

GA Supplier Day 2022

Doing Business with GA

The views expressed by the presenter are solely the views of the presenter and do not necessarily reflect the views of General Atomics. General Atomics is not providing contractual direction and does not guarantee the accuracy of the data in this presentation and accepts no responsibility for any financial or other consequences arising from the use of such information. Any opinions or conclusions provided shall not be ascribed to General Atomics.

Agenda

- **GA Website (www.ga.com)**
 - Procurement
 - Supplier Communications
 - Cybersecurity
 - Small Business Program
 - Supplier Tools
 - Quality Assurance
 - Terms and Conditions
 - Certifications and Forms
- **Keys for Success**

GA – Procurement Website (www.ga.com)

GENERAL ATOMICS ABOUT PRODUCTS & TECHNOLOGY **PROCUREMENT** NEWS & MEDIA CAREERS CONTACT VISITOR INFORMATION

SUPPLIER INFORMATION

PROCUREMENT
SUPPLIER COMMUNICATIONS
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GENERAL ATOMICS PROCUREMENT

General Atomics (GA) performs a wide variety of activities for our Government, domestic and international customers. Building partnerships with qualified suppliers is key to GA's successful achievement of contract objectives. The procurement staff at GA commits to:

- Offer each visitor a courteous reception
- Listen fairly and without prejudice
- Treat as confidential, information which is received as confidential
- Fairly contract and award to offerors on the basis of quality, price, service, delivery and best overall value
- Explicitly prohibit the acceptance of gifts or favors

Procurement

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Please download and review our [Supplier Code of Conduct](#) document to understand the values and expectations we have for our suppliers. Visit our [Supplier Tools](#) page to sign up as a potential supplier; and, if you are a small business, visit our [Small Business Program](#) page.

If you are already working with GA as a supplier, please remember:

- Accept Orders only from authorized GA purchasing personnel
- Do not contact GA technical personnel without permission of the responsible Buyer
- Refrain from offering gifts or favors

Supplier Code of Conduct

Core Values



- *We follow the letter and spirit of the law of the United States and all other countries in which we do business*
- *We act with integrity and conduct our business to the highest moral, legal and ethical standards*
- *We satisfy our customers by meeting our commitments and delivering high-quality, innovative, cutting-edge products and services*
- *We treat one another with respect and take pride in each other's contributions*
- *We value our Suppliers by treating them fairly and recognizing their role in our success*

GA expects the same commitment to lawful, moral and ethical behavior from the companies from which we procure goods and services. Among our ethical and moral standards are practical commitments. This Supplier Code of Conduct, aimed at our supply base, sets forth those commitments and establishes expectations for any GA Supplier.

Supplier Code of Conduct Report and Download

Report suspected violations of this Code of Conduct immediately to I-866-TELL-GA (1-866-583-5542).

You can also download the Supplier Code of Conduct [here](#).

Supplier Communications



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SUPPLIER COMMUNICATIONS

☰ 1 of 3 🔍 - + ... ⚙️ ▲

Issue 2 . Summer, 2022

Supplier Newsletter



Introduction



Powerful Partnerships SUPPLIER DAY 2022

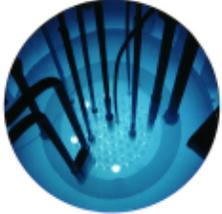
General Atomics' (GA) Supplier Day is set for **November 10, from 8 a.m.-12 p.m. PST**. Our theme, "Powerful Partnerships, celebrating our heritage," focuses on the strong relationships GA

SPOTLIGHT

GENERAL ATOMICS A Rich Heritage



In 1955, the General Atomic Division of General Dynamics was created for research and development for the peaceful uses of atomic energy.



In June of 1956 the "Summer Symposium" began and brought together GA's initial scientific staff and visiting summer consultants; this event defined GA's first projects, including the inherently safe TRIGA® research reactor, (Training, Research, Isotopes, General Atomics) and the High Temperature Gas-cooled Reactor (HTGR).



