

# DEFENSE TRADE SOLUTIONS

## COMPANY PROFILE

# ACHIEVE A **SAFER** WORLD THROUGH INTERNATIONAL TRADE

We are the leading provider of professional services to the U.S. Defense Industry on Security Cooperation, Technology Security & Foreign Disclosure (TSFD), International Traffic in Arms Regulations (ITAR), and Global Trade Managed Services to eliminate friction in your business. Drawing on our wealth of specialized expertise, we bring opportunities to life.





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# ABOUT DTS

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# ABOUT US

We enable 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.

## OUR MISSION

- Protect the technical predominance of the U.S. military and global allies.
- Coach a holistic approach to international defense business.
- Simplify and enable access to responsible and effective trade.

## OUR VISION

A safer world through international trade.

## OUR VALUES

INTEGRITY



PASSION



SIMPLICITY



TRUST



CURIOSITY



STEWARDSHIP



NUMBER OF CUSTOMERS:	52
CUSTOMER SIZE:	\$5M-\$15B
CUSTOMER MARKETS:	A&D, SPACE & HIGH TECH.
PENALTIES MIGITAGED:	\$1B+
EXPORT MARKETS OPENED:	\$2B+
DTS STAFF YEARS OF EXPERIENCE:	100+
TYPICAL ENGAGEMENT PRICE:	\$60K-\$1M PER YEAR

# PORTFOLIO AT A GLANCE

We listen and are responsive to our customers, provide leadership, and deliver on our promises. Success is enabling our customers’ support of U.S. allies in the interests of U.S. national security & foreign policy.

# WE LOVE WHAT WE DO



## 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 2.0 LEVEL 2 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 Unclassified Information (CUI).

## DOD ACTIVE SECURITY CLEARANCE

As a partner with the U.S. Government, DTS maintains an active Facility Clearance.



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# OUR TEAM

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# WE ARE DEFENSE TRADE CONNESSIEURS

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.





## OUR FOUNDER

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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 idea 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 trade 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 trade requirements at the speed of business for our customers. Our approach is business-focused and aligns U.S. defense industry goals with U.S. national security & foreign policy objectives.

**STEVEN A. CASAZZA**

**PRESIDENT & FOUNDER**



# LEADERSHIP



**AUDREY SUTTON**

Solutions Manager

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



**NICK THORNE, PHD**

Solutions Manager

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



**CHANEL GARGULA**

Solutions Manager

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



**JOHN BOYLE**

Operations Manager

"ONE PART EFFICIENCY, ONE PART  
BUSINESS EXCELLENCE STRAIGHT UP,  
GARNISHED WITH FINANCE, HR, AND  
PROJECT MANAGEMENT."



# SENIOR SPECIALISTS



**STEVE CARACCILO**  
Senior Specialist

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



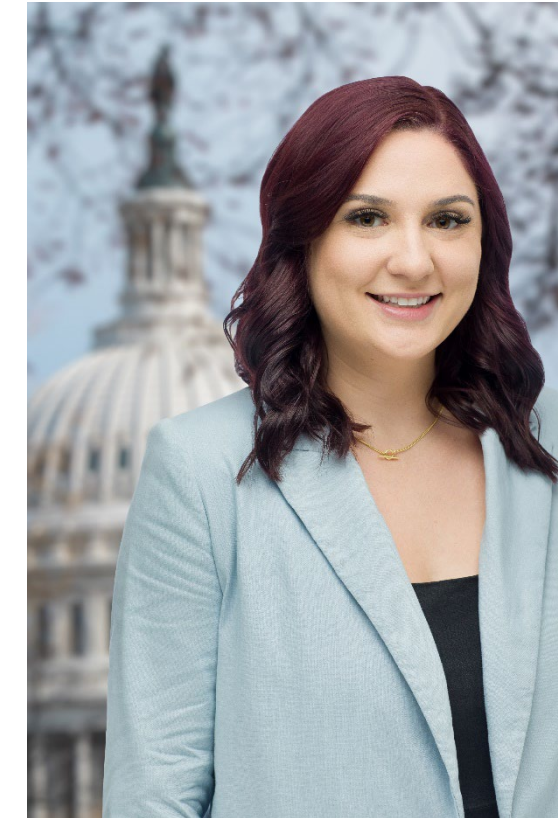
**CHELSEA THOMPSON**  
Senior Specialist

"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."



