



# Connecting people, process, and technologies

*Delivering innovative sourcing solutions*

## What is the EDGE Innovation Sourcing Network?

The EDGE Innovation Sourcing Network is GDMS's outreach function to attract small business and encourage innovation from the GDMS supply base. Sheila Lucas is the Manager of the EDGE Innovation Sourcing Network.

## What does the EDGE Innovation Sourcing Network do?

EDGE is the entry point and access point for small business and all suppliers that want to do business with GDMS. This is our open supplier innovation ecosystem. We get to know your business and you get to understand GDMS' supply chain and technical needs and processes.

**Why should I interact with the EDGE Innovation Sourcing Network?** EDGE will share GDMS' supply chain/technical opportunities and needs with your organization. We do this thru our 'TechScout' process. TechScout is critical to our supply chain process to source potential outside solutions. We need your innovative approaches to build partnerships that solve our customers' greatest challenges.

**When do I get information from the EDGE Innovation Sourcing Network?** EDGE will send 'TechScouts' at the pace of business need. We encourage you to check your e-mail regularly for these opportunities. You will be notified by e-mail (techscout@gd-ms.com) of a new posted TechScout. Please be sure to encourage your technical teams to get these alerts so they can assist in preparing the requested responses.

EDGE will send regular communication e-mails at least once per month. These e-mails will come from edgeinnovation@gd-ms.com.

## Where does the EDGE Innovation Sourcing Network operate?

The EDGE is a virtual network and operates without brick and mortar facilities. EDGE Innovation Sourcing Network supports all US and International teams that procure solutions.

## Why should my company get involved with the EDGE Innovation Sourcing Network?

Your business wants to get involved with the EDGE so that our GDMS teams can fully understand your technology capabilities and your planned development efforts. Our understanding of your technical capabilities and technology roadmaps, coupled with early engagement on procurement opportunities, allows our team to align your competencies to our enterprise needs.

## How do I learn about procurement opportunities?

We will share our procurement needs through a variety of channels. The EDGE will share TechScout opportunities for you to share unique technical approaches to a shared technology need/challenge. TechScouts will be sent by e-mail from techscout@gd-ms.com. **Please sign up at [www.edge-innovation.com](http://www.edge-innovation.com) to receive our e-mail notifications.**

**SIGN UP**

Fill out the form below to join the EDGE Innovation Sourcing Network.  
All fields are mandatory.

First Name  Last Name

Company  Your Job Title

Email  Phone  City  State

How did you learn about us?

**SUBMIT**

## Who should I call if I have questions?

If you would like to learn more about the EDGE please contact:

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You can also follow EDGE Innovation Sourcing Network on social media

- Twitter @EDGEInnovNet
- Facebook
- LinkedIn
- YouTube

# Connecting people, process, and technologies

*Building relationships with our suppliers*

## Building Partnerships for a Competitive Advantage

Simply put, we connect you to GDMS' business. Our team is working cross-functionally, across all of our lines of business. The value of our partnership lies in our trust to share each other's business needs and practices to build superior technical solutions for customers and end users.

We are providing our technical and procurement teams access to supplier data around supplier performance, capability, and risk. We must work together to ensure the data is accurate and representative to showcase exemplary performance, areas of improvement, and corrective actions. We want our teams to have a holistic view of our suppliers. Our partnership around supplier data and having a common view of that data, will strengthen our partnerships and identify potential opportunities across the enterprise for effective sourcing solutions.



## Early & Continued Engagement Drives Holistic Partnering

We must engage early and often. Our expectation of our suppliers is that they can help influence proposed solutions while the approach is still forming. We do this by having a complete understanding of your capabilities allowing our team to align your competencies to our enterprise needs to partner as opportunities emerge.

## Technology Outreach and Foraging

Your innovative solutions can be discriminators to our business. Keeping our team up-to-date on your research and development could provide opportunities for co-development. Our Innovation Sourcing Network (ISN) allows you to deliver your innovations that keep our technical team and supply chain fully aware of how your company views the state of the possible. This helps ensure that solutions are readily available as technology insertions or refreshes occur.

## How suppliers will benefit

- Gain greater visibility and a deeper understanding of GDMS' needs
- Possibility to influence proposed solutions while the approach is still forming
- Forum to promote new capabilities to GDMS
- Expand/build relationship with large prime



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