The following year, 1957 saw GA and the Texas Atomic Energy Research Foundation began a four-year, \$10M research program. Then in 1958, the Advanced Research Projects Agency announced the start of "Project Orion" at GA, a new space propulsion concept using controlled nuclear explosions to drive a large space vehicle into deep space. Just



Cybersecurity



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SUPPLIER CYBERSECURITY

General Atomics is committed to protecting and securing critical industry information and responding vigilantly to the growing threats posed to our customers. It is our duty to keep information in the right hands. Adversaries are increasing the frequency and effectiveness of their attacks requiring the U.S. Government (USG) and all members of the Defense Industrial Base (DIB) to proactively protect Federal Contract Information (FCI), Controlled Unclassified Information (CUI) and Covered Defense Information (CDI).

As required by our [Supplier Code of Conduct](#), Suppliers will take all appropriate measures to combat the increasing frequency of cyberattacks. They will implement the controls and processes necessary to safeguard information under their control while reporting and mitigating any compromise of systems or information.

The information on this site includes updates from the DFARS interim rules released on September 29, 2020 and is subject to change pending finalization of the rules. Full text of the interim rule can be found [here](#).

IDENTIFY FCI, CUI and CDI



Proper identification and handling of FCI, CUI and CDI is a critical component of any Cybersecurity program. Federal regulations mandate specific security controls based upon the type of information a Supplier possesses or creates. FCI, CUI and CDI may be provided to Suppliers as a requirement of order



Cybersecurity

- **PROTECT Information**

- National Institute of Standards and Technology (NIST)
- FAR 52.204-21
- DFARS 252.204-7012
- System Security Plan (SSP) –Free template
- DFARS 252.204-7020



Cybersecurity

REPORT Cybersecurity Incidents



GA Suppliers, in accordance with their contractual commitments, should notify their Purchasing Representative within 72 hours if they experience a Cybersecurity incident. Suppliers subject to DFARS 252.204-7012 must report Cybersecurity incidents to the DIBNet Portal within 72 hours of discovery. Note that a Medium Assurance Certificate is required. DoD will assign an incident number which must be provided to GA. Suppliers must abide by instructions provided by the DoD or GA, when applicable; and preserve and protect images of affected systems and data. All information related to, or suspected to be related to, the incident should be preserved in the event further analysis, or access, is requested by the DoD.

Cybersecurity

- **Additional Resources**
 - Project Spectrum
 - DoD Procurement Toolbox – Cybersecurity Resources
 - DoD – Office of Small Business Programs - Cybersecurity
 - DoD Official Controlled Unclassified Information Website
- **Video Training**
 - DoD Controlled Unclassified Information Video Training

Small Business Program

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SMALL BUSINESS PROGRAM

General Atomics' (GA) policy is to encourage to the maximum extent possible, the participation of small businesses, small businesses owned and controlled by socially and economically disadvantaged individuals and women-owned businesses, in its procurements. To facilitate this participation, GA has assigned Mark Medina (858-455-3823) as the Small Business Liaison Officer.

Please review our company's products, services and our [Supplier Code of Conduct](#). If your firm offers supplies, services, or products that correspond to or fit within our offerings, you are invited to submit (pdf documents only please, no presentations with links) your inquiry and company information to: SB4GA@ga.com.

Links to Small Business Related Information Sources

- [System for Award Management \(SAM\)](#)
- [San Diego Contracting Opportunities Center \(SDCOC\)](#)
- [San Diego Service Corps of Retired Executives \(SCORE\)](#)
- [North San Diego SBDC – Small Business Development Center](#)
- [Defense Contract Management Agency](#)
- [Doing Business with the Department of Defense \(DAU\)](#)
- [U.S. Small Business Administration \(SBA\)](#)
- [SBA: Office of Advocacy](#)
- [SBA: Small Disadvantaged Business \(SBA\)](#)
- [SBA: The HUBZone Empowerment Contracting Program](#)
- [Table for Small Business Size Standards](#)
- [North American Industry Classification System \(NAICS\) codes](#)
- [GA Cybersecurity](#)



Supplier Tools

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SUPPLIER TOOLS

Ariba SLP

The Ariba SLP[®] tool streamlines the on-boarding and registration process for existing and potential suppliers. This process is electronic, user-friendly and employs modular questionnaires to reduce the number of required responses. After completing the registration process, you may be asked to complete relevant questionnaires to support a successful partnership with GA.

