



WELCOME

01

DEFENSE TRADE SOLUTIONS COMPANY PROFILE

INTRODUCING THE
LEADER IN DEFENSE
TRADE

2022

WE EXPEDITE DEFENSE EXPORT APPROVALS

We are the leading provider of professional services to the U.S. Defense Industry on defense trade policy, releasability, export controls, and international program execution. Drawing on our wealth of specialized expertise, we bring opportunities to life.





OUR FOUNDER

Having built years of expertise in developing defense trade export strategies in the areas of policy, releasability, export controls, and international program execution, Steven Casazza's career path was shaped by 9/11. Much like the saying "tragedy drives innovation," says Casazza. The DTS team today is powered by the reverberations of the attacks and the vision that enhancing the capability of U.S. allies enhances the protection of U.S. Warfighters.

DTS caters to aerospace & defense businesses lacking the bandwidth or expertise to navigate defense exports requirements. We help customers who are exhausted from day-to-day friction, export regulations, and lengthy approval timelines that impede their growth. We effectively navigate their defense export requirements at the speed of business for our customers. Our approach is business-focused, and also aligns U.S. defense industry goals with U.S. national security & foreign policy objectives.

STEVEN A. CASAZZA

PRESIDENT & FOUNDER



ABOUT DTS



ABOUT US

We view ourselves as enabling the U.S. Defense Industry in keeping the country safe and the national security and foreign policy interests of the U.S. Government at the forefront.

AGILE BOUTIQUE

There are over 43 USG offices comprising of 17+ export review processes, and while large prime contractors can field teams of staff to engage the USG, DTS has the subject matter expertise and resources to quickly help your international sales become reality.

CRAFTSMANSHIP

We have spent our careers working across the defense industry witnessing an increasing gap between USG export processes and the ability for defense companies to navigate and be successful in international pursuits. At DTS, our team is passionate about transforming intangible restraints into innovative solutions. We work with you to navigate and eliminate friction in all USG approval processes to see your vision through to delivery.

REPUTABLE

Since the formation of DTS, we have quickly established a reputation for delivering high-quality solutions to our clients. We routinely increase client market access and topline revenue by maximizing USG export approval, and speed and agility when executing international programs.

DOD ACTIVE FACILITY CLEARANCE



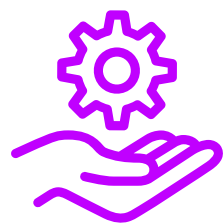
DISRUPTIVE

There is no “one-solution fits all.” We consistently push boundaries by approaching work with curiosity and striving to outperform what came before.



TRUST

We keep our commitments and do what is right. Honesty and truthfulness guide our conduct. We are open-minded and celebrate the unique qualities of people. We believe that trust is earned by our actions every day.



SERVICE

We have an unparalleled focus on inclusion, with a diverse team of visionaries, thinkers and doers. We embrace all perspectives and talents. We know that this enhances our ability to serve our clients with more innovative and shared solutions.

VALUES AT OUR CORE



OUR TEAM



WE ARE DEFENSE TRADE CONNESSEURS

What sets DTS apart from competition is our customer-centricity and tactical empathy towards our customer needs. Our teams are divided based on customer relationships. This is to ensure each solutions team is dedicated to their portfolio of customers, while formulating an integrated strategy that is more than just the sum of individual experiences.

We are more than consultants; we are allies for our client's defense exports journey. We bridge strategy to implementation in all areas of defense trade policy, releasability, export controls and international program execution to the U.S defense industry.

LEADERSHIP



STEVEN CASAZZA

Founder & President

"ONE-PART DEFENSE EXPORTS EVANGELIST, ONE-PART CREATIVE PROBLEM SOLVER, TWO-PARTS TEAM MOTIVATOR, AND ONE-PART POLITICAL NEGOTIATOR."



ANNA YAP

Senior Director of Service Delivery

"TWO-PARTS CLIENT SATISFACTION, ONE-PART COST & SCHEDULE MANAGEMENT, WITH TWO DASHES OF EFFICIENCY."



LAUREN SAXINGER

Director of Marketing & BD

"BUBBLES ALL THE WAY!
I ADD THE EFFERVESCENT TO MESSAGING AND BRAND."

SOLUTIONS MANAGERS



AUDREY SUTTON

Solutions Manager

"ITAR COMPLIANCE,
AGED WITH EXPERIENCE,
AND A DASH OF FRESH THINKING."



