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Acquisition and Small Business Update

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DEFENSE THREAT REDUCTION AGENCY

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Agenda

- How DTRA Acquires
- What DTRA Acquires
- DTRA Small Business Goals and Achievements
- Tips for Finding Opportunities
- DoD Mentor-Protégé Program



How DTRA Acquires

- FAR/DFARS-Based Contracting
 - DTRA utilizes 8(a) direct awards when appropriate (e.g. the requirement meets the threshold, the 8(a) firm is capable, and the price is reasonable)
- Other Transactional Authority
 - Science and Technology Broad Agency Announcement (BAA)
 - Joint Program Executive Office Countering Weapons of Mass Destruction Consortium
 - Defense Innovation Unit
 - Unsolicited Proposals
- Research and Development through BAAs
- Small Business Innovation Research and Small Business Technology Transfer Programs



What DTRA Buys - Top 6 NAICS Codes by Dollars (FY-22)

NAICS	Description	Dollars
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	\$37,060,283.61
541517	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$21,045,235.74
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$118,046,511.41
541714	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY (EXCEPT NANOBIOENGINEERING)	\$597,473,151.68
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$114,985,165.89
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$284,885,533.85



What DTRA Buys – Top 6 NAICS Codes to SB by # Actions (FY-22)

NAICS	Description	# of SB Actions
541512	COMPUTER SYSTEMS DESIGN SERVICES	66
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	57
541519	OTHER COMPUTER RELATED SERVICES	57
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	277
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	324
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	280



DTRA Small Business Achievement FY21-22

Category	Goal	FY21	FY 22
Small Business	18% (FY21) 25.00% (FY22)	27.25%	30.71%
Small Disadvantaged Business	5% (FY21) 18.79% (FY22)	17.26%	21.47%
Service Disabled Veteran Owned Small Business	3.00%	4.44%	3.61%
Women Owned Small Business	5.00%	4.81%	4.63%
HUBZone Small Business	3.00%	1.51%	0.50%

Source: FPDS-NG as of 11/09/2022



Small Business FY23 Performance – as of 3/10/2023

Total Small Business Eligible: \$321,639,432.28

Category	Goal	Current %	Difference	Current \$	Difference \$
Small Business	26.02%	32.79%	6.77%	\$105,465,682.12	\$25,055,824.05
Small Disadvantaged Business	19.7%	28.65%	8.95%	\$92,150,696.71	\$31,714,647.38
Service-Disabled Veteran-Owned Small Business	3.00%	1.72%	-1.28%	\$5,538,303.42	-\$4,110,879.55
Women-Owned Small Business	5.00%	3.86%	-1.14%	\$12,425,498.72	-\$3,656,472.89
HUBZone Small Business	1.00%	0.36%	-0.64%	\$1,153,405.33	-\$8,495,777.64



Tips for Finding Opportunities

- The DTRA Office of Small Business Programs Acquisition Forecast <https://www.dtra.mil/Work-With-Us/Office-of-Small-Business>.
- Use SubNet to find subcontracting opportunities (https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm)
- Respond to Sources Sought Notices and Requests for Information
 - Include the capabilities of teaming partners
 - Include information about company financial responsibility (e.g. letters of credit, lines of credit, etc.)
- Visit SAM.gov
 - 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 (cont.)

- Use Federal Procurement Data System (FPDS)
 - For general public accounts, DoD data is delayed by 90 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; most DTRA contracts require facility clearances
 - Mission and Organizational Structure
 - Required Sources of Supplies and Services
- Request a meeting with DTRA Office of Small Business Programs at dtra-sb-outreach@mail.mil



DoD Mentor Protégé Program (MPP)

- Provides incentives to Federal Contractors to develop small businesses in order to strengthen the industrial base
- Three kinds of Mentor-Protégé Agreements (MPAs)
 - Reimbursable – Mentor is paid for allowable expenses
 - Credit – Mentor receives small business subcontracting credit
 - Hybrid – One year of reimbursable and one year of credit
- DTRA implemented the DoD MPP – awarded first MPA Mar '23
- Next steps:
 - We will be releasing a BAA call for white papers in the next month
 - White papers discuss how the proposed technology transfer will benefit the Protégé and DoD/DTRA/Combatant Commanders in their mission priorities
 - Mentors with the most promising technology transfer in their white papers will be invited to propose



Questions?