**GABBY SOUSA**  
Senior Specialist

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



# SPECIALISTS



**TIFFANY ALEXANDER**

Specialist

"ONE PART EAR, TWO PARTS ITAR KNOWLEDGE, MIXED WITH CREATING AND MAINTAINING GLOBAL TRADE COMPLIANCE PROGRAMS."



**ROBERT FLORES**

Specialist

"ONE PART ITAR COMPLIANCE, ONE PART EAR, A HINT OF LICENSING INFUSED WITH STRATEGIC AND CRITICAL THINKING."



**LOGAN SCHAUB**

Specialist

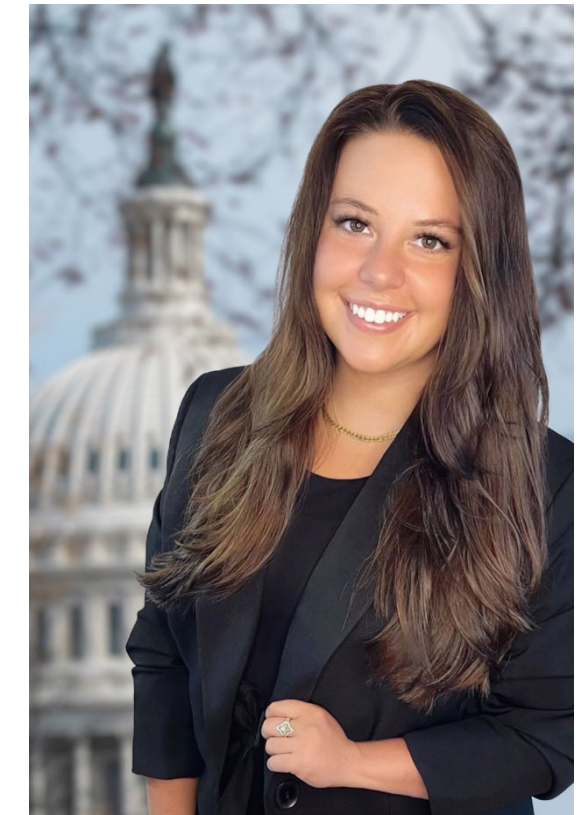
"ONE PART LICENSING, ONE PART COMPLIANCE, STIRRED AND THEN GARNISHED WITH INTERNATIONAL PARTNERING."



**ANNA STORY**

Accounting & HR Specialist

"THREE-PARTS FINANCIAL SAVVY, ONE AND HALF PARTS BUDGET MANAGEMENT, WITH TWO DASHES OF EMPLOYEE SUPPORT."



**BREANNA BROCK**

Operations Specialist

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



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# OUR SERVICES

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# 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 transfers like Foreign Military Sales are a significant portion of the defense trade market.

2

## TECHNOLOGY SECURITY & FOREIGN DISCLOSURE

Do dreaded export denials and restrictive provisos sound familiar?

3

## INTERNATIONAL TRAFFIC IN ARMS REGULATIONS

\$Ms in fines, penalties, and contract debarment due to export violations are everywhere and can happen to anyone.

4

## GLOBAL TRADE MANAGED SERVICES

Defense trade integration into international business is a lot to manage, so outsource it to experts!

# 1

## SECURITY COOPERATION

Government-to-government transfers like Foreign Military Sales are a significant portion of the defense trade market. These transfers are not the most consistent or predictable in terms of when businesses will be on Contract. We guide companies through the security assistance & cooperation enterprise to access business intelligence, acquire new business and shore up current contracts.