JESSICA BURKE

Solutions Manager

"ONE-PART FOREIGN DISCLOSURE POLICY,
TWO-PARTS TECHNOLOGY SECURITY,
AND 2-3 DASHES OF POWERPOINT WIZARDRY."



CHANEL GARGULA

Solutions Manager

"ONE PART EXPORT CONTROLS,
TWO PARTS EXECUTION STRATEGY,
WITH A GARNISH OF TEAM SPIRIT."

SENIOR SPECIALISTS



STEVE CARACCILO

Senior Specialist, BD

"TWO-PARTS LICENSE DRAFTER,
ONE-PART EXEMPTION VALIDATOR,
DASHES OF APPROVAL FACILITATION
AND POST-APPROVAL COMPLIANCE."



NICK THORNE, PHD

Senior Specialist

"ONE-PART LICENSING,
ONE-PART TECHNOLOGY,
AND ONE HUGE PART CURIOUS ACADEMIC."



CHELSEA THOMPSON

Senior Specialist

"ONE PART LICENSING,
ONE PART BIG PICTURE PLANNING,
AND ONE PART ORGANIZING."



WHITNEY DILLON

Senior Specialist

"ONE-PART INTERNATIONAL TRADE,
TWO-PARTS ORGANIZATION AND PROCESS IMPROVEMENT
WITH A GARNISH OF COLLABORATION AND PROBLEM SOLVING."

SPECIALISTS



DEANNA SCHLIEVE
Specialist

"A MIXTURE OF ECLECTIC EXPERIENCES IN THE ITAR, EAR AND FTR, SPRINKLED WITH IMPORT INSIGHTS AND DOLLOPED WITH POSITIVITY."



GABBY SOUSA
Specialist

"ONE PART LICENSING STRATEGY, ONE PART STRATEGIC THINKER, AND ONE PART WRITER RIMMED WITH CUSTOMER SERVICE AND A TWIST OF SOCIAL BUTTERFLY."



BREANNA BROCK
Specialist

"ONE-PART STATUTORY INTERPRETATION, ONE-PART REGULATORY TRANSLATOR, TWO-PARTS PROCESS AND PROEDURE AD AND ONE-PART EDUCATOR."

JUNIOR SPECIALISTS & INTERNS



ISABELLE PHAM

Junior Specialist

"THREE PARTS SUPPLY CHAIN MIXED OF LOGISTICS, OPERATIONS MANAGEMENT, AND PROCESS IMPROVEMENT, WITH TWO PARTS INTERNATIONAL TRADE."



JAMIE GRILLO

Intern

" AMBITIOUS POLITICAL INTERN CHILLED AND BLENDED WITH A SOLID AROMA FOR SAMPLING EXPORT COMPLIANCE TOPPED WITH A CRUNCHY BITE OF HUMOR. THE PERFECT MIXTURE FOR THE SUMMER SEASON! "



OUR SERVICES



A HOLISTIC APPROACH

Within the aerospace and defense industry, the Arms Export Control Act (AECA) and International Traffic in Arms Regulations (ITAR) are often seen as impediments to growth, lacking consistency and predictability. There is the added hiccup of keeping updated with changing U.S. Government regulations and policies that drive export approval decisions. Business success requires a holistic view of the processes and an understanding of behind-the-scenes to navigate the bureaucracy to identify the export approval path of least resistance.

DTS navigates export controls to develop international sales and decrease the friction of compliance with the ITAR while integrating complex international business requirements into strategies for successful program implementation.

We guide our clients through the security cooperation enterprise to access business intelligence, acquire new business and shore up current contracts. For export restrictions on sensitive technology developed by the U.S. Defense Industry, DTS provides design for exportability strategies to facilitate the release of these technologies that the U.S. Government deems critical and restricted by technology security & foreign disclosure requirements.

**TO
ELIMINATE
FRICTION
IN YOUR
BUSINESS**

OUR SERVICES

1

SECURITY COOPERATION

Government-to-government sales are a significant portion of the defense trade market.

3

INTERNATIONAL TRAFFIC IN ARMS REGULATIONS

Fines, penalties, and contract debarment due to export violations are everywhere.

2

TECHNOLOGY SECURITY & FOREIGN DISCLOSURE

Do dreaded export license denials and restrictive provisos sound familiar?

4

GLOBAL TRADE MANAGED SERVICES

International business is a lot to manage!

1

SECURITY COOPERATION

Government-to-government sales are a significant portion of the defense trade market, but they are not the most consistent or predictable in terms of when you will be on contract. We guide you through the security assistance & cooperation enterprise to access business intelligence, acquire new business and shore up current contracts.

