

General Atomics Small Business Program

Presented to
Lakehurst Small Business Roundtable

By
Mark Medina – GA SBLO
Doug Donegan – Director, EMS Strategy

Agenda

GA Business Overview

GA Small Business Program

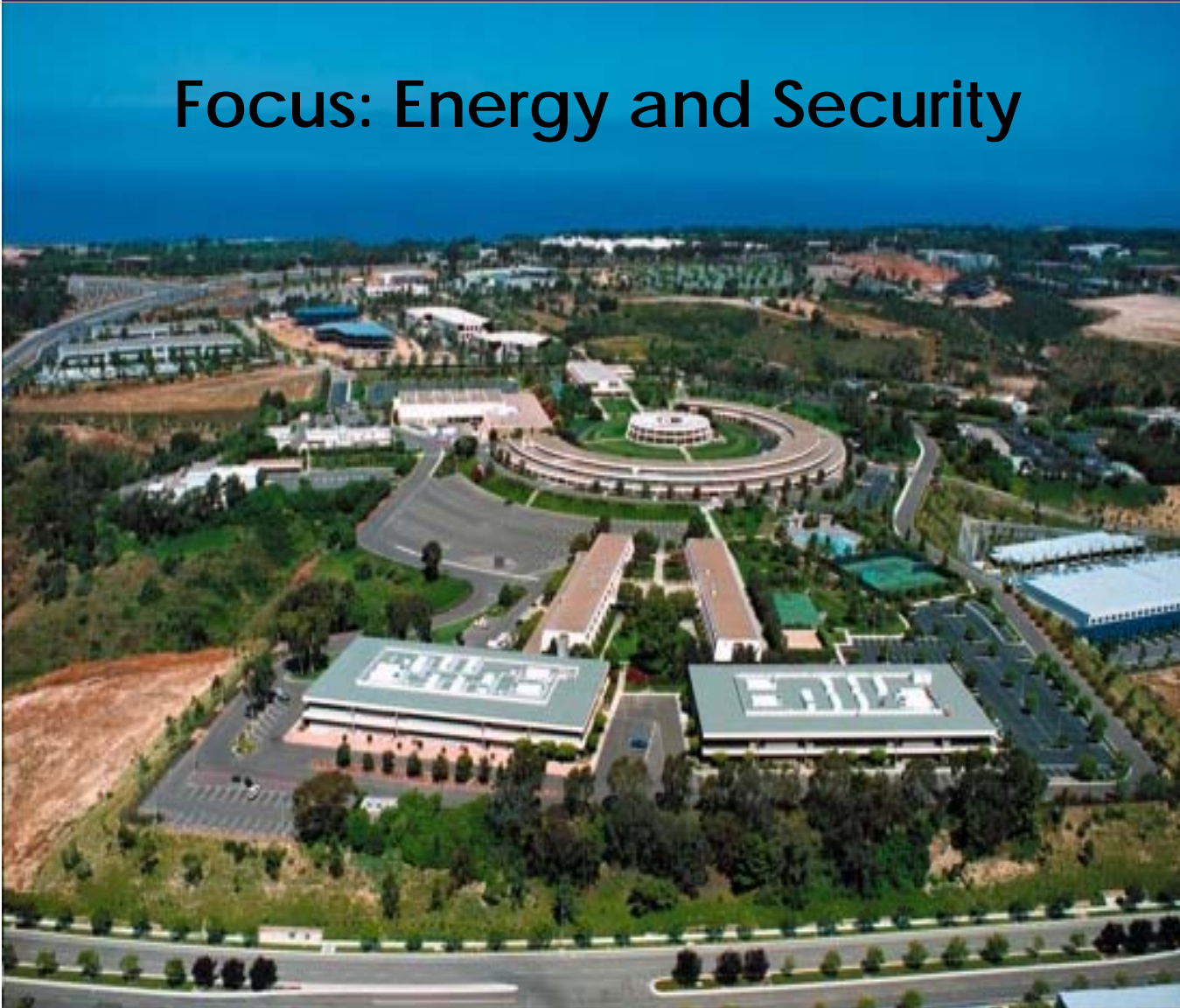
Small Business Support of GA

July 18, 2016



Over 61 Years of Science and Innovation

Focus: Energy and Security



GA Technologies

GA Technologies,
Chevron USA



GENERAL ATOMICS

Gulf/Royal
Dutch Shell GA



Gulf General
Atomic

