



SMALL BUSINESS SUCCESS STORY

VERIFIED VENDOR WINS BPA FOR HURRICANE RELIEF PILOT PROGRAM

BACKGROUND

B&G Forestry, LLC's three main services consist of wildfire mitigation, forestry contracting, and direct attack. Their past performance record consists of emergency relief for several major U.S. wildfires.

Although B&G Forestry, LLC had a strong performance record, they sought to expand their business through a greater number of opportunities with the U.S. federal government.

To accomplish this goal, the company needed to continue training its existing personnel on optimal Business-to-Government (B2G) practices. This included proposal writing, opportunity search, and market research.

They also needed a comprehensive and accessible set of B2G marketing materials to promote their business to government personnel.

SOLUTION

B&G Forestry, LLC hired US Federal Contractor Registration (USFCR) for USFCR Academy and the Simplified Acquisition Program. USFCR Academy consists of live virtual classes held throughout multiple periods in the the day.

This educational resource offers more one-on-one focus for contractors than with publicly available options. Another advantage is the virtual setting. There is no geographic requirement for attending these courses.

B&G attended courses with focus on one core topic per week. They were also able to reach out for live support from a USFCR bid trainer for opportunity research and proposal submission.

ABOUT B&G FORESTRY, LLC

NAICS: 115310
DUNS: 080505556
CAGE: 7STN5



B&G Forestry, LLC specializes in wildland fire mitigation. They are based out of Granby, Colorado and operate on a national basis. In June 2019, they received a blanket purchase agreement (BPA) for hurricane relief in the Southeast. To grow their business, they enrolled in USFCR Academy.



**USFCR ACADEMY
DEFINITELY HELPED
SHORTEN THE
LEARNING CURVE IN
TERMS OF THE
PROCESSES RELATED
TO SUBMITTING
PROPOSALS.**

ELIZABETH CLINE | CONTRACT SPECIALIST

www.usfcr.com

USFCR's Simplified Acquisition Program consists of two main offerings: registration in the System for Award Management (SAM) and B2G marketing materials. SAM is the first requirement for bidding on government contracts. Although B&G Forestry, LLC was already registered, USFCR provided them with support and assistance to help them maintain federal compliance year-round.

The Simplified Acquisition Program also includes an Online Capabilities Statement. This website is designed to display the business's core competencies and key information to parties interested in working with and contracting B&G Forestry.

OUTCOME

With professional training and marketing materials ready, B&G Forestry, LLC was able to optimize their B2G approach. The company now had access to an expert knowledge base that provided them with guidance toward larger opportunities. This resulted in the small business winning a blanket purchasing agreement (BPA) with the National Forest Service for the Southeast region.

BPAs are common for contractors who assist in emergency relief. This way, the federal agency can have a business on hand before a disaster strikes. B&G's past performance record indicated that they had the capability to operate on a national level. Although past performance can be accessed through a government database, it was also marketed and accessible on the company's Online Capabilities Statement.

 **IT'S A PILOT PROGRAM LIKE VIPR WHICH IS BASED ON U.S. REGIONS. THIS BPA IS ADAPTING IT TO A LARGER SCALE."**

ELIZABETH CLINE | CONTRACT SPECIALIST

BENEFITS

Here is a summary of the USFCR products and services used by B&G Forestry, LLC.

SAM REGISTRATION SERVICE

- GUARANTEED COMPLIANCE FOR FEDERAL CONTRACTS
- VERIFIED VENDOR SEAL
- USFCR ACADEMY LIVE NETWORKING & WEBINAR GROUP



SIMPLIFIED ACQUISITION PROGRAM

- WEB DEVELOPMENT FOR ONLINE CAPABILITIES STATEMENT
- DYNAMIC SMALL BUSINESS SEARCH (DSBS) PROFILE SETUP
- FULL-SERVICE SAM REGISTRATION & FULL YEAR COMPLIANCE MAINTENANCE



USFCR ACADEMY

- LIVE VIRTUAL CLASSES WITH Q&A SESSION EVERY WEEK
- ANALYSIS FOR SOLICITATIONS OF INTEREST
- REVIEW OF CONTRACTOR'S PROPOSALS BEFORE SUBMISSION



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