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### SERVICE FOCUS AREAS

- Foreign Military Sales (FMS) Process Navigation and Strategy
- U.S. Government & Industry Association Network Access
- Department of Commerce Defense Advocacy
- Non-Program of Record Sales
- Security Cooperation Sales Funding Identification
- Conventional Arms Transfer Policy Engagement
- Department of State and Department of Defense Strategy Briefings
- FMS Letter of Request (LOR) Drafting
- Section 333 and Pseudo-FMS Process Management
- Third Party Transfer Requests
- Congressional Notifications

# 2

## TECHNOLOGY SECURITY & FOREIGN DISCLOSURE

Do dreaded export denials and restrictive provisos sound familiar? Sensitive technology developed by US Industry is frequently restricted from export. We provide strategies for your products and facilitate the release of technologies that the U.S. Government deems critical, while still protecting the technical predominance of the U.S. warfighter and global allies.

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### SERVICE FOCUS AREAS

- Critical Program Information (CPI) Assessments
- TSFD & Exportability Assessments
- Program Protection
- System Security Engineering
- Anti-Tamper Concept Brief, Plan, and Implementation Plan Development
- TSFD Pipes Release & Issue Mitigation
- Tri-Service Committee Briefings
- Design for Exportability Strategy & Analysis
- Defense Exportability Features (DEF) Programs

# 3

## INTERNATIONAL TRAFFIC IN ARMS REGULATIONS

\$Ms in fines, penalties, and contract debarment due to export violations are everywhere and can happen to anyone (big companies, small companies, mid-sized or individuals). Companies with agile and integrated compliance programs have a competitive advantage when conducting international business. We navigate export controls to develop international sales and decrease the friction of compliance with the International Traffic in Arms Regulations (ITAR).

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### SERVICE FOCUS AREAS

- Export Authorization Drafting & Lifecycle Management
- Compliance Risk Assessments
- Third Party Compliance Audits
- Compliance Training
- Manufacturer, Exporter, and Broker Registrations
- Compliance Investigations & Assessments
- Compliance Corrective Action Implementation
- Voluntary Self Disclosure Development
- Compliance Program Development
- Compliance Procedure Drafting & Implementation
- Merger, Acquisitions, & Divestiture Support
- Jurisdiction & Classification Assessments
- Commodity Jurisdiction Filing
- Reexports, Retransfers and Advisory Opinions
- Restricted Parties Screening
- Political Contributions, Fees, and Commissions Compliance
- ITAR Cybersecurity & Encryption Compliance
- Technology Control Plans
- Export Approval and U.S. Government Engagement
- Defense Exports Compliance System (DECCS)
- Simplified Network Application Process – Redesign (SNAP-R)
- Customs Compliance Advisory associated with Foreign Trade Regulations
- Dual-Use Support Associated with Export Administration Regulations
- Bureau of Alcohol, Tobacco, and Firearms (BATF) and USMIL Advisory Support



# 4

## GLOBAL TRADE MANAGED SERVICES

Defense trade integration into international business is a lot to manage, so outsource it to experts! Our professionals integrate complex defense trade requirements into strategies for successful Foreign Military Sales (FMS) and Direct Commercial Sales (DCS) capture and implementation. We also break down internal roadblocks to help you create efficiency within your organization's international activity.