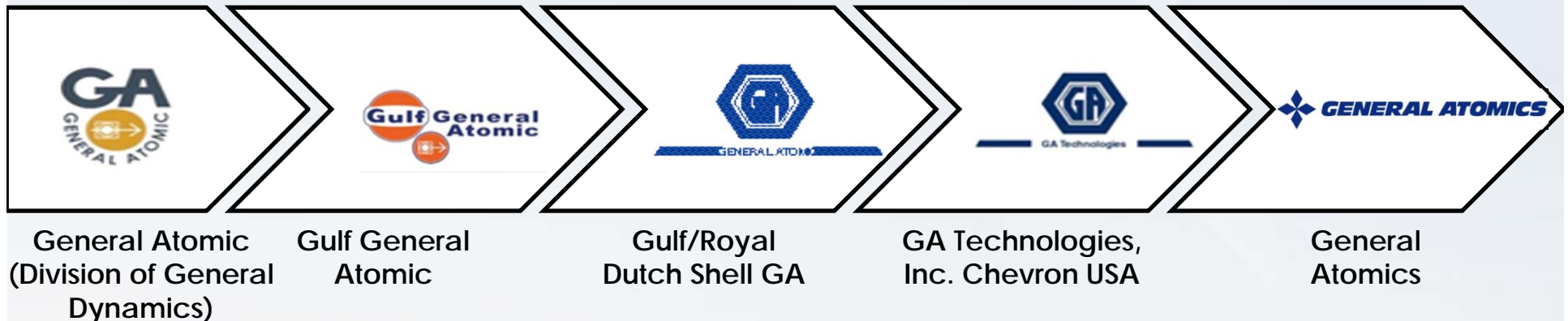
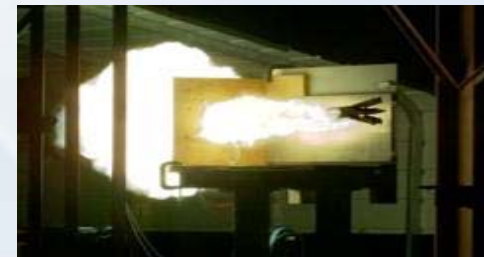


General Atomic
Division of General
Dynamics

Corporate History

Founded originally in 1955 as a division of General Dynamics, General Atomics (GA) and its affiliated companies now constitute one of the world's leading resources for high-technology systems.

- Nuclear fuel cycle
- Electromagnetic systems
- Remotely operated surveillance aircrafts
- Airborne sensors
- Advanced electronic, wireless, and laser technologies



