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# *Defense Threat Reduction Agency*

*How to do Business with DTRA*  
*Presented by: Sharon Morrow*  
*Date: 11/21/2023*



DEFENSE THREAT REDUCTION AGENCY

*Deter. Prevent. Prevail.*

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# Agenda

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- DTRA Mission
- Who We are and What We Do
- What DTRA buys
  - Top 6 NAICS by \$\$ in FY23
  - Top 6 NAICS by # Awards to SB in FY23
- DTRA SB Achievement
- FY 22/FY23 YTD
- Tips for Finding Opportunities



# DTRA Mission

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- DTRA provides cross-cutting solutions to enable the Department of Defense, the United States Government, and international partners to **DETER** strategic attack against the United States and its allies; **PREVENT**, reduce, and counter WMD and emerging threats; and **PREVAIL** against WMD-armed adversaries in crisis and conflict



# Who We Are and What We Do

<b>AL</b>	The Acquisition, Contracts, and Logistics Directorate provides responsive solutions in acquisition, contracting, facilities, logistics, and engineering to enable the accomplishment of the Agency's mission.
<b>CT</b>	The Cooperative Threat Reduction Directorate implements the DoD Cooperative Threat Reduction (CTR) Program by working with partner countries to prevent the proliferation of Weapons of Mass Destruction (WMD) and eliminate chemical, biological, radiological, and nuclear (CBRN) threats.
<b>HR</b>	The Human Resources Directorate operates as a collaborative and strategic partner to acquire, develop, and sustain a highly competitive and diverse workforce supporting the mission, vision, and values of DTRA.
<b>IT</b>	The Information Technology Directorate projects the Agency's knowledge and capabilities for information sharing and situational awareness in a rapid and secure manner with DoD and Interagency Partners to counter and deter WMD and improvised threat networks.
<b>NE</b>	The Nuclear Enterprise Directorate provides capabilities that enable DoD warfighters, interagency stakeholders, allies and partners to ensure a safe, secure, and credible U.S. nuclear deterrent.



# Who We Are and What We Do (continued)

<b>OB</b>	The On-Site Inspection and Building Capacity Directorate enables the Department of Defense, the U.S. Government, and International Partners to counter and deter Weapons of Mass Destruction (WMD) by conducting Arms Control and Countering Weapons of Mass Destruction (CWMD) Building Partner Capacity Activities.
<b>OI</b>	The Operations and Integration Directorate provides operational understanding and analytic support in order to coordinate, integrate, and synchronize agency Operations, Activities, and Investments (OAI) and their effects against National Defense Strategy (NDS) threats.
<b>RD</b>	The Research and Development Directorate provides science, technology and capability development investments that maintain the U.S. military's technological superiority in countering weapons of mass destruction & asymmetric threats, mitigate the risks of technical surprise and respond to the warfighter's urgent technical requirements.
<b>SI</b>	The Strategic Integration Directorate enables DTRA's support to the warfighter through synchronized strategic and operational planning, and effects.



# What DTRA Buys - Top 6 NAICS Codes by Dollars (FY-23)

NAICS	Description	Dollars
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$340,287,294.54
541330	ENGINEERING SERVICES	\$242,447,224.86
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$225,583,872.36
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$157,0004,042.66
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$97,845,312.53
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	\$59,029,808.87



# What DTRA Buys – Top 6 NAICS Codes to SB by # Actions (FY-23)

NAICS	Description	# of SB Actions
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY	258
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY	271
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	283
541330	ENGINEERING SERVICES	54
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	63
541519	OTHER COMPUTER RELATED SERVICES	57



# DTRA Small Business Achievement

Category	Goal	FY 22	FY 23
Small Business	18%	30.71%	24.30%
Small Disadvantaged Business	5%	21.47%	17.62%
Service Disabled Veteran Owned Small Business	3.00%	3.61%	2.62%
Women Owned Small Business	5.00%	4.63%	3.38%
HUBZone Small Business	3.00%	0.50%	0.43%

Source: FPDS-NG as of 09/30/2023





# Tips for Finding Opportunities

- The DTRA Office of Small Business Programs Acquisition Forecast
  - Posted monthly online at <https://www.dtra.mil/Business/Office-of-Small-Business/>
  - Respond to Sources Sought Notices and Requests for Information (RFIs)
    - Include the capabilities of teaming partners
    - Include information about company financial responsibility (i.e. letters of credit, lines of credit, etc)
- Use SAM.gov to find opportunities
  - Use keyword searches, socioeconomic searches, agency searches, geographic searches
  - Register as an interested vendor for specific opportunities to receive automatic notices about that opportunity



# Tips for Finding Opportunities (Continued)

- Use Federal Procurement Data System (FPDS) to find opportunities
  - For the general public accounts, DoD data is delayed by ninety days for security reasons
  - You can apply for an individual account and that data is not delayed
  - Great market research tool for upcoming opportunities
- Know your target customer
  - Standard Operating Procedures (SOP); most DTRA contracts require facility clearances
  - Mission; Organizational Structure
  - Required Sources of Supplies and Services



# Contact Information

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## DTRA OFFICE OF SMALL BUSINESS PROGRAMS

Email: [DTRA-sb-outreach@mail.mil](mailto:DTRA-sb-outreach@mail.mil)

Website: <https://www.dtra.mil/Business/Office-of-Small-Business/>

Office: 703-767-3436



# Questions

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