



# Identifying and Eliminating Barriers Faced by Nontraditional Department of Defense Suppliers

*Amy G. Cox, Nancy Y. Moore, Clifford A. Grammich*

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The report seeks to identify barriers that companies face when attempting to enter into contracts with the Department of Defense (DoD), especially when they are not traditional DoD suppliers. To learn more about barriers, the authors interviewed personnel in companies that are in industries of likely interest to DoD and interviewed DoD personnel who work with suppliers.

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