Today GA Develops and Manufactures Advanced Technology Systems Worldwide



Aircraft Launch
and Recovery



Reconnaissance and
Surveillance



Urban Maglev



Power
Conversion



High Powered Lasers



Railgun



Radar Systems
and Imaging



Land Speed Record



Energy Storage



Munitions Demilitarization
and Waste Clean up



World's Most Widely-Used
Research Reactor



Endurance Power
Systems

General Atomics Small Business Program



Ongoing Training

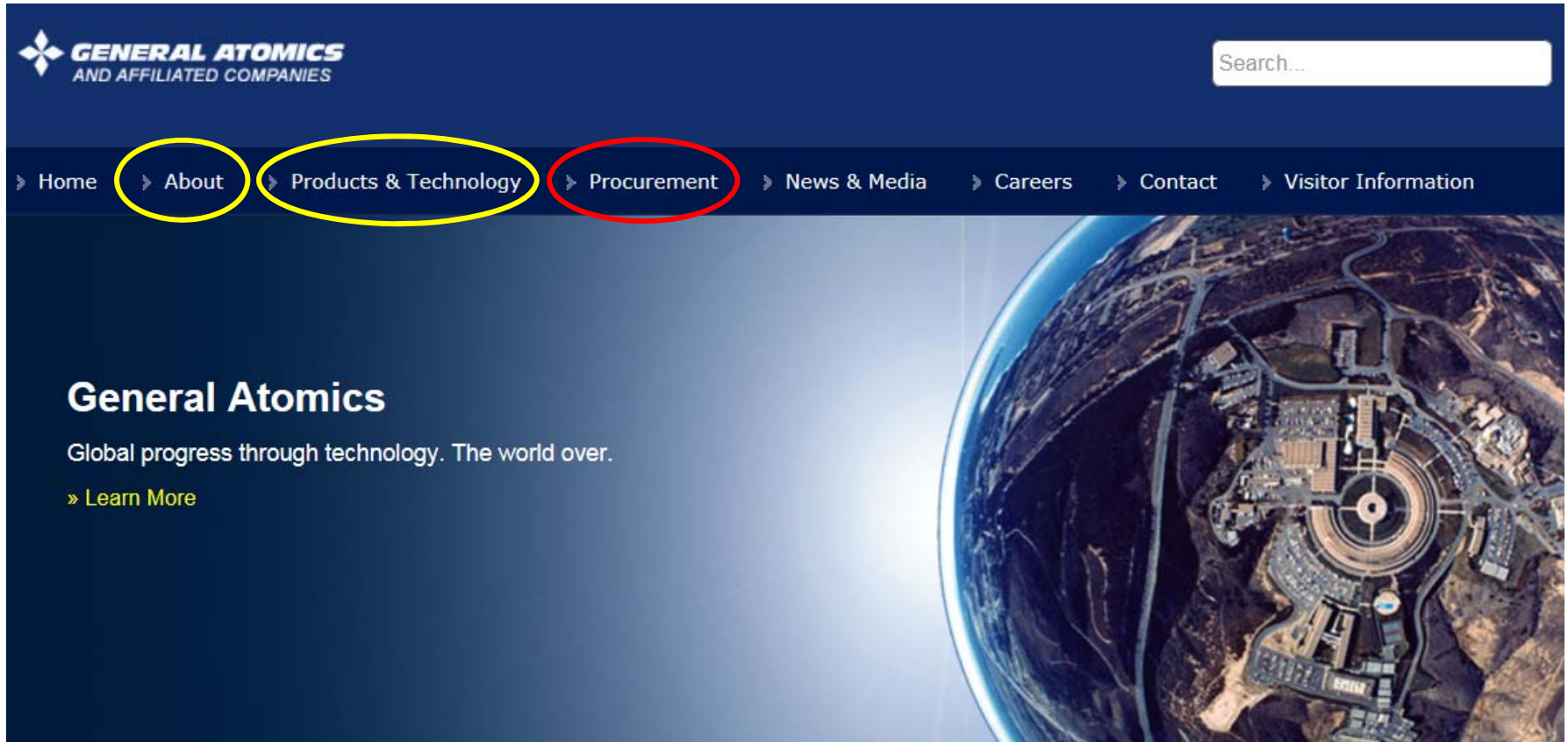
Recognition & Rewards

Continuous Outreach

General Atomics Small Business Program

- **Training...**
 - Continuous
 - Program promotion
- **Recognition & Rewards (DCMA: Very Good, Jan'16)**
 - ...for all including management
 - Rewards!
- **Outreach Options**
 - Potential Supplier Profile (external) / Database (internal)
 - Small Business Innovation Research (SBIR) Program...
 - GA sponsorship of local PTAC (SDCOC)

WWW.GA.COM



General Atomics Small Business Program

Small Business Program

GA's 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 and Cindie Salazar as the Small Business Compliance Administrator (858-455-3175). Supplier inquiries and company information can be sent to SB4GA@ga.com.

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 in the [Potential Small Business Profile form linked here](#).