“Registering” or submission of your company information does not guarantee future business, but does give your company an opportunity for added exposure within GA and the Ariba Commerce Cloud. Please review our company’s products and services. If your firm offers supplies, services, or products that correspond to or fit within our offerings, you are invited to submit your information by [signing up](#), if you are new to Ariba. If you are already registered with GA on Ariba, Please [login](#) to view or update information previously submitted.

[Login](#)

[Sign Up](#)

DocuSign

The DocuSign[®] tool streamlines the Order placement process facilitating electronic transmission and signature of Orders awarded to you by GA. This tool does not require separate registration and is accessible on mobile devices. You will receive a notice from GA or your Purchasing Representative if your use of DocuSign is required.

Supplier Tools – Ariba SLP

SAP Ariba Proposals and Questionnaire Enterprise Account

ONTARIO POWER GENERATION **GENERAL ATOMICS** MORE...

1 lead matches your company profile
View Matched Leads

Welcome to the **Ariba Spend Management** site. This site assists in identifying world class suppliers who are market leaders in quality, service, and cost. At this site in an effort to ensure market integrity.

Events

Title	ID	End Time ↓	Event Type
No items			

Registration Questionnaires

Title	ID	End Time ↓	Status
▼ Status: Open (1)			
Supplier Registration Questionnaire	Doc1922877892	8/19/2020 10:52 AM	Registered

Qualification Questionnaires

Title	ID	End Time ↓	Commodity	Regions	Status
No items					

Questionnaires

Title	ID	End Time ↓	Commodity	Regions	Status
▼ Status: Open (4)					
Quality Assurance & Manufacturing Information	Doc1922741864	7/1/2021 11:17 AM	(no value)	All All	Approved
R01-22-20 Certification of Compliance With Safeguarding Covered Defense Information and Cyber Incident Reporting	Doc2496854100	7/31/2020 11:16 AM	(no value)	(no value)	NotResponded
R02-24-20 U.S. Government Representations and Certifications - Domestic and Foreign Suppliers	Doc2496854083	7/31/2020 11:16 AM	(no value)	(no value)	NotResponded

Account Menu: K...e, ...nd.com, My Account, Link User IDs, Contact Administrator, Logout

Why can't I update my Questionnaire?

- In the top right corner of the supplier's screen the status will be displayed. If there is a countdown timer, then the event is published/open. If it is Closed, Paused, Pending Selection then they must contact General Atomics re-open the event.

The screenshot displays the General Atomics Supplier Registration Questionnaire interface. The top navigation bar includes the General Atomics logo and a 'Stop' button. The main header shows 'Doc [redacted] - Supplier Registration Questionnaire'. A red box highlights a 'Time remaining' timer in the top right corner, showing '203 days 04:07:20'. Below the header, a yellow message states: 'You have submitted a response for this event. Thank you for participating.' A blue 'Revise Response' button is visible. The left sidebar contains navigation options: 'Event Messages', 'Event Details', 'Response History', 'Response Team', and 'Event Contents'. Under 'Event Contents', 'All Content' is selected, showing a list of sections: '1 Basic Company Information', '2 Tax Information', and '3 Business Classification'. The 'All Content' section is expanded, showing a list of questions and their corresponding input fields.

GENERAL ATOMICS AND AFFILIATED COMPANIES

Doc [redacted] - Supplier Registration Questionnaire

Time remaining
203 days 04:07:20

You have submitted a response for this event. Thank you for participating.

Revise Response

All Content

Name ↑

1 Basic Company Information

1.1 Offeror: General Atomics and its affiliates (Buyer) are required to gather and maintain certain registration data from all Offerors. For Offerors that wish to be considered to provide goods or services in support of U.S. Government (USG) contracts, additional representations and certifications are required. This questionnaire is designed to efficiently and effectively gather both the required registration information and applicable representations and certifications for USG funded efforts.

