Service Disabled Veteran Owned Small Business EXPO
Oceanside, California
EXPO Analysis and List of Vendors

01 March 2018

Prepared By
GEORGE RAPCIEWICZ
NAVAL SURFACE WARFARE CENTER – CORONA DIVISION
(RS-21)
P.O. BOX 5000
CORONA, CA 92878
EXECUTIVE SUMMARY

The purpose of this analysis is to provide feedback to NSWC Corona leadership and engineers on local small businesses, as well as support the NSWC Corona Division Small Business office.

Bottom Line up Front:

- More than 100 vendors were interviewed by Mr. Rapciewicz. The majority of vendors were Service Disabled Veteran Owned Small Business (SDVOSB) owners, but there were 4 SBA 8a firms, several women owned and several minority owned businesses.

- 70% of the vendors that were interviewed came prepared by means of a capabilities statement listing NAICS, SBA and VA certifications, and were able to present in a focused manner their company’s capabilities. Out of the 70%, only a handful had existing DoD contracts, or any federal contracts. The remaining vendors were struggling to reach the right decision makers within the DoD to present their product(s) and service(s). This was common place with all of the vendors.

- Out of the 4 SBA 8a firms Mr. Rapciewicz met, 2 had past performance, and 1 of them wasn’t sure how to obtain further business, 1 had been in the SBA 8a program for 1 year and wasn’t sure how to do business with the federal government and had no past performance, and another SBA 8a firm didn’t speak at all on their past performance.
TABLE OF CONTENTS

EXECUTIVE SUMMARY ................................................................. 2
1 Introduction ........................................................................... 4
  1.1 Scope ............................................................................. 4
  1.2 Background ..................................................................... 4
  1.3 Applicable Documents .................................................... 4
2 SDVOSB Vendors .................................................................... 5
2 SBA 8a Vendors ...................................................................... 14
1 Introduction

1.1 Scope
This document provides NSWC Corona leadership and small business office with information on local small businesses. The intent is to disseminate this information both internal and external to NSWC Corona within the DoD community. Additionally, this document will be disseminated to the EXPO to be shared with the small business community, as well as the SBA San Diego Office.

1.2 Background
The Southwest Veterans Resource Center hosted their 7th annual Veterans Business Expo in Oceanside, California on February 27th and February 28th. 888 participants attended, with 100 vendors being interviewed by Mr. Rapciewicz. The vendors are eager and capable, and each carries a very unique product. The majority of vendors did have a capabilities statement, which was in line with what is expected when communicating with potential DoD customers, as well as had past and/or current performance.

However, several vendors showed up with no capabilities statement. Several vendors showed up with what they thought was a capabilities statement, but it did not contain a basic description of what their firm does, firm location, NAICS codes, any SBA or VA certifications, and in some cases, did not contain a corporate website, email, and phone number. This is only due to their being a new firm, and not understanding what is required to do business with the federal government. Out of the 88 vendors I interviewed, only 33 provided a business card and/or a capabilities statement or similar item.

Mr. Rapciewicz did provide those vendors feedback as to how a capabilities statement needed to be. Mr. Rapciewicz also provided his business card to every person being interviewed. No capabilities statements were emailed. All data listed below was collected from the vendors then transposed to this document. It is also being pointed out that none of the websites listed in the documents for the private businesses works on an NMCI machine. This is due to our network blocking these organizations via Blue Coat proxy services. This makes it hard for government market research to be conducted on these companies due to our network security.

1.3 Applicable Documents
N/A
2 SDVOSB Vendors

1. **Birds Eye View**- Birds Eye Aerial Drones was founded in 2014, and has been piloting full scale and RC aircraft for over 30 years. A background in supporting military aviation applications, and extensive commercial industry experience. Numerous FAA licenses, certifications, and waivers for any time flights.

   Contact: [www.birdseyeaerialdrones.com](http://www.birdseyeaerialdrones.com)
   scott@birdseyeaerialdrones.com
   805-890-1991
   La Mesa, California

   NAICS: 512110, 541370, 541690, 541990, 541360, 541430, 541922, 711510
   SBA / VA Certification: SDVOSB
   GSA Contracts: Unknown
   Cage Code: Unknown

2. **Technology for Reintegration**- A nonprofit that provides veterans with reintegration and training programs for entry into the civilian marketplace. They also accept recyclables such as computers and associated hardware and repurpose it back to Veterans.

   Contact: [www.heroesdeservehelp.org](http://www.heroesdeservehelp.org)
   info@heroesdeservehelp.org
   909-999-8828
   San Dimas, California
   NAICS: Unknown
   SBA / VA Certification: Unknown
   GSA Contracts: Unknown
   Cage Code: Unknown

3. **Gear One Enterprises**- Specializations in IT hardware, maintenance, as well as software. Partners with Dell, HP, Cisco, EMC, NetApp, and several other large firms. Gear One offers hardware and services support and the ability to extend the lifecycle of mission critical infrastructure. Extensive past performance.

