



# 8(A) SUCCESS STORY

DISADVANTAGED BUSINESS GETTING OPPORTUNITIES THEY DESERVE

## BACKGROUND

Outdoor Systems Management (OSM) was founded in 2008 by minority business owner Charles Johnson, as a residential and landscaping company based in Arizona. Charles is an active member of the Choctaw Nation of Oklahoma.

When OSM recognized a shortage of small business suppliers in industrial power supply, they decided to expand into the federal market.

Now that they were actively pursuing work in government contracting, Charles wanted to be sure that their company was in the best possible position to enter the market and start bidding, but it seemed miles of red tape prevented them from starting,

## SOLUTION

While searching for information on how to get started in government contracting, Charles found US Federal Contractor Registration (USFCR) online. After watching some of the videos on USFCR's services and how government contracting supported minority businesses, he contacted USFCR.

Charles purchased the System for Award Management (SAM) Registration service from USFCR. From there, he completed and submitted a form with his information to USFCR's Case Management Team to verify his business information. If Charles was unsure about any of his responses, Case Management was only a call or email away.

## OUTDOOR SYSTEMS MANAGEMENT, LLC

NAICS: 238990

DUNS: 038798665

CAGE: 7AGM5



Outdoor Systems Management, LLC (OSM) is a minority owned landscape and construction company. With USFCR's assistance, OSM was able to receive their 8(a) Certification without delay and enter the federal market with every advantage.



**THERE'S NO REASON TO REINVENT THE WHEEL. IT IS OBVIOUS THAT USFCR HAS THE KNOWLEDGE AND CONNECTIONS.**

CHARLES JOHNSON | PRESIDENT

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

After their information was collected and verified by the USFCR Case Management team, OSM's application for SAM was submitted and processed. Their business was officially eligible for contracts with the U.S. government.

As part of the service, USFCR Case Management team then checked the business's qualifications for set-asides. Since OSM is Native American-owned and met the Small Business Administration's (SBA) size standards, they were qualified for the 8(a) Business Development Program. As an additional service, USFCR assisted Charles in getting OSM 8(a) Certified.

## OUTCOME

With USFCR's assistance, Charles was able to take advantage of what federal contracting had to offer. With their 8(a) certification, OSM was able to participate in the SBA's Mentor-Protégé Program and had access to solicitations designed for 8(a) companies only. OSM also received access to USFCR's Advanced Procurement Portal (APP) and a live walkthrough of the features with their USFCR team member.

Armed with their 8(a) designation and APP, OSM was able to enter the federal market with confidence and have already landed multiple federal contracts with several agencies, including the Bureau of Indian Affairs.



**FOR US TO STRUGGLE THROUGH IT WITHOUT TAKING ADVANTAGE OF USFCR'S KNOWLEDGE AND POWER IN THE INDUSTRY WOULD HAVE BEEN A WASTE OF TIME AND MONEY.**

CHARLES JOHNSON | PRESIDENT

## BENEFITS

Outdoor Systems Management, LLC was provided these services by USFCR.

### SAM REGISTRATION SERVICE

- GUARANTEED COMPLIANCE FOR FEDERAL CONTRACTS
- VERIFIED VENDOR SEAL
- DSBS OPTIMIZATION



### 8(A) REGISTRATION

- SPECIAL SERVICES GATHERED RELEVANT FINANCIAL AND OWNERSHIP INFO
- USFCR SUBMITTED APPLICATION FOR TIME EFFECTIVNESS



### HUBZONE REGISTRATION

- SPECIAL SERVICES GATHERED THE GEOGRAPHIC AND EMPLOYEE INFO NEEDED FOR VERIFICATION
- USFCR SUBMITS APPLICATION FOR TIME EFFECTIVNESS



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