1.2 Type of Legal Entity

1.2.1 Type of Legal Entity

1.3 Supplier Legal Name

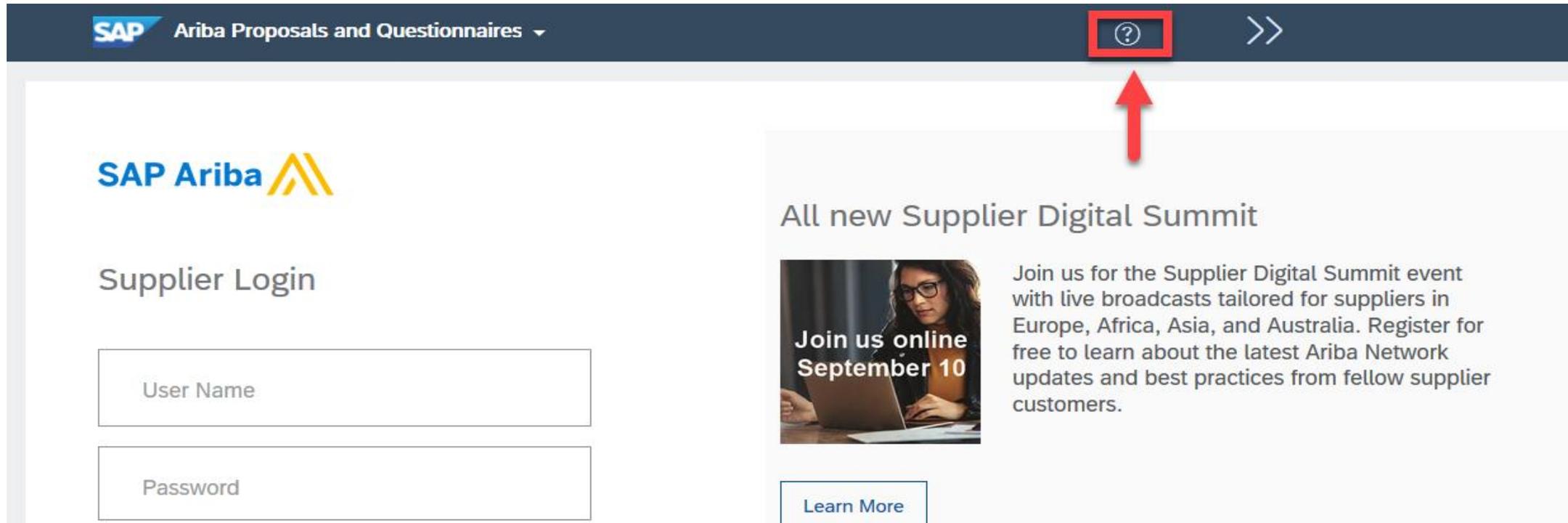
1.4 D-U-N-S

1.5 Doing Business As Name or Division, if applicable

1.6 Congressional District (<https://www.census.gov/mycd/>)

Need Ariba SLP help?

- Click on the “help” icon from the log in page



The screenshot shows the SAP Ariba Supplier Login page. At the top, there is a dark blue header with the SAP logo, the text "Ariba Proposals and Questionnaires", and a help icon (a question mark inside a circle) which is highlighted with a red box and a red arrow pointing to it. Below the header, the page content includes the SAP Ariba logo, the text "Supplier Login", and two input fields for "User Name" and "Password". To the right, there is a promotional banner for the "All new Supplier Digital Summit" with a photo of a woman at a laptop, the text "Join us online September 10", and a "Learn More" button.

- Click on, “Contact SAP Ariba Customer Support

Quality Assurance

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QUALITY ASSURANCE

General Atomics (GA) is committed to developing, producing, delivering, and supporting products that meet or exceed the requirements of our customers.

As required by our [Supplier Code of Conduct](#), suppliers will provide products and services that conform to all quality requirements and applicable standards to support compliant delivery of GA's high-quality products and services. Suppliers are also required to employ strong anti-counterfeit detection and avoidance programs, effective testing, and provide all required documentation as evidence of reliability and conformance.

