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### Strategic Advantage of Partnering with SDVOSBs for Large Manufacturers

SDVOSBs apply the same mission-driven focus in business that we honed in uniform—helping manufacturers and distributors align with government procurement demands. From strategy and access to logistics and compliance, we serve as force multipliers, turning suppliers into mission-ready partners who deliver with precision and impact.

### Market Knowledge

We possess deep knowledge of government markets—not only understanding how they function but also how they think. We know agency organizational structures, identify where critical decisions are made, and recognize which contracts truly matter.

### Vast Experience

Our experience, shaped by both military service and business acumen, allows us to bridge the gap between industry priorities—such as innovation, delivery schedules, and revenue goals—and the government’s complex operational demands, compliance standards, and mission objectives.

### Contract Competitiveness & Access

We help partners gain or expand access to contract vehicles, leveraging tools like the Vets First program. **In set-aside awards the average bidder pool is 30 percent smaller, reducing protest risk and capture costs.<sup>1</sup>** The legal precedent set by **Kingdomware** to prioritize SDVOSB participation in federal contracts creates a strategic advantage for large manufacturers by unlocking set-aside opportunities otherwise out of reach. Meanwhile, we remain vigilant, proactively monitoring bid boards and FedBizOpps to identify actionable opportunities, ensuring our partners stay ahead of the curve.

### In-House Sales Force & Government Fluency

Our in-house sales force is fluent in the language of federal procurement, speaking directly to the mission in ways that resonate with contracting officers, end users, and decision-makers alike. We navigate the government’s alphabet soup—FAR, DFARS, SBA, GSA, VA, DoD—and translate complex requirements into clear, actionable solutions for our partners.

### Operational Excellence & Flexibility

We support full-spectrum government fulfillment—from warehousing capacity and inventory management to packing and shipping, including the ability to ship in low-volume or smaller allotments as needed. We also handle returns, tracing orders, and provide detailed sales reports that uphold compliance and accountability. Our operational agility helps manufacturers meet federal expectations for **speed to customer, allocations, and protection from “Most Favored Customer”** clauses. Our customer service to federal customers is driven by our understanding of their needs and priorities and is second to none. VA’s FY 2023 MSPV dashboard shows SDVOSB distributors met **92 percent 24-hour ship** on medical SKUs, versus 78 percent for non-SDVOSB peers.<sup>2</sup>

### **Consistency & Knowledge Transfer**

We do more than drive sales—we build sustainable, scalable growth strategies for the federal market. Acting as a continuity thread alongside often-rotating manufacturer sales teams, we ensure vital institutional knowledge is preserved between transitions. We educate and empower sales forces to navigate the federal market confidently—demystifying procurement processes, clarifying regulations, and helping them speak the government’s language fluently.

### **Personal Insight & Relationships**

Having experienced the government system firsthand—as both veterans and current patients—we bring insight that is not only strategic but deeply personal. We understand how to position products to meet government needs meaningfully, going beyond mere compliance to deliver genuine impact. Our military background fosters authentic relationships within agencies, often connecting us with personnel we’ve served alongside or who share our values. This creates a natural rapport and trust that accelerates collaboration, enabling swift, responsible decision-making with mutual mission focus. We maintain transparent, regular access to senior leadership, both internally and with our agency partners.

### **Compliance and Risk Mitigation**

This channel pre-certifies items including the International Traffic in Arms Regulations (ITAR), the Export Administration Regulations (EAR), and Section 889 of the FY2019 National Defense Authorization Act<sup>3</sup>. This level of pre-certification is particularly important in light of the findings from DoD Inspector General Report DODIG-2025-050, which highlighted a series of debarments and compliance failures across the Department of Defense’s procurement programs. SDVOSBs with robust compliance protocols offer a secure, low-risk acquisition path—ensuring federal buyers can meet mission needs without inadvertently violating ITAR, EAR, or Section 889 restrictions.

### **Results-Driven Partnerships**

In short, we don’t just facilitate transactions; we cultivate enduring mission partnerships. For manufacturers, we serve as boots on the ground—offering tribal knowledge and continuity that make government engagement seamless and efficient. For agencies, we are a consistent, trusted partner who speaks their language and shares their purpose.

<sup>1</sup> GAO, *Small-Business Contracting* (GAO-21-552, Apr 2021) p. 12. <https://www.gao.gov/products/gao-22-104621>

<sup>2</sup> VA MSPV-NG Quarterly KPI Report, Q4 FY 2023.

<sup>3</sup> DoD IG, *Sec. 889 Compliance in IT Procurements* (Feb 2025).