"Registering" or submission of your company information does not guarantee future business, but does give your company an opportunity for added exposure within General Atomics.

Potential Small Business Profile Form

General Atomics Potential Small Business Profile Form

General Atomics is committed to offering small businesses the maximum practicable opportunity to provide products and services under contracts that GA supports. If you are a Small Business (SB), Small Disadvantaged Business (SDB), Woman-Owned Small Business (WOSB), HUBZone Small Business (HUBZ), Veteran-Owned Small Business (VOSB), or Service-Disabled Veteran-Owned Small Business (SDVOSB), we are interested in reviewing your capabilities. 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 in the Potential Small Business Profile Form below. Upon submission, you will receive an e-mail confirmation indicating that your information is recorded (you only need to submit once). Submission of your information does not constitute approval of your firm as a General Atomics supplier nor obligate General Atomics to solicit quotations from your firm. We will notify you if there is an opportunity for exploring a business relationship. Registering does not guarantee future business, but does give your company an opportunity for added exposure within General Atomics.

Existing GA Suppliers are requested not to use the form, but requested to contact their GA Buyer or GA SBLO for additional assistance.

COMPANY INFORMATION

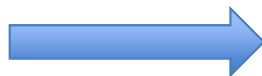
Company Name *


Doing Business as (DBA) Name

Average Number of Employees

Year Business Started

DUNS Number (www.DNB.com) *





Potential Small Business Suppliers Database Search Tool

Welcome! To begin, key in search criteria below.

This database is a searchable collection of businesses that have expressed interest in doing business with GA. To be listed in this database, a business must have submitted a "Potential Small Business Profile Form" located on GA's external website. Size categories are self-reported and will require verification before a potential supplier is assigned a GA vendor code. To search this database, input attributes below. If no criteria is entered, search tool will assume you do not want to filter by that field and will return all results.

Record an Order

Log an Order Placed with a Supplier in this Database

Be sure to log any order placed as a result of this database here. You can also search previously placed orders by PO or Buyer.

Search Business Attributes

Business Size

Business Type

Self-Certified Small Disadvantaged Business ☐

SBA Certified 8(a) Program Participant ☐

Small Woman-Owned Business ☐

SBA Certified HUBZone Small Business ☐

Veteran-Owned Small Business ☐

Service-Disabled Veteran-Owned Small Business ☐

Individual Native American Owned Business ☐

Tribal Native American Owned Business ☐

Alaska Native Corporation ☐

Native Hawaiian Owned Business ☐

Historically Black College or University ☐

Minority-Serving Educational Institution ☐

Search

Clear Search/Reset Criteria

Save and Close Database Search

Search by NAICS Code

Search

But how do I know which NAICS Code to search? (Informational only)

Search NAICS Keywords

This will return any 2012 NAICS Code with the specified keyword, regardless of if a vendor has used this code to self-identify in the database.

OR

Display All NAICS Codes

This will return all standard 2012 NAICS codes.


OR

Display All Potential Suppliers in Database

This will return all potential suppliers who have an interest in doing business with GA, including their self-reported NAICS codes.