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### SERVICE FOCUS AREAS

- Staff Augmentation
- Surge Support
- Security Cooperation Outsourcing
- Technology Security & Foreign Disclosure Outsourcing
- System Security Engineering & Program Protection Outsourcing
- ITAR Compliance Program Outsourcing
- Washington DC Operations Outsourcing

# CONTACT

## WEBSITE

[www.defense-trade.com](http://www.defense-trade.com)

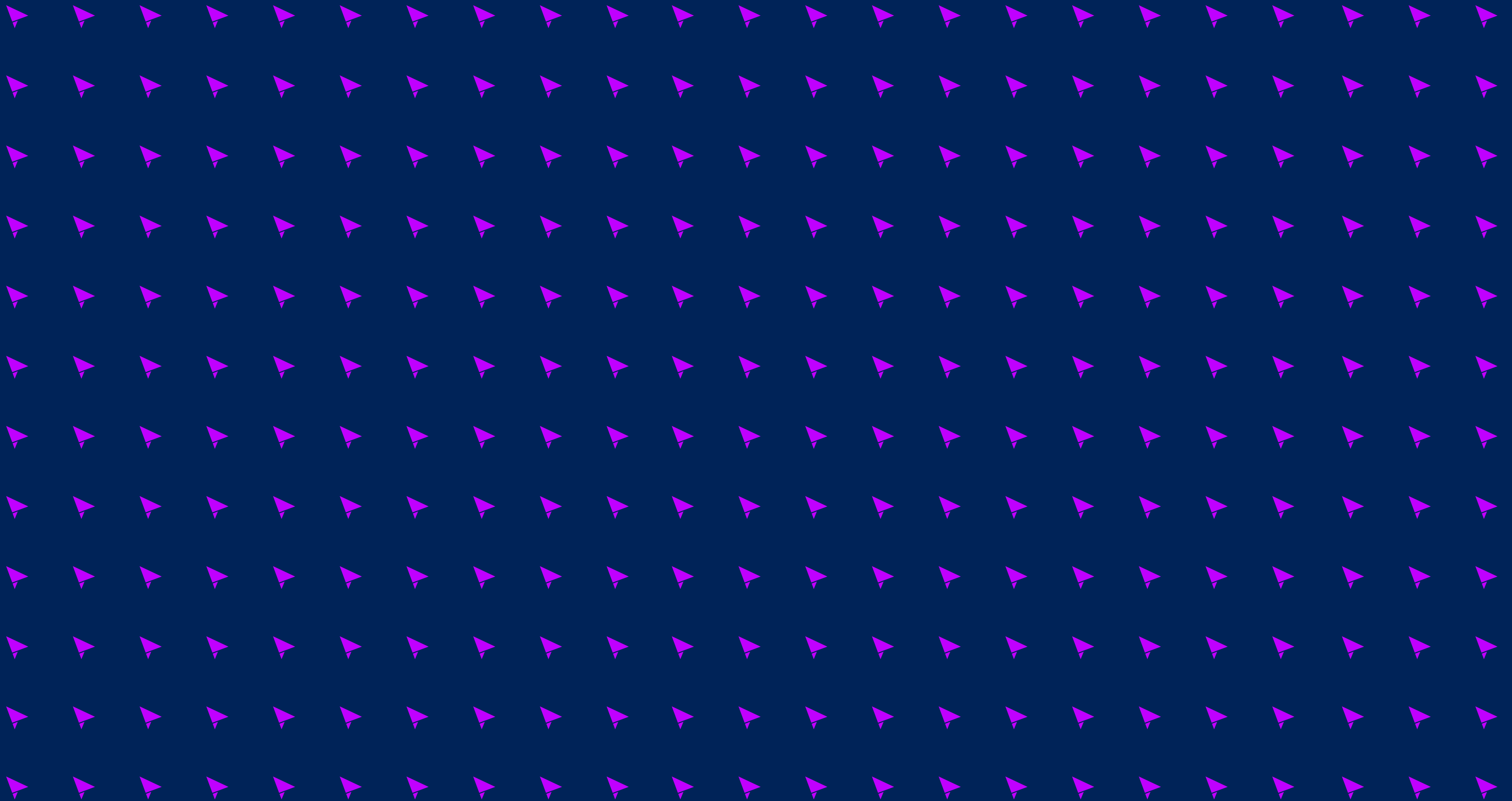
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