ADVISORY SERVICES

- U.S. Government & Industry Association Network Access
- U.S. Government Stakeholder Engagement
- International Sales Shaping & U.S. Government Advocacy
- Security Cooperation Funding Identification
- Foreign Military Sales (FMS) Strategy
- National Defense Authorization Act (NDAA) Strategy
- Security Cooperation Approval Process Transparency
- Conventional Arms Transfer Policy Engagement
- Enterprise & Functional Training

MANAGED SERVICES

- U.S Government Export Community Engagement & Escalation
- Department of State and Department of Defense Around The World International Strategy Briefings
- FMS Case Writing Engagement
- Department of Commerce Defense Advocacy Requests
- FMS Letter of Request (LOR) Drafting
- FMS Process Mapping
- Section 333 and Pseudo-FMS Program Process Management
- Third Party Transfer Requests
- Congressional Notification Process Requests
- Secondments

2

TECHNOLOGY SECURITY & FOREIGN DISCLOSURE

Do dreaded export license denials and restrictive provisos sound familiar? Sensitive technology developed by US Industry is frequently restricted from export. We provide exportability strategies for your products and facilitate release of technologies that the U.S. Government deems critical.

ADVISORY SERVICES

- Technology Security & Foreign Disclosure (TSFD) Community Engagement
- Commodity Jurisdiction & Classification Analysis
- Design for Exportability Strategy
- Defense Exportability Features (DEF) Programs
- Technology Release Mapping
- Export Pedigree Analysis
- Technical Focal Point Training & Certification
- Enterprise & Functional Training

MANAGED SERVICES

- U.S. Government TSFD Community Quarterly Reviews
- Design for Exportability Analysis
- TSFD Requirements Tracking
- TSFD Issue Mitigation
- TSFD Assessments
- Critical Program Information (CPI) Assessments
- Anti-Tamper Concept Brief, Plan and Implementation Plan Development
- Program Protection Planning
- System Security Engineering Support
- Bulk and Stand-alone Commodity Jurisdiction & Classification Assessments
- Secondments

3

INTERNATIONAL TRAFFIC IN ARMS REGULATIONS

Fines, penalties, and contract debarment due to export violations are everywhere. Companies with agile compliance programs have a competitive advantage when conducting international business. We navigate export controls to develop international sales and decrease friction of compliance with the International Traffic in Arms Regulations (ITAR).

ADVISORY SERVICES

- ITAR Compliance Program Strategy
- Export Authorization Strategy
- Export Approval and U.S. Government Engagement Facilitation
- Enterprise & Functional Training

MANAGED SERVICES

- Defense Exports Compliance System (DECCS) Management
- Simplified Network Application Process – Redesign (SNAP-R) Management
- Export Authorization Drafting & Lifecycle Management
- ITAR Manufacturer, Exporter, and Broker Registrations
- ITAR Compliance Investigations & Assessments
- ITAR Compliance Corrective Action Implementation
- Voluntary Self Disclosure Development
- ITAR Compliance Program Development
- ITAR Compliance Procedure Drafting & Implementation
- Merger, Acquisitions, & Divestiture Support
- Secondments

4

GLOBAL TRADE MANAGED SERVICES

International business is a lot to manage. Successful sales and program management are essential to compete in the global marketplace. Our experts can integrate into your business and support your sales and program personnel through defense exports business process outsourcing of Foreign Military Sales (FMS) and Direct Commercial Sales (DCS) process needs. We also break down internal roadblocks to help you create efficiency within your organization's international activity.

ADVISORY SERVICES

- Foreign Military Sales (FMS) and Direct Commercial Sales (DCS) Strategy
- International Business Capture Strategy
- International Program Strategy
- Defense Trade Requirements Planning
- Program Site Surveys

MANAGED SERVICES

- Global Trade Compliance Business Process Outsourcing
- Export Authorization Lifecycle Management
- Government Affairs Staff Augmentation
- International Trade Compliance Department Staff Augmentation
- Washington Operations Staff Augmentation
- Security Cooperation Staff Augmentation
- Releasability Staff Augmentation
- Program Protection Staff Augmentation
- Defense Trade Requirements Planning
- Defense Exports Requirements Implementation
- Secondments



ACCOLADES



OUR BADGES



2022 WASHINGTON BEST PLACE TO WORK

Recognized companies consistently go beyond the norm to foster an enjoyable and meaningful work environment for their employees. BPTW honors the area's leading employers known for recruiting and retaining the best and brightest employees.