We continually improve our products and process through coordination with our customers, employees, and suppliers. We regularly review our quality objectives and assess risk associated with the Quality Management System to ensure we maintain customer satisfaction and business focus.

Quality and delivery performance of our suppliers is critical to these objectives.

QA Resources



QA Requirements



QA Forms



Resources and Tools

Quality Assurance - Requirements

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 - REQUIREMENTS**
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Standard Quality Clauses

Document No.	Title	Revision No.	Revision Date
09492L00008	General Atomics Electromagnetic Systems Standard Quality Clauses	Y	2021/9/3
09492L00008	General Atomics Electromagnetic Systems Standard Quality Clauses	W	2019/8/14
09492L00008	General Atomics Electromagnetic Systems Standard Quality Clauses	V	2018/10/19
QDI 4-1	General Atomics Energy Group Standard Quality Clauses	P	2016/5/25
GA-SI	General Atomics Systems Integration Quality Clauses	E	2020/1/10

Other Requirements

Document No.	Title	Revision No.	Revision Date
09492S00012	Department of Defense Procedures and Repairs Applications Welding Specification	A	2021/09/3
09492S00013	Commercial Procedures and Repairs Applications Welding Specification	A	2021/09/3
09492S00014	Non-Destructive Examination Requirements Specification	A	2021/09/3
09492S00015	Commercial Non-Destructive Examination Requirements Specification	A	2021/09/3
49200P00002	Deliverable Documentation/Data Items Submittal Instructions, EMS	A	2019/08/15
49200R00003	NAVAIR Government Source Inspection Contact, EMS	A	2019/08/15

Quality Assurance - Forms

PROCUREMENT	<h2>QUALITY ASSURANCE FORMS</h2> <ul style="list-style-type: none">• MIC Mark Package Summary (EMS-0282)• Source Inspection Request (EMS-0538)• Supplier Certificate of Conformance Form (GA 4031)• Supplier Document Reuse and Duplication Request Form (EMS-0364)• Welder Summary Form (EMS-0365) <h3>Supplier Disposition Request Forms</h3> <ul style="list-style-type: none">• Supplier Disposition Request, EMS (SDR EMS-0196)• Supplier Disposition Request, GA (SDR GA-2329) 
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Quality Assurance – Forms (con't)

 **Supplier Disposition Request**
Process in accordance with EMS-QAP-04

*This form must be filled out completely with no blanks**. If a section is not applicable, mark "N/A" or strike through.*

Instructions for filling out form fields listed on the pages following this form.
****Shaded fields to be filled out by GA-EMS.**

(2) SDR Number & Revision:		(3) Date:		
(4) Supplier Information:	(5) Related Notification:	(6) CSI/CAI:	(7) CFR:	
(8) Part Name:		(9) Part/Drawing Number:	(10) Revision:	
(11) Classification (priority):	(12) Location:	(13) HWCI Number & Name:		
(14) Contract No:	(15) Contract Delivery Item No:	(16) WBS:	(17) Project No:	
(18) Purchase Order & Item Number:	(19) Network-Operation ACC:	(20) Lot Size:	(21) Qty. Inspected:	(22) Qty. Rejected:
(23) Initiator (print name):	(24) External Reference NO:	(25) Nonconformance Responsibility:		
(26) Effect on Contract Cost/Price:				
(27) Effect on Delivery Schedule:				
(28) Effect on Logistics Support, Interface, or Software:				
(29) Additional Information:				

Revision: D
1 of 5

2022/08/03

FORM #

EMS-0196

Quality Assurance – Forms (con't)



Supplier Disposition Request Process in accordance with EMS-QAP-04

FORM INSTRUCTIONS (FOR SUPPLIER)

1. *These instructions need not be included when submitting the completed form.*
2. *Do not paste images into the body of this form. Include any images as a PDF file attachment that is referenced in the body of the form. Embedded PDF files are acceptable.*

