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
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
- Radar Systems and Imaging
- High Powered Lasers
- Railgun
- Land Speed Record
- Energy Storage
- Munitions Demilitarization and Waste Clean up
- World’s Most Widely-Used Research Reactor
- Endurance Power Systems

Approved for Public Release

GENERAL ATOMICS
ELECTROMAGNETICS
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)
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.
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.

- **Business Type**
  - Service Disabled Veteran Owned Small Business
  - Woman Owned Small Business
  - Small Business
  - Small Disadvantaged Business
  - HUBZone Small Business
  - Veteran Owned Small Business
  - Service Disabled Veteran-Owned Small Business
  - Female Owned Small Business
  - Other

- **Search Business Attributes**
  - Self Certified Small Disadvantaged Business
  - Small Business Procurement Program Participant
  - Woman Owned Small Business
  - Female Owned Small Business
  - Service Disabled Veteran-Owned Small Business
  - Veterans Owned Small Business
  - Native American Small Business
  - Tribal Business/Indian Small Business
  - Women-owned Small Business
  - Minority-Owned Small Business
  - HBCU
  - Minority Business
  - Minority Serving Educational Institution

- **Search by NAICS Code**
  - Search

- **Search by DUNS Number**
  - Search

- **Search by Bidding Facility Code**
  - Search

- **Display All NAICS Codes**
  - Search

- **Display All DUNS Numbers**
  - Search

---

Approved for Public Release
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
GA-EMS Overview

EMS Facilities

Products (Commercial and Military)

EMALS & AAG
GA-EMS locations alone provide over 1 million ft² for engineering, quality assurance, research and development, manufacturing, testing, and support.
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
Sampling of GA-EMS Commercial Products

- Capacitors
- Algae for Aquaculture
- Radiation Monitoring Systems
- Terminal Automation Products (TAP)
- Gulftronic Electrostatic Separators
- Training, Research, Isotopes, General Atomics (TRIGA) Reactor
- 8 MW Motor

Approved for Public Release
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

**Aircraft Launch and Recovery Equipment (ALRE)**
- Aluminum Power Source (ALPS)
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
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 Undefinitized 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

EMALS electromagnetics 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

This presentation does not contain technical data per ITAR 22 CFR parts 120-130.
Approved for Public Release
Facilities

6,900+ employees
3.4M ft² (316k m²)

This presentation does not contain technical data per ITAR 22 CFR parts 120-130.
Approved for Public Release

26
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

Avenger
Armed Reconnaissance / Quick Response

Reaper/Guardian
ISR / Strike / EW / Maritime Surveillance

Gray Eagle
ISR / RSTA / Strike

Predator/Predator XP
Persistent Surveillance

This presentation does not contain technical data per ITAR 22 CFR parts 120-130. Approved for Public Release
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