2022 TOP AEROSPACE & DEFENSE CONSULTANT

The Top 10 Aerospace and Defense Consultants comprises prominent organizations in the industry that address issues pertinent to the aerospace and defense sector by implementing current trends.



CMMC LEVEL 3 COMPLIANCE

CMMC (Cybersecurity Maturity Model Certification) is a system of compliance levels that helps the government, specifically the Department of Defense, determine whether an organization has the security necessary to work with controlled or otherwise vulnerable data.

**"SOMETIMES YOU GOTTA RUN
BEFORE YOU CAN WALK."**

- TONY STARK

CONTACT

WEBSITE

www.defense-trade.com

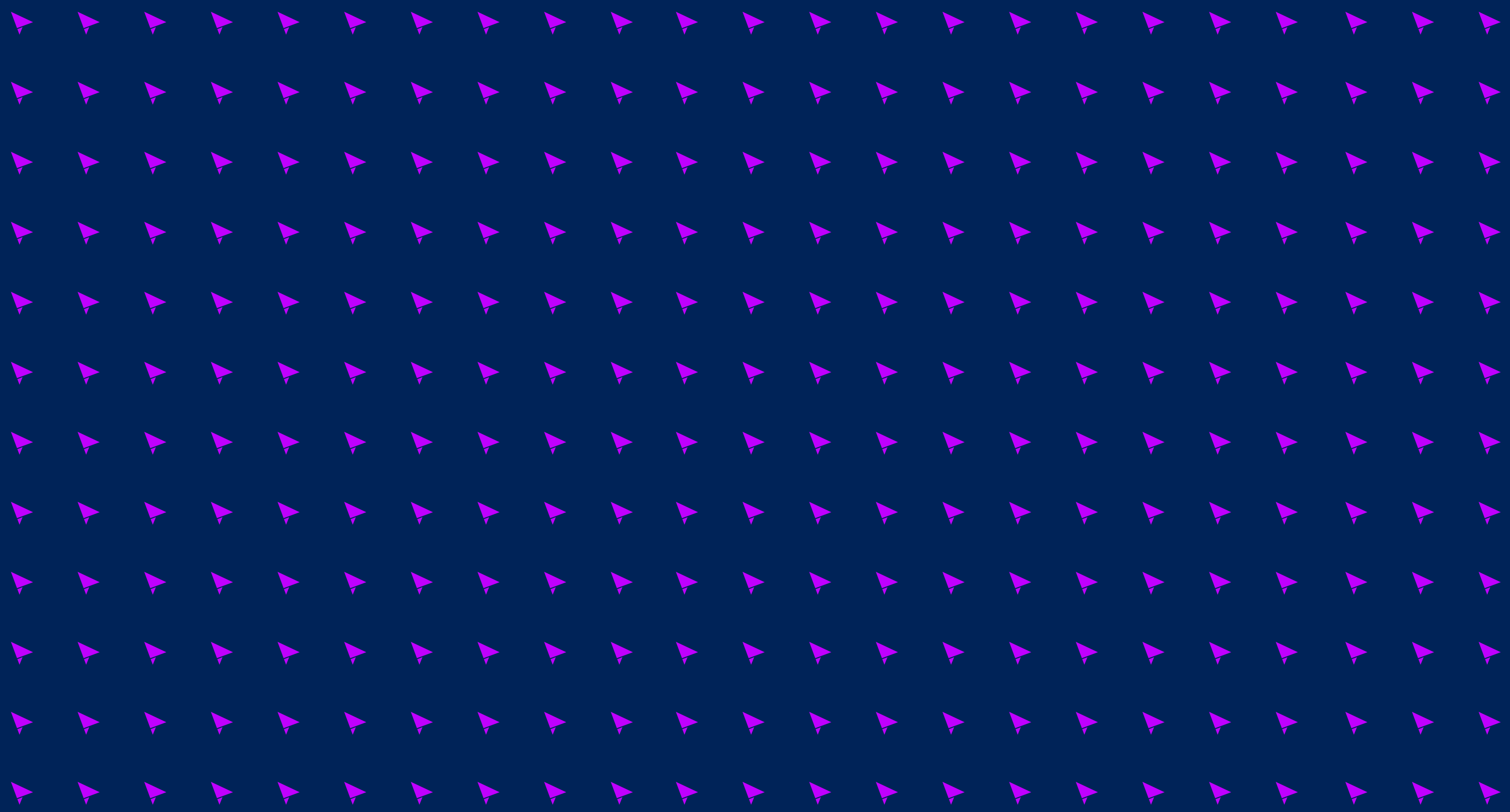
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