Teaming with General Dynamics Information Technology
Reaching High: NASA Aerospace Business Event
Kyle Hoomans, Small Business Office
About GDIT

General Dynamics Information Technology solves our customers’ biggest challenges through smart, future-focused technology and services, ingenuity and deep mission-knowledge.
A Good Small Business Partner: Considerations

- Core capabilities and past performance
- Competitive pricing
- Personnel experience, locations
- Quality procedures, continuous improvement
- Resource availability, HR stability
- Financial solvency/risk/strength
- Reputation
- Cost and cycle time reduction programs
- Technological or service advantages and innovations
- Organizational conflict of interest (OCI)
- Dependable, team player, responsive
- Are you cyber ready?

Alignment
- High ethics
- Strategic differentiation
- Customer understanding
- Not just a SB “category”
- Priming a SB set-aside?
  - Capture/Lead/Write Prop
  - Must Perform 50%+ Work
  - Processes & Management

Differentiate
- Customer knowledge and experience
- Why your company?
- Why are you seeking GDIT out to team?

Focus
- Use an opportunity-driven approach
- Understand your opportunities of interest
- Stay focused and targeted!
- Provide strategic differentiation
Contact Information

gdit.com/Partners

Small Business Partnerships
smallbusiness@gdit.com

Kyle Hoomans
Small Business Office
smallbusiness@gdit.com

• Partnerships and doing business
• Teaming considerations
• Calendar of Events
• Ethics and cybersecurity for suppliers
• GD registration site (common for all GD)

General Dynamics Business Units

www.gd.com/our-businesses
www.gd.com/Suppliers
GENERAL DYNAMICS
Information Technology