Field #	Field Name	Field Description
2	SDR Number & Revision	The supplier disposition request (SDR) number consists of two parts. The first part is the GA-EMS purchase order number, and the second part is a three-digit sequential number (for each purchase order) that is assigned by the supplier, who manages a supplier disposition request number log to avoid duplication or gaps. A revision letter is used to indicate subsequent revisions of the supplier disposition request.
3	Date	The date of occurrence or discovery of the manufactured item nonconformance, design modification, or information request.
4	Supplier Information	The name of the supplying organization on the GA-EMS purchase order and the address of the supplier manufacturing facility.
5	Related Notification	The quality notification (QN) number(s) of previous quality notifications that apply to the manufactured item covered by the supplier disposition request (SDR) that had similar causes and/or affected other manufactured items supplied to GA-EMS.
8	Part Name	The nomenclature of the manufactured item from the drawing or specification of the item listed in field 9.

Quality Assurance – Forms (con't)

3.3 Control of Product Configuration

(221) Control of Nonconforming/Modified Items

All deliverable Order items shall conform to the requirements of the Order. Nonconformances that cannot be reworked to print, design modification requests, and requests for information to clarify drawing or specification requirements, shall be documented and submitted for consideration using the most current version of the **SDR form (EMS-0196)**

Nonconforming items shall not be delivered or performed without prior written approval by Buyer, unless otherwise specified in the Order. The most current version of the SDR form may be obtained at <https://www.ga.com.quality-assurance-forms>.

Product dispositioned as scrap shall be conspicuously and permanently marked, or positively controlled, until physically rendered unusable.

Completed SDRs and CARs shall be submitted to Buyer Quality Assurance via email to EMS-SDR@ga.com and Buyer's Authorized Purchasing Representative specified in the Order.

NOTE: The original SDR form submitted by Seller will not be returned to the Seller after Buyer disposition. Upon Buyer disposition of submitted SDRs, Seller will receive a system-generated QN form. Multiple QNs may be generated for one SDR.

Quality Assurance – Resources & Tools

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SUPPLIER QUALITY ASSURANCE RESOURCES AND TOOLS

General Atomics' (GA) Quality Policy is to continually improve our products and process through coordination with our suppliers. That includes providing our suppliers with resources to help understand and comply with our Quality Assurance (QA) requirements. Please review GA developed resources specific to our quality clause requirements.

Remember to contact your GA Authorized Purchasing Representative for any questions specific to your GA Order.

Supplier Quality Clause Awareness Resources

- [QC 259, 259b, 277 – Raw Materials and Metals Requirements](#)
- [QC 273 & 275 – Welding and Brazing Requirements](#)

For any questions regarding these resources, or to suggest training on specific QA topics, please contact us at: SM-QA@GA.com

Remember to contact your GA Authorized Purchasing Representative for any questions specific to your GA Order.

Supplier Quality Tools

Welding Checklists

Process & Operations Sheets (POS)/Inspection Method Sheets (IMS)

Terms and Conditions

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Non-U.S. Government Funded Orders

- [Terms and Conditions for Commercial Orders \(GA 1603\)](#)
- [Terms and Conditions for Commercial Construction Orders \(GA 1603-A\)](#)
- [Terms and Conditions for Commercial Contract Labor Orders \(GA 1603-L\)](#)

U.S. Government Funded Orders for Commercial Items

- [Terms and Conditions for Commercial Items Purchased Under Department of Defense Contracts \(GA 1603-B\)](#)
- [Terms and Conditions for Commercial Items Purchased Under NASA Contracts \(GA 1603-N\)](#)
- [Terms and Conditions for Commercial Items Purchased Under Department of Energy Contracts \(GA 1603-E\)](#)

Department of Defense Orders

- [Terms and Conditions for Orders Issued Under Department of Defense Contracts \(GA form DF-1\)](#)

