



GSA SCHEDULE SUCCESS

SMALL BUSINESS GETS PRODUCT ON GSA SCHEDULE

BACKGROUND

Dig Defence, LLC produces a one of a kind solution that keeps pests from digging under fenced enclosures. Because of their niche product, they got registered in the System for Award Management (SAM) to bid on federal contracts.

Over time, the company developed a past performance record through contracting with the Air Force, Navy, and Marine Corps. Dig Defence sought a GSA schedule for a wider range of opportunities.

Registering for a GSA schedule can cost a business in time and labor. Much like other contracts, getting on a GSA schedule is not guaranteed. Dig Defence needed a cost-effective solution to solve this problem.

SOLUTION

To save time and money, Dig Defence enrolled in US Federal Contractor Registration's (USFCR) GSA Program (GSAP). The GSAP offers three main advantages for businesses seeking to get onto a GSA schedule: outsourced registration, marketing resources, and a pay-as-completed system.

For their GSA registration, Dig Defence outsourced the work to USFCR's Special Services team. All they had to do was provide USFCR with key business information. Special Services took care of the rest of the process, even acting as a government liason on their behalf.

DIG DEFENCE, LLC

NAICS: 238990
DUNS: 150452246
CAGE: 84GL7



Dig Defence, LLC is a WOSB based in Muldrow, Oklahoma. Through USFCR, they were able to successfully get onto a GSA schedule in a cost and time effective manner.



**MANY BUSINESSES
SPEND A LOT OF TIME
AND MONEY JUST
ATTEMPTING TO GET
ONTO A GSA
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www.usfcr.com

With the same business information, USFCR's Web Development team created an online capabilities statement for Dig Defence. This way, if they got on a GSA schedule, contracting officers will have easy access to the business's full offerings.

The main factor which makes the GSAP cost effective is the pay-as-completed system. Most third-party firms charge a flat rate whether they do or not make it onto a GSA schedule. With USFCR's GSAP, Dig Defence paid only for the work completed on the registration.

OUTCOME

Dig Defence was able to successfully get onto a GSA schedule. USFCR special services started the registration in May and finished in August. Dig Defences GSA registration wasn't accepted until December of the year because USFCR worked faster than how much the government could keep up.

Through USFCR, the small business was set-up with its own website and email domain for exclusive use in government contracting.



USFCR WAS ABLE TO COMPLETE THE REGISTRATION FASTER THAN THE GOVERNMENT COULD KEEP UP.

BENEFITS

These were the USFCR products and services used by Dig Defence, LLC.

GSA REGISTRATION SERVICE

- REGISTRATION TO GET ONTO A GSA SCHEDULE
- SPECIAL SERVICES TO ACT AS LIASON FOR BUSINESS AND GOVERNMENT
- ONLINE CAPABILITIES STATEMENT TO MARKET PRODUCTS/SERVICES



SIMPLIFIED ACQUISITION PROGRAM

- WEB DEVELOPMENT FOR ONLINE CAPABILITIES STATEMENT
- DYNAMIC SMALL BUSINESS SEARCH (DSBS) PROFILE SETUP
- CUSTOM EMAIL DOMAIN



WOSB VERIFICATION

- SPECIAL SERVICES VERIFIED BUSINESS AS WOMAN-OWNED
- THIRD-PARTY VERIFICATION ACTS AS DETERANT AGAINST BID PROTESTS



ADVANCED PROCUREMENT PORTAL

- OPPORTUNITY SEARCH
- LIVE CONTRACT UPDATES
- GOVERNMENT CRM



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