



# SMALL CONSTRUCTION BUSINESS SUCCESS

VERIFIED VENDOR WINS FIRST CONTRACT WITH SIMPLIFIED ACQUISITION PROGRAM

## BACKGROUND

Todd Marchant Construction Co. dba RockNErosion is a small business that specializes in providing rip rap, equipment rental, and retention wall construction. RockNErosion sought to enter the federal marketplace so that the owner, Todd Marchant, could strengthen his business before passing it on to his son.

To get started in the federal marketplace, RockNErosion needed to get registered in the System for Award Management (SAM). This is a necessity for all entities seeking federal contracts and grants. Then, the business needed a website along with other proper business to government marketing materials.

Getting registered in SAM can be difficult and errors can be costly due to delays. They also needed a proper business presence to market to the government, including a website. This would not only require a web developer, but one that was knowledgeable on federal practices. RockNErosion needed both of these solutions from a cost-effective source.

## SOLUTION

RockNErosion enrolled in US Federal Contractor Registration's (USFCR) Simplified Acquisition Program (SAP). USFCR's SAP includes a full-service SAM registration, a capabilities statement website, and an optimized Dynamic Small Business Search Profile (DSBS).

For the SAM registration, RockNErosion filled out a simple worksheet provided by USFCR. With the information from that worksheet, USFCR's case management team verified the information and submitted it to be approved. They also provided RockNErosion with a notarized letter template with directions for submitting it to the Federal Service Desk (FSD).

## ABOUT ROCKNEROSION

NAICS: 238910  
DUNS: 808138366  
CAGE: 8AV22



RockNErosion is a small construction business based out of Portland, Oregon. With USFCR's Simplified Acquisition Program, they were able to get in compliance for federal contracts as well as effectively market their business to federal agencies. This resulted in a contract with the U.S. Forest Service.



**TURNING \$3,000 INTO  
\$12,000...THAT'S  
PRETTY DARN NEAT.**

TODD MARCHANT | OWNER

[www.usfcr.com](http://www.usfcr.com)

For the capabilities statement website, RockNErosion provided their business information to the USFCR SAP team. This included core competencies, differentiators, past performance, and contact information.

USFCR's SAP team used the information provided on the worksheet to build the capabilities statement website. They also used the worksheet to optimize their DSBS profile to allow for maximum visibility for contracting officers and prime contractors.

## OUTCOME

With a fully compliant SAM registration, RockNErosion was compliant for federal contracts without needless delays. They also had a competitive advantage as a small business equipped with a capabilities website and optimized DSBS profile.

Along with USFCR's services, Todd took the time to learn the federal marketplace from the ground up. He attended live webinars hosted on USFCR Academy and read through educational content created by USFCR.

Six months after their initial registration, RockNErosion won their first contract with the U.S. Forest Service. For the contract, they provided equipment rental for an ongoing project at the Okanogen-Wentachee National Forest.



**WORKING WITH USFCR TO GET STARTED IN GOVERNMENT CONTRACTING HELPED ME FIND A LINE OF WORK THAT I TRULY ENJOY.**

TODD MARCHANT | OWNER

## BENEFITS

RockNErosion used these services provided by USFCR .

### SIMPLIFIED ACQUISITION PROGRAM

- WEB DEVELOPMENT FOR ONLINE CAPABILITIES STATEMENT
- CUSTOM EMAIL DOMAIN
- FULL-SERVICE SAM REGISTRATION & FULL YEAR COMPLIANCE MAINTENANCE



### SAM REGISTRATION SERVICE

- GUARANTEED COMPLIANCE FOR FEDERAL CONTRACTS
- VERIFIED VENDOR SEAL
- DYNAMIC SMALL BUSINESS SEARCH (DSBS) SETUP



### ADVANCED PROCUREMENT PORTAL

- OPPORTUNITY SEARCH
- LIVE CONTRACT UPDATES
- GOVERNMENT CRM

