



# ***Acquisition and Small Business Update***

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**Lisa K. Swan, SES**

**Director, Acquisition, Contracts, and Logistics Directorate**

**Senior Procurement Executive**

(703) 797-7900

[dtra.belvoir.al.mbx.al-support-staff-inbox@mail.mil](mailto:dtra.belvoir.al.mbx.al-support-staff-inbox@mail.mil)



# Agenda

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- 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 Units
  - Unsolicited Proposals
- Research and Development through BAAs
- Small Business Innovative Research and Small Business Technology Transfer Programs



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# What DTRA Acquires: Top 5 in FY21

NAICS	Description	Dollars
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$279,568,055.16
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$226,636,663.64
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$123,269,268.98
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$47,764,015.74
541519	OTHER COMPUTER RELATED SERVICES	\$35,875,419.36

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# What DTRA Acquires: Top 5 to SB in FY21

NAICS	Description	# of SB Actions
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	241
541519	OTHER COMPUTER RELATED SERVICES	68
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	39
541714	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY (EXCEPT NANOBIOLOGY)	78
541512	COMPUTER SYSTEMS DESIGN SERVICES	59

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# DTRA Small Business Goals for FY20-21

Category	Goal	FY20	FY21
Small Business	18.00%	24.99%	27.59%
Small Disadvantaged Business	5.00%	9.65%	17.68%
Service Disabled Veteran Owned Small Business	3.00%	2.85%	4.39%
Women Owned Small Business	5.00%	3.21%	4.76%
HUBZone Small Business	3.00%	0.97%	1.49%

Source: FPDS-NG as of 10/5/21

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# DTRA Small Business Goal Achievement

Category	Goal	FY20	Difference
Small Business	25.00%	29.61%	4.61%
Small Disadvantaged Business			
Service Disabled Veteran Owned Small Business	3.00%	1.82%	-1.18%
Women Owned Small Business			
		0.40%	-2.60%

Source: FPDS-NG as of 3/10/22

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# Tips for Finding Opportunities

- The DTRA Office of Small Business Programs Acquisition Forecast  
<https://www.dtra.mil/Work-With-Us/Office-of-Small-Business>.
- 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.)

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- 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](mailto: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
  - 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
  - We will be releasing a BAA call for white papers in the next 2 months.
  - 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 MPAs will be invited to propose



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# Questions?

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