Department of Energy Orders

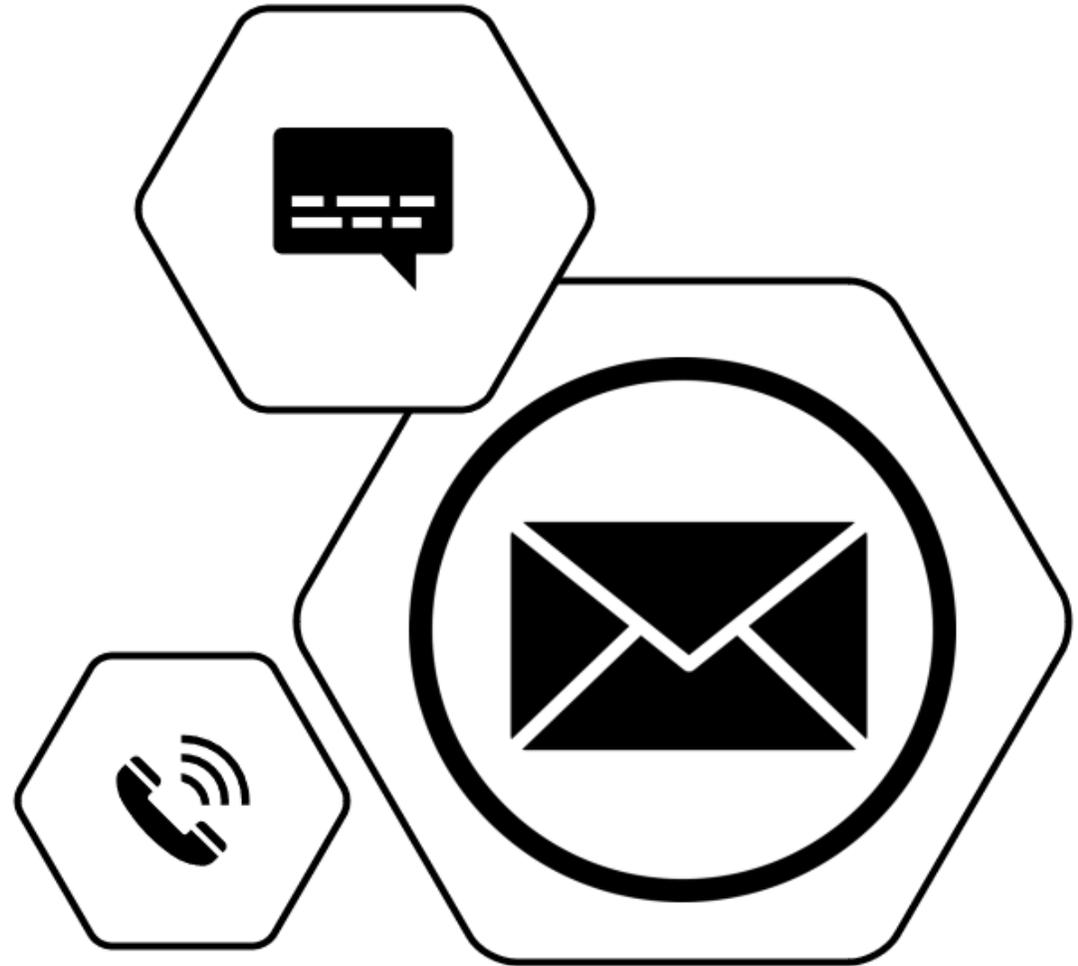
- [Terms and Conditions for Orders Issued Under Department of Energy Contracts \(GA form EF-1\)](#)

Certifications and Forms

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CERTIFICATIONS AND FORMS	Cost Accounting Standards <ul style="list-style-type: none">• Cost Accounting Standards (CAS) Notices and Certifications (PF-CASC-50)
	Export Control <ul style="list-style-type: none">• Export Control Compliance Supplier Certification (GA 2890)
	Supplier Proposal Adequacy <ul style="list-style-type: none">• Proposal Cover Sheet (PF-PCS-32)• Proposal Adequacy Checklist (PF-PAC-32)
	Truthful Cost or Pricing Data (Truth in Negotiations Act) <ul style="list-style-type: none">• Certificate of Current Cost or Pricing Data (PF-CCCP-34)

Key to Success

- **Communication**
 - Status of orders
 - Changes in personnel
- **Responsiveness**
 - Quotes
- **Collaboration**
 - Technical



Questions