9

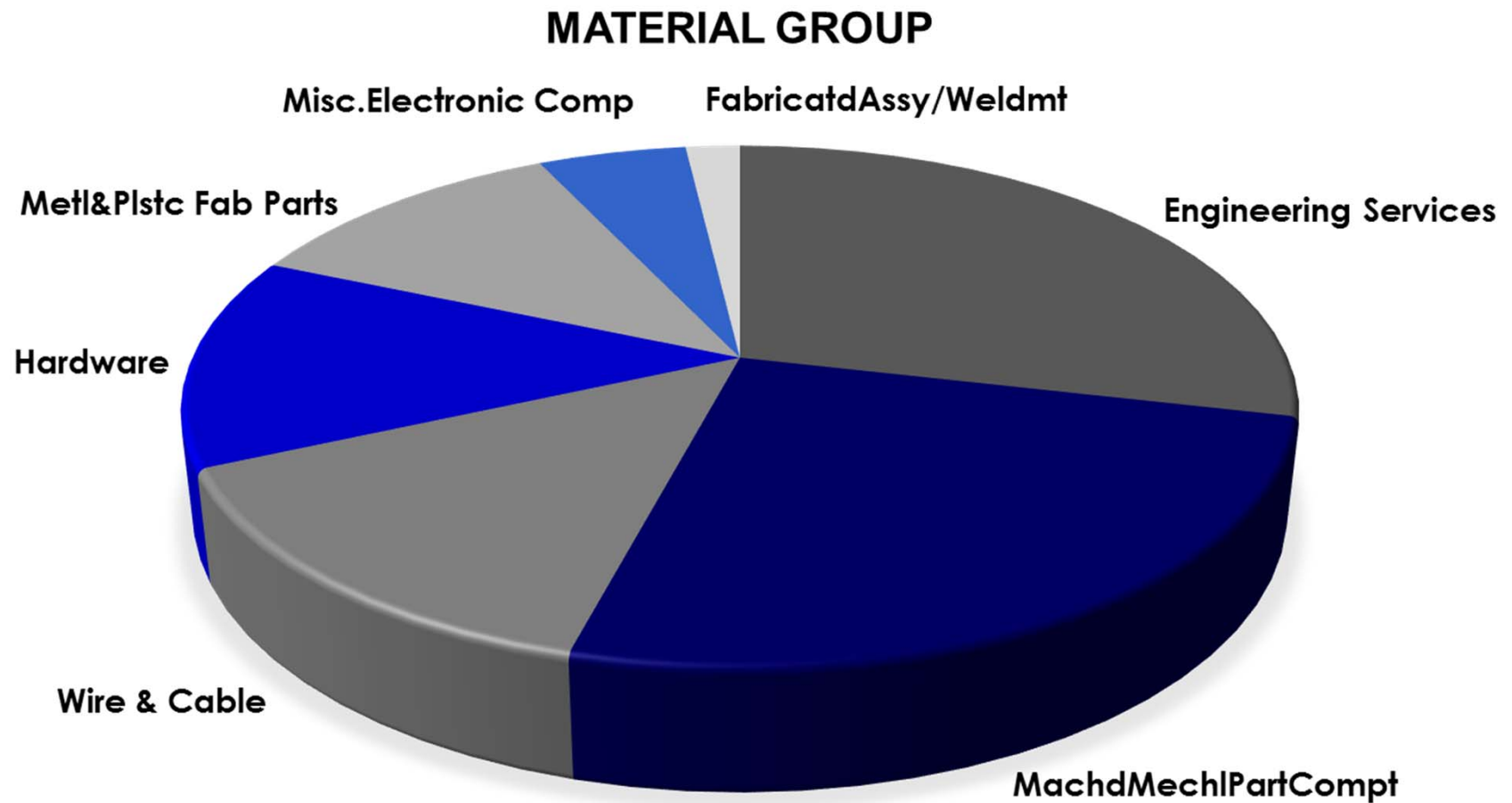
Approved for Public Release

 **GENERAL ATOMICS**
ELECTROMAGNETICS

Small Business Innovation Research (SBIR) Program

- **Small Business Innovation Research (SBIR)**
 - Established by Congress in 1982 to fund R&D by U.S. SB
 - Largest source of early-stage technology financing
 - Administered by the SBA
- **SBIR is a Three-Phased Program**
 - Phase I – discovery/feasibility study, determines the scientific, technical, comm'l merit of ideas submitted
 - Phase II – development to prototype, funding of prototyping and demonstration of promising Phase I projects.
 - Phase III – commercialization, the ultimate goal of SBIR
- **Need Help?: Association of PTACs - aptac-us.org**
 - New Jersey Statewide: <http://www.njit.edu/PTAC/SBIR>

NAICS of Interest



GA-EMS Overview



EMS Facilities

Products (Commercial and Military)

EMALS & AAG

GA-EMS Facilities

GA-EMS locations alone provide over 1 million ft² for engineering, quality assurance, research and development, manufacturing, testing, and support



