

SMALL-DISADVANTAGED SUCCESS STORY

SMALL BUSINESS GETS 10 YEAR CONTRACT WITH ARMY RENEWED

BACKGROUND

In 2017 Ramiro Gaitan purchased LP Custodial and Supply renaming the company RTG Building Services, Inc. (RTG). Included with the purchase was a 10 year janitorial contract with the U.S. Army Corps of Engineers. By 2019, the contract was set to expire and be up for rebidding.

Having recently acquired the company, Ramiro needed a competitive edge to rebid on the contract. The new contract would be for another 10 years at the same Army facility. This meant 10 years of guaranteed income and work for the small business.

In order to win the contract, RTG's staff needed proper training for developing a proposal for this rebid. They also needed a strategy to market their services in a medium that differentiated them from competitors.

SOLUTION

RTG hired US Federal Contractor Registration (USFCR) to gain a competitive advantage during their contract rebid. They enrolled in the Simplified Acquisition Program (SAP) and USFCR Academy.

The SAP has two main components: SAM registration/maintenance and the Online Capabilities Statement. By having their SAM maintained by USFCR's case managers, the company would have guaranteed compliance by the time the rebid occurred. They also received a USFCR Verified Vendor Seal to advertise to contracting officers that their SAM registration was managed by a reliable third-party.

The second component, the Online Capabilities Statement, provided RTG a platform to market their core competencies, differentiators, and past performance. This website was also formatted so that it can get through government firewalls and be accessed by contracting officers.

RTG BUILDING SERVICES, LLC

NAICS: 561720
DUNS: 056398965
CAGE: 897Q2



RTG Building Services, Inc. is a small business located in Omaha, Nebraska. Specializing in janitorial services, they customize their cleaning services to match each one of their clients specific time and budget requirements.



**LP CUSTODIAL AND
SUPPLY WAS
FORMERLY AN SBA
8(A) CERTIFIED
COMPANY, BRINGING
WITH IT THE BENEFITS
OF CONTRACTS IN
THE FEDERAL SECTOR.**

RAMIRO GAITAN | OWNER & FOUNDER

www.usfcr.com

RTG enrolled in USFCR Academy. USFCR Academy consists of multiple online seminars hosted every week at consistent times. This schedule provides accessibility to contractors across different time zones. USFCR Academy gives business owners a platform to learn government contracting from fundamental to advanced levels.

Contractors enrolled in USFCR Academy are encouraged to ask questions about real opportunities they are pursuing. This can range from getting expert analysis of a solicitation to evaluating a proposal that is about to be submitted. USFCR Academy helped RTG save money because they could train their existing staff rather than having to hiring specialized personnel.

OUTCOME

RTG won the rebid with the U.S. Army Corps of Engineers. Since their SAM registration was compliant and their staff was knowledgeable of Business-to-Government (B2G) practices, they will have another 10 years of guaranteed revenue ahead of them.

With the Online Capabilities Statement, the Army could see that their main differentiator was environmentally friendly products. They Army was also able to find the USFCR Verified Vendor Seal, which indicated that their SAM registration was in full compliance.

Through USFCR Academy RTG was able to create a strategy with a federal contracting expert for protecting their 10 year contract. As a minority-owned and disadvantaged business, RTG plans to work with USFCR to obtain 8(a) enrollment and HUBZone status.



YOU NEED TO PAY ATTENTION TO THE FINE DETAILS AND SURROUND YOURSELF WITH PROFESSIONALS THAT CAN GUIDE YOU THROUGH THE PROCESS.

FRED MCBRIDE | ACCOUNT EXECUTIVE

BENEFITS

RTG used three of USFCR's services to get qualified, compliant, and remain competitive in the federal marketplace.

SIMPLIFIED ACQUISITION PROGRAM

- **WEB DEVELOPMENT FOR ONLINE CAPABILITIES STATEMENT**
- **FULL-SERVICE SAM REGISTRATION & FULL YEAR COMPLIANCE MAINTENANCE**



SAM REGISTRATION SERVICE (WITH SAP)

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



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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