



VA CONTRACTING SUCCESS

SDVOSB WINS \$65,880 CONTRACT WITHIN THREE MONTHS OF REGISTERING IN SAM

BACKGROUND

Ariel's River Contracting Group, LLC (ARCG) is a Service-Disabled Veteran-Owned Small Business (SDVOSB) that wanted to enter the federal marketplace. Their main reason was they could reach the government demands with their janitorial, pest control, flooring, and interpretation services. They also sought to open up a new, consistent stream of revenue for their business.

To get started in federal contracting, the business needed to officially certify as a SDVOSB, get registered in the System for Award Management, and learn the basics of government contracting.

SOLUTION

ARCG worked with US Federal Contractor Registration (USFCR) Senior Registration & Contracting Specialist Huff Bhatia, enrolling in the Simplified Acquisition Program (SAP) and the Veteran-Owned Small Business Certification.

The first component of the SAP consists of USFCR's SAM registration service. USFCR's SAM registration service is an outsourcing solution for getting in compliance for federal contracting. ARCG was provided with a worksheet from USFCR where they provided key company information. USFCR's Case Management department verified the information they and processed the registration on the behalf of ARCG.

ARIEL'S RIVER CONTRACTING GROUP, LLC

NAICS: 561311

DUNS: 117331260

CAGE: 8FJ78

ARCG is a SDVOSB based out of North Potomac, Maryland. Their main products and services include janitorial, pest control, HVAC, flooring, and interpretation services. Within three months of entering the federal marketplace they won their first government contract.



**DO YOUR HOMEWORK,
KNOW THE RULES AND
GET AS MANY
CERTIFICATIONS AS
YOU CAN.**

JEAN-MAX CHARLES JR. | PRESIDENT & SALES DIRECTOR

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The next step of the process was setting up ARCG's Dynamic Small Business Search (DSBS) profile, email domain, and online capabilities statement. For this part of the SAP, USFCR's SAP team took information of ARCG's core competencies and past performance, creating a custom website that was consistent with the company's brand.

With the same information provided, USFCR's Special Services was able to get ARCG certified as an SDVOSB so that they would be eligible for exclusive contracts with federal agencies. After the registrations, ARCG attended weekly webinars hosted by USFCR Academy.

OUTCOME

The implementation of the Simplified Acquisition Program and the veteran certification service was a success for ARCG. With a compliant SAM registration, the company was eligible for federal contracts. By having an online capabilities statement, contracting officers can access the information they need to make a buying decision.

Within three months of getting started with USFCR, ARCG won a contract with the Department of Veterans Affairs for pest control at the Spokane VA Medical Center. The contract awarded had a value of \$65,880.



**YOU DON'T KNOW WHAT YOU DON'T KNOW, SO
KEEP ASKING QUESTIONS FROM THOSE MORE
EXPERIENCED.**

JEAN-MAX CHARLES JR. | PRESIDENT & SALES DIRECTOR

BENEFITS

ARCG was provided with these services from USFCR.

SAM REGISTRATION SERVICE

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



SIMPLIFIED ACQUISITION PROGRAM

- **WEB DEVELOPMENT FOR ONLINE CAPABILITIES STATEMENT**
- **CUSTOM EMAIL DOMAIN**



VETERAN-OWNED BUSINESS REGISTRATION

- **FULL-SERVICE SDVOSB APPLICATION AND REVIEW**
- **VETBIZ PROFILE SETUP**