Huntsville, AL

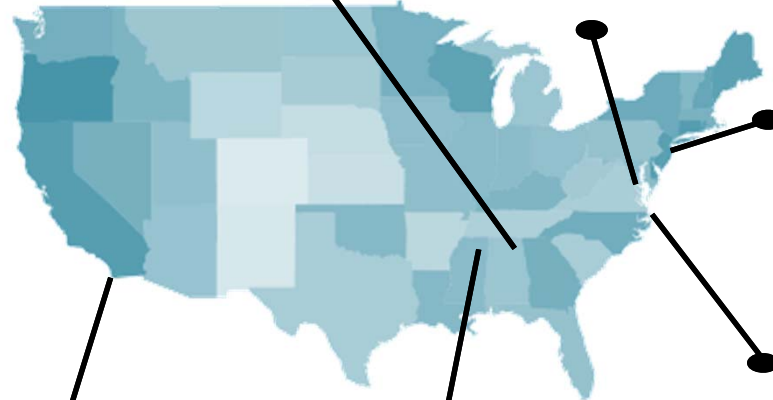


Washington, DC

Test Site Support
Lakehurst, NJ



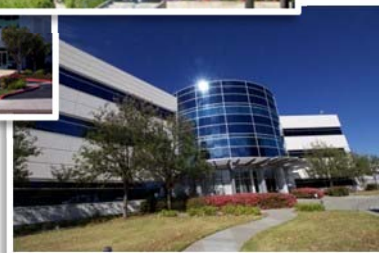
Newport News, VA



San Diego, CA



Tupelo, Iuka, and
Oxford, MS



Tupelo and Iuka, MS, Manufacturing Facility

- GA has 424,000 ft² of manufacturing space in Mississippi to serve a variety of manufacturing needs

- Machining
- Assembly
- Test
- Fabrication
- Print Circuit Board Assembly



2006



2007



2008



2009



2010



2011



2012



2013

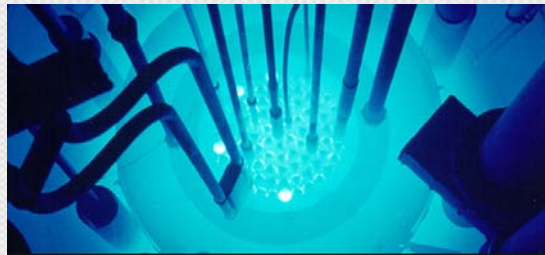


2016 (Iuka, MS)

Sampling of GA-EMS Commercial Products



Capacitors



Training, Research, Isotopes,
General Atomics (TRIGA) Reactor



Algae for Aquaculture



8 MW Motor



Radiation Monitoring Systems



Terminal Automation Products (TAP)



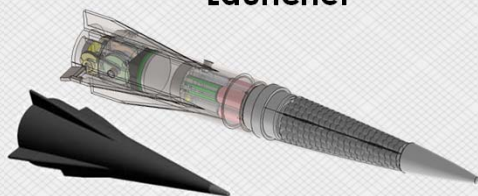
Gulftronic Electrostatic Separators

Sampling of GA-EMS Government/Military Products

Missile Defense and Space Systems



Medium Caliber Launcher



Projectiles



Electromagnetic Railguns



Nanosatellites

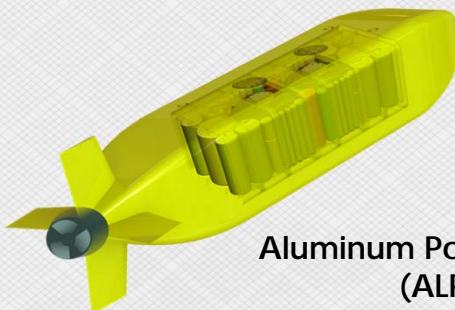
Advanced Concepts



Lithium ion Fault Tolerant (LiFT) Batteries



Demilitarization and Cryofracture



Aluminum Power Source (ALPS)

