



WELCOME

01

DEFENSE TRADE SOLUTIONS COMPANY PROFILE

DISCOVER A NEW
WORLD OF
OPPORTUNITY

2024

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), Global Trade Authorizations, and Global Trade Compliance to eliminate friction in your business. Drawing on our wealth of specialized expertise, we bring opportunities to life.





ABOUT DTS



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:	54
CUSTOMER SIZE:	\$5M-\$15B
CUSTOMER MARKETS:	A&D, SPACE & HIGH TECH.
PENALTIES MITIGATED:	\$1B+
EXPORT MARKETS OPENED:	\$2B+
DTS STAFF YEARS OF EXPERIENCE:	100+
TYPICAL ENGAGEMENT PRICE:	\$70K-\$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.



OUR TEAM





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 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 Director

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



CHANEL GARGULA

Solutions Director

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



NICK THORNE, PHD

Solutions Manager

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



JOHN BOYLE

Operations Manager

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

STAFF



STEVE CARACCIOLO
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."



LOGAN SCHAUB
Senior Specialist

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

STAFF



DAKOTA LOWE
Senior Specialist

“ONE PART ITAR COMPLIANCE, TWO PARTS EXEMPTION VALIDATION & STRATEGY WITH A SPLASH OF MARINE CORPS KNOWLEDGE.”



SHAWNA KLOHS
Senior Specialist

“AGED ITAR/EAR COMPLIANCE WITH A PINCH OF CLASSIFICATION AND A DASH OF CLIENT APPRECIATION.”



ROBERT FLORES
Specialist

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



ANNA STORY
Accounting & HR Specialist

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



BREANNA BROCK
Senior Operations Specialist & General Counsel

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

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.

Government-to-government transfers are a significant portion of the defense trade market. We guide companies through the security cooperation enterprise to access business intelligence, acquire new business, and shore up current contracts. We enable differential capability for releasability, and program protection for exportability to facilitate the export approval of your products. We implement, structure, and manage ITAR and EAR export authorizations to expedite your business development activity, recorded revenue, and delivery timelines. We navigate export control requirements to decrease the friction and cost of compliance with the ITAR and EAR in your business. All these services can be provided in an advisory, project or managed service capacity.

TO
ELIMINATE
FRICTION
IN YOUR
BUSINESS

OUR SERVICE AREAS

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 impact your international business?

3

GLOBAL TRADE AUTHORIZATIONS

International business requires careful planning and timely export approval to enable speed and agility.

4

GLOBAL TRADE COMPLIANCE

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

1

SECURITY COOPERATION

Government-to-government transfers, like Foreign Military Sales, are a significant portion of the defense trade market. We guide companies through the security cooperation enterprise to access business intelligence, acquire new business, and shore up current contracts.

SERVICE OFFERINGS

- Security Cooperation Funding & Requirements Definition
- U.S. Government Engagement & Escalation at the Action Officer & Political Appointee Levels
- Foreign Military Sales (FMS) Process
- Department of Commerce Advocacy
- Non-Program of Record (NPOR) Sales
- Congressional Notification Engagement at the Executive Branch and Legislative Branch Levels
- Third Party Transfers
- Advisory Support Sessions
- Managed Service Subscriptions

2

TECHNOLOGY SECURITY & FOREIGN DISCLOSURE

Do dreaded export denials and restrictive provisos impact your international business? We enable differential capability for releasability, and program protection for exportability to facilitate the export approval of your products.

SERVICE OFFERINGS

- Technology Security & Foreign Disclosure (TSFD) Assessments
- Critical Program Information (CPI) Assessments
- Design for Exportability
- System Security Engineering & Anti Tamper
- Technology Release
- Offsets & Industrial Participation
- Advisory Support Sessions
- Managed Service Subscriptions

3

GLOBAL TRADE AUTHORIZATIONS

International business requires careful planning and timely export approval to enable speed and agility. We implement, structure, and manage International Traffic in Arms Regulations (ITAR) and Export Administration (EAR) export authorizations to expedite your business development activity, recorded revenue, and delivery timelines.

SERVICE OFFERINGS

- Export Authorizations
- Export Licenses
- Technical Assistance Agreements
- Warehousing and Distribution Agreements
- Manufacturing License Agreements
- Exemptions & Exceptions
- Retransfers & Reexports
- Advisory Opinions
- General Correspondence
- Managed Service Subscriptions

4

GLOBAL TRADE COMPLIANCE

\$Ms in fines, penalties, and contract debarment due to export violations are everywhere and can happen to anyone. We navigate export control requirements to decrease the friction and cost of compliance with the International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR).

SERVICE OFFERINGS

- Restricted Parties Screening
- Recordkeeping & Reporting
- DDTC DECCS Registration Compliance
- BIS SNAP-R Setup Compliance
- Jurisdiction & Classification Analysis
- Commodity Jurisdiction & CCATS Submissions
- Policy & Procedure Development
- Policy & Procedure Implementation Support
- Enterprise Training
- Consent Agreement Support
- Merger, Acquisition & Divestitures Support
- Risk Assessment, Audit, Investigation or Voluntary Self Disclosures
- Corrective Action Implementation
- Advisory Support Sessions
- Managed Service Subscriptions

CONTACT

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