

Defense Threat Reduction Agency

How to do Business with DTRA

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Agenda

- DTRA Mission and Vision
- Who We are and What We Do
- What DTRA buys
 - Top 5 NAICS by \$\$s in FY18
 - Top 10 NAICS by number of awards to SB in FY19
- DTRA SB Achievement
 - FY 18 / FY19 YTD
- Tips for finding opportunities



DTRA Mission

- Mission: DTRA enables DoD and the U.S. Government to prepare for and combat weapons of mass destruction (WMD) and improvised threats and to ensure nuclear deterrence



Who We are and What We Do (Continued)

AL	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.
CZ	The Combat Support Directorate provides steady state and crisis planning, coordination, direction, monitoring, training, and reporting on execution of Agency operations, exercises, and force deployments in support of counter weapons of mass destruction and improvised threats.
CT	The Cooperative Threat Reduction Directorate prevents the proliferation or use of weapons of mass destruction by working with partner nations to secure, eliminate, detect, and interdict WMD-related systems and materials.
HR	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.
IT	The Information Integration and Technology Services Directorate protects the Agency's knowledge and capabilities to enable information sharing and situational awareness with Department of Defense and interagency partners to counter weapons of mass destruction and improvised threats.



Who We are and What We Do (Continued)

JD	The Joint Improvised Threat Defeat Organization enables the Department of Defense to counter improvised explosive devices and emerging improvised threats in order to support combatant commands and the U.S. Joint Force.
NE	The Nuclear Enterprise Directorate provides capabilities to the Department of Defense and interagency stakeholders, allies, and partners to ensure the safety, security, reliability, and effectiveness of the U.S. nuclear deterrent force and countering weapons of mass destruction mission.
OB	The On-Site Inspection and Building Capacity Directorate reduces weapons of mass destruction threats through arms control treaty monitoring and on-site inspections which advances Department of Defense, interagency, and international partner capability to counter weapons of mass destruction threats and associated networks.
RD	The Research & Development Directorate provides research and development investments that maintain the U.S. military's countering weapons of mass destruction technological superiority, mitigate the risks of WMD surprise, and respond to the warfighters' urgent technical requirements.



What DTRA Buys – Top 5 NAICS by \$\$s

NAICS	Description	\$\$s
541990	All Other Professional, Scientific, and Technical Services	\$282,779.608.15
541712	R&D in the Physical, Engineering and Life Sciences (except Biotech)	\$245,703,646.33
541711	R&D in Biotechnology	\$44,968.555.71
541513	Computer Facilities Management Services	\$43,011.463.33
541715	R&D in the Physical, Engineering, and Life Sciences (except Nanotech and Biotech)	\$31,791.646.91

Source: Federal Procurement Data System (FPDS) as of 8/5/19



What DTRA Buys – Top 10 NAICS to SB by # of Actions (FY18)

NAICS	Description	# of SB Actions
541715	R&D in Physical, Engineering, and Life Sciences (except Nanotech and Biotech)	525
541712	R&D in Physical, Engineering, and Life Sciences (except Biotech)	53
541519	Other Computer Related Services	51
561111	Office Administrative Services	41
541512	Computer Systems Design Services	31
541611	Administrative Management and General Management Consulting Services	25



DTRA Small Business Achievement

CATEGORY	GOAL	FY 18	FY 19
Small Business	16.5%	20.8%	22.4%
Small Disadvantaged Business	5.0%	11.3%	13.4%
Service Disabled Veteran Owned Small Business	3.0%	5.2%	5.2%
Women Owned Small Business	2.2%	1.8%	2.0%
HUBZone Small Business	1.0%	1.4%	1.4%

Source: FPDS as of 7/31/19



Tips for Finding Opportunities

- 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 FedBizOpps (FBO.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



Questions

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