Aircraft Launch and Recovery Equipment (ALRE)



EMALS | AAG

Launching A New Era In Naval Aviation



Electromagnetic Aircraft Launch System (EMALS)

- More precise end speeds achievable over a wider range of aircraft weights and end speeds
- Aircraft life extension due to smoother acceleration
- Improved quality of life for operating crew
- Reduced total ownership cost



Power Electronics



Launch Equipment

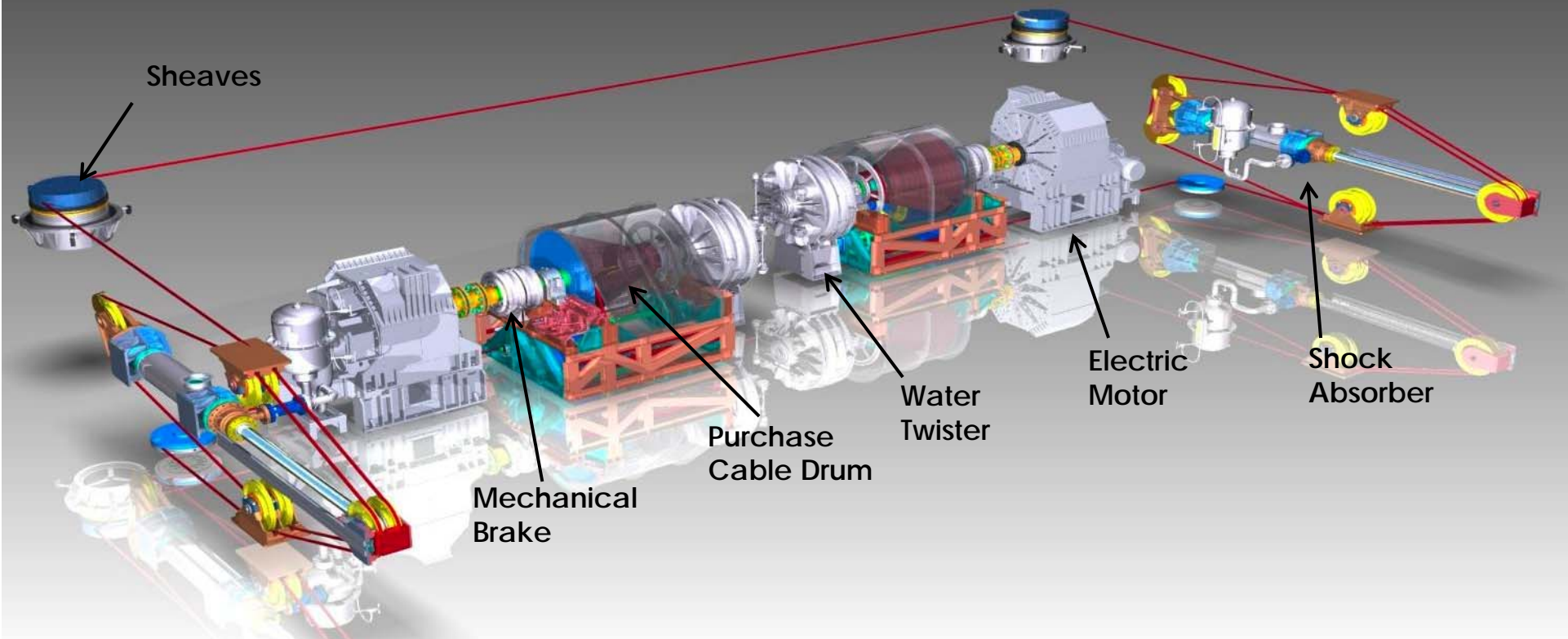


Energy Storage



System Controls

AAG Arresting Engine Consists of Two Energy-Absorber Modules and Shock Absorbers



- Water twister passively removes bulk energy
- Controllable electric motor provides constant deceleration during energy absorption and assists in overcoming inertia
- Mechanical (disc) brake backup stopping and hold (2 of 3 will stop aircraft)
- Shock absorber provides initial response and rapid damping of kink wave

