primary business sectors**
- **Employs 70,800 people worldwide**

Business Sectors

- Marine Systems - 1952
- Combat Systems - 1982
- Information Systems and Technology - 1997
- Aerospace - 1999

Marine Systems

- American Overseas Marine – Quincy, MA
- Bath Iron Works – Bath, ME
- Electric Boat – Groton, CN
- NASSCO – San Diego, CA

Combat Systems

- **Armament and Technical Products – Charlotte, NC**
- **European Land Combat Systems – Vienna, Austria**
- **Land Systems – Sterling Heights, MI**
- **Ordnance and Tactical Systems – St. Petersburg, FL**

Information Systems and Technology

- **Advanced Information Systems – Arlington, VA**
- **C4 Systems – Scottsdale, AZ**
- **Network Systems – Needham, MA**
- **United Kingdom Limited – South Wales, UK**

Aerospace

- **Gulfstream Aerospace– Savannah, GA**
- **Aviation Services – Savannah, GA**

Other

- **Freeman Energy – Springfield, IL**
- **Material Service – Chicago, IL**

Historical small business data – FY 2002

\$7.0 Billion DoD Contract Awards

\$4.5 Billion Subcontracted

43.7% to Small Business

2.8% SDB

3.7% WOSB

1.3% Hubzone

2.6% VO

.5% SD-VO

Historical small business data – FY 2003

\$8.2 Billion DoD Contract Awards

\$4.9 Billion Subcontracted

39.6% to Small Business

2.7% SDB

3.3% WOSB

1.3% Hubzone

2.7% VO

.5% SD-VO

Historical small business data – FY 2004

\$9.6 Billion DoD Contract Awards

\$4.7 Billion Subcontracted

44.3% to Small Business

2.3% SDB

5.3% WOSB

1.9% Hubzone

3.0% VO

.4% SD-VO

Quotation

“Small opportunities are often the beginning of great enterprises. “

Demosthenes

Greek Orator

394 BC – 322BC

Success Stories

- **Marine – NASSCO**
 - Cornell Enterprises
- **Combat – OTS**
 - Pierce Mfg. Group
- **IS&T – C4 Systems**
 - CDP Fasteners
 - Pivot Manufacturing
- **Aerospace – Gulfstream**
 - Precision Machining of Savannah

Small Business Initiatives

- **Supplier relations – registration process**
- **Better supplier recognition programs**
- **Corporate website**
- **Expanded outreach program**
- **Educational programs**

SBLO Listing

<http://www.qd-ots.com>

Click on “Supply Chain”

Click on “List of GD SBLO’s”

General Dynamics Web Site

<http://www.qd.com>

Please visit each individual website to find out how to do business with the General Dynamics business units.



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October 20, 2005 17