



# SET-ASIDE SUCCESS STORY

## SMALL BUSINESS WINS TWO MORE FEDERAL OPPORTUNITIES

### BACKGROUND

RTG Building Services, Inc. is a small business specializing in commercial cleaning services. This includes daily janitorial services, window washing, carpet care, and floor care. They entered the federal marketplace to expand their business with contracts that are more financially advantageous over the local market's "lowest bidder mentality."

The company started working with USFCR after inheriting a long term contract from a previous owner with only two weeks to rebid. They needed guidance and working knowledge on what the bid entailed, how to present their offer, and how to meet the solicitation requirements. After successfully renewing their contract, they went on to seek out more opportunities with the federal government.

### SOLUTION

RTG had previously worked with USFCR, enrolling in the Simplified Acquisition Program (SAP) and USFCR Academy. The company later went on to enroll in the Historically Underutilized Business Zone (HUBZone) Certification and 8(a) Business Development Program Certification.

RTG, already registered in the System for Award Management (SAM), had provided USFCR with much of the information required for the HUBZone Certification. To complete the certification, RTG is working with USFCR's Special Services department to gather qualifying data such as employee's addresses and utility bills. Once the information is verified by USFCR, Special Services will submit the application for the HUBZone certification.

### RTG BUILDING SERVICES, INC.

NAICS: 561720  
DUNS: 056398965  
CAGE: 897Q2



RTG Building Services, Inc. is a small Disadvantaged Business Enterprise (DBE) business located in Omaha, Nebraska. Specializing in janitorial services, that customizes their cleaning services to match each one of their clients specific time and budget requirements.



**ALIGN YOURSELF WITH  
A PROFESSIONAL  
SERVICE LIKE USFCR  
TO LEARN THE PROPER  
METHODS TO  
UNDERSTAND THE  
SOLICITATION AND  
BIDDING PROCESS.**

RAMIRO GAITAN | OWNER & FOUNDER

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Next, USFCR registered RTG in the 8(a) Business Development Program. Since the 8(a) set-aside has an extensive amount of requirements for certification, USFCR Special Services conducted research on RTG to determine if the business would qualify. After qualification was determined, they gathered the needed documents to submit for application.

RTG had also continued its enrollment in the USFCR Academy. USFCR Academy acts as an educational resource for contractors and provides support for bidding. One of the features of the USFCR Academy is the review of up to five bids per month for RTG.

## OUTCOME

The implementation of the HUBZone Certification and 8(a) Business Development Program Certification is in progress. RTG, already having developed a past performance record by renewing their janitorial services contract with the U.S. Army Corps of Engineers, went on to win two more opportunities to work with the federal government.

The second contract they won, valued at around \$570,000 was with the U.S. Air Force for specialized window cleaning. Then RTG partnered with Service-Disabled Veteran-Owned Small Business (SDVOSB) Mark VII Enterprises as a subcontractor to perform strip and waxing floor care for the Department of Veterans Affairs. The value of this contract is about \$470,000.



**BEFORE ENTERING GOVERNMENT CONTRACTING, WE ESTABLISHED A GROWING BUSINESS PROVIDING COMMERCIAL CLEANING SERVICES TO OUR LOCAL GOVERNMENT AGENCIES, THE PRIVATE SECTOR, AND THE CONSTRUCTION SECTOR. THIS MADE IT A NATURAL TO BE ABLE TO BID ON AND PERFORM FEDERAL CONTRACTS.**

RAMIRO GAITAN | OWNER & FOUNDER

## BENEFITS

RTG used three of USFCR's services to help continue their success in the federal marketplace.

### HUBZONE CERTIFICATION

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



### 8(A) CERTIFICATION

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

8(a)

### USFCR ACADEMY

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