AAG Completed First Trap of F/A-18E on 3/31/2016



Production of EMALS and AAG for FORD-Class Carriers

- CVN 78 systems delivered, installed and under test
- CVN 79 Undefined Contract Action (UCA) awarded 15 June 2015
 - FFP contract for delivery of 4 catapults and 2 arresting engine systems



CVN 78 Moves to NNS Pier 17 Nov 2013



CVN 79 Keel Laying 22 Aug 2015

EMALS Dead Load Testing June 2015



electromagnetic aircraft launch system

voice of Capt. John F. Meier
commanding officer, aircraft carrier Gerald R. Ford (CVN 78)

EMALS Dead Load Testing June 2015



electromagnetic aircraft launch system

voice of Capt. John F. Meier
commanding officer, aircraft carrier Gerald R. Ford (CVN 78)

GA-ASI Overview



GA-ASI Facilities

Family of Aircraft

The World's Benchmark

3.6 Million total flight hours
Over 550,000 flight hours in 2015



Every second of every day, over 60 Predator-series
aircraft are airborne worldwide

Long Endurance

Mission Flexibility

Best Value

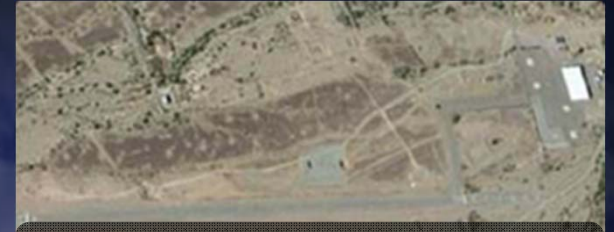
Facilities



Flight Operations – Gray Butte



Flight Operations – El Mirage



Flight Operations – Castle Dome



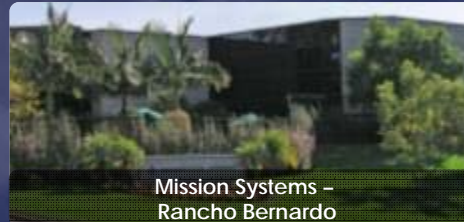
Manufacturing – Poway



Composite Manufacturing –
Sabre Springs



Headquarters – Poway



Mission Systems –
Rancho Bernardo



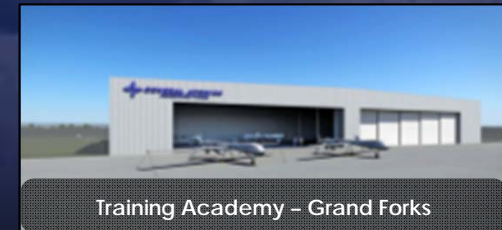
Mission Systems Engineering –
Rancho Bernardo



Aircraft Systems Engineering – Poway



R&D – Adelanto



Training Academy – Grand Forks

6,900+ employees

3.4M ft² (316k m²)

GA-ASI Family of Aircraft

740+ aircraft delivered

330+ GCS's delivered

335+ Lynx Radar delivered

3,500,000+ flight hours
– 90% combat hours

Worldwide Control
– Ku-SATCOM



General Atomics...the World's Leading UAS Company

- **Proven performance supporting military operations, homeland defense and civil missions**
 - Persistent ISR and Precision Strike over land or at sea
 - Border security and infrastructure protection
 - Firefighting, disaster response and search & rescue
- **Committed to expanding mission capabilities**
 - Aircraft upgrades and new designs
 - Advanced cockpit development
 - Continuous advancement of sensor technologies
- **Worldwide provider of affordable, effective and interoperable Unmanned Aircraft Systems**



THE POWER OF PARTNERSHIPS

General Atomics is committed to working with small businesses as dedicated as we are to delivering the highest quality products and services to support the Navy's mission. We recognize the value of a diverse supply chain and the important role partnerships play in driving innovation and powering success. Together, we can pioneer next generation solutions that make a difference.

Proud Sponsor – Navy Gold Coast Small Business Procurement Event