

**GENERAL DYNAMICS
LAND SYSTEMS
P.O. BOX 2071
WARREN, MICHIGAN 48090-2**

**SMALL BUSINESS AND SMALL DISADVANTAGED
BUSINESS SUBCONTRACTING PLAN**

Submitted in accordance with Applicable Public Laws,
& FAR 52.219.8, 52.219.9, 19.704(a)(1) and (2).

Approved Master Subcontracting Plan dated 1 October 1999.

1. Government Contract DAAE20-97-G-0002 (D.O. 45)	2. GDLS Number L-1532	3. Program Description CY01 FOX NBCRS M&S - ARMY
4. Date Prepared 19-Jan-01	5a. Preparer's Name D. R. Bornemeier	5b. Title Estimating Mgr., Material Cost
6. PROCUREMENT APPROVAL a. R. E. Lafferty	5a. Title Small Business Liaison Officer	6c. Date 19-Jan-01

7. The following applies to plans with subcontract goals less than 5%:

In support of the government policy of placing a fair proportion of its acquisitions with small disadvantaged businesses, GDLS will strive to exceed the goals agreed to in our subcontracting plans and endeavor to achieve an overall goal of 5% of our total commitment dollars to small disadvantaged businesses, historically black colleges, and minority institutions; and 5% of our total commitment dollars to woman-owned small businesses; 3% of our total commitment dollars to HUBZone businesses, and 3% of our total commitment dollars to Veteran Small Businesses.

8. Total estimated cost of subcontracts relating to this plan: *Excludes Foreign Supplier (HWG) dollars \$2,699,801.00	Category Goals		\$ Amount	Percentage
	a.	Small Business Concerns (includes SDB, WOSB, HBCUMI) (Dollar Amount and Percent of \$d.)		\$539,960.20
b.	HUBZone Small Business Concerns (Dollar Amount and Percent of \$d.)		\$53,996.02	2.00%
c.	Large Business Concerns (Dollar Amount and Percent of \$c.)		\$2,105,844.78	78.00%
d.	Total (Sum of 8a, 8b and 8c.)		\$2,699,801.00	100.0%
e.	Small Disadvantaged (SDB) Concerns (Include HBCUMI) (Dollar Amount and Percent of \$d.)		\$134,990.05	5.00%
f.	Women-Owned Small Business (WOSB) Concerns (Dollar Amount and Percent of \$d.)		\$134,990.05	5.00%
g.	Veteran Small Business Concerns (Dollar Amount and Percent of \$d.)		\$80,994.03	3.00%

9. Indirect and overhead costs (check one) have been have not been included in the goals specified in item 8 above.

If "have been" is checked, explain the method used in determining the proportionate share of indirect and overhead cost to be allocated as subcontracts to small business concerns and small disadvantaged business concerns.

10. The following comments/methods were used in developing the goals for this subcontract plan.
This includes a description of principal products/service to be subcontracted. (Use extra sheet, if required.)

Acquisition of the bill of material line items estimated and proposed herewith is based on anticipated procurement of such items as castings, gears and gear assemblies, electronic controller modules from large businesses, and such items as electronic circuit card assemblies, gaskets, fittings and fasteners from small business concerns. The offeror anticipates procurement of such items as circuit card assemblies, machined small parts, brackets and fasteners from small disadvantaged businesses and circuit card assemblies, non-productive shop supplies and fasteners from women-owned businesses.

Procurement of these types of material acquisition from large, small, small disadvantaged and/or women-owned businesses reflects the offerors historical subcontract supplier sources as well as sources identified from current national and local small minority business publications, directories and trade fairs.

General Dynamics has a cumulative record of exceeding both the required and committed level of "SB & SDB" participation as periodically reported to the government through the formally required submission of Standard Forms 294 and 295. GDLS believes there are abundant procurement opportunities to achieve a more than satisfactory level of SB & SDB anticipation during this or subsequent contract performance periods.