   Contact: [www.gearone.com](http://www.gearone.com)
   949-388-5785
   San Clemente, California
   NAICS: 334118, 334111, 334112, 423420, 425120, 541513, 811212
   SBA / VA Certification: Unknown
   GSA Contracts: GS-35F-231DA
   Cage Code: 75P47
4. **Universal Module**- Experts in Modular Buildings, to include engineering and design, as well as installation. Experience in 3Dimensional modular, panelized, wood, concrete, steel, as well as multi-story. A turnkey solution for preparation, foundations, flatwork, and all utilities associated with these modular systems. Extensive past performance.

Contact: www.umodular.com
760-645-3226
610-952-1714
Rick Bartolotti
reb@umodular.com
Fallbrook, California
NAICS: 236210, 236220, 332211, 321992, 531120
SBA / VA Certification: SDVOSB
GSA Contracts: Unknown
Cage Code: Unknown

5. **Advetage Solutions**- A science and technology value added reseller with a focus on analytical laboratory instruments, industrial supplies, IT hardware, and safety equipment. Custom product engineering available upon request. Partners with thermoscientific, fisherscientific, 3M, Mirion Technologies.

Contact: www.advetage.com
310-563-3804
424-241-8251
Justin Kung
Justin@adventage.com
El Segundo, California
NAICS: 334516, 334519, 423430, 423450, 423690, 541380, 541511, 541690, 561210, 518210
SBA / VA Certification: SDVOSB
GSA Contracts: Unknown
Cage Code: 7YTH6

6. **AAG Fulfillment**- A commercial janitorial services company that also provides paper and other related bathroom and office supplies. They also specialize in pest control, as well as security and surveillance cameras.

Contact: www.associatedartistsgroup.com
310-980-7069
DJ Baer
dotanbaer@gmail.com
NAICS: 541614, 323113, 561710, 561720, 322991, 312112
SBA / VA Certification: SDVOSB
GSA Contracts: Unknown
Cage Code: 6KTD2
7. **ZeroBase**- A hybrid technology company that is incorporated into military applications. Specializations in remote and off grid systems that provide clean and reliable power to remote locations. Every system can be custom tailored to customer specifications. Forge portable energy systems, tactical hybrid generators, Forge Trailers, and Mobile Microgrids.

Contact: [www.thezerobase.com](http://www.thezerobase.com)
Nolan Cooper
ncooper@zerobaseenergy.com
858-539-6956
888-530-9376
510-509-9250
support@thezerobase.com
info@thezerobase.com
NAICS: Unknown
SBA / VA Certification: Unknown
GSA Contracts: Unknown
Cage Code: Unknown

8. **Caf Tech Inc.**-A Trend Micro, Samsung, Digital Signage, Knox, Ergotech, Sony Laser projectors, and Vaio reseller. Past customers are Sony Pictures Entertainment, NSWC Corona Division, SPAWAR, UCI, CSULB, UCR, and UCSB.

Contact: www.caftechinc.com
949-559-1663
jesse@caftechinc.com
NAICS: Unknown
SBA / VA Certification: Unknown
GSA Contracts: Unknown
Cage Code: 5BQ73

9. **Envision This!**-Organization specialization in industrial organizational psychology, behavior, leadership, management, and team building training.

Contact: [www.envisionthislife.com](http://www.envisionthislife.com)
Dr. Elisa Magill
951-426-0688
elisa@envisionthislife.com
NAICS: Unknown
SBA / VA Certification: Unknown
GSA Contracts: Unknown
Cage Code: Unknown
10. **Aviate Enterprises Inc.**- An equipment and supplies vendor selling office, construction, emergency, industrial, and medical related items. Numerous industry related partners such as Assa Abloy, Dell, Dow, fisher scientific, Grainger, HP, Ingram, McKesson, MidMark, Motorola, Polaris, Sika, Tennant, Waxie, Wolseley to name a few. Past performance and several existing State of California and federal contracts currently ongoing.

Contact: [www.aviateinc.com](http://www.aviateinc.com)
Timothy Devine
916-425-3264
916-993-4000
sales@aviateinc.com
devine@aviateinc.com
Sacramento, California
NAICS: 423840, 337215, 454111, 339114, 423210, 423450, 423730, 423390, 423710, 423440, 423830, 423420, 423720
SBA / VA Certification: SDVOSB, HubZone
GSA Contracts: Unknown
Cage Code: 7BCA8

11. **Your Signature Company**- Designs custom pens for corporate executives and retirees. Very high end pens. Their moto is “Product Intimacy, Luxury Presentation, Representation”.

Contact: [http://www.yoursignatureco.com](http://www.yoursignatureco.com)
760-888-7822
Oceanside, California
NAICS: 453220, 453210, 454110
SBA / VA Certification: SDVOSB, MBE,
GSA Contracts: Unknown
Cage Code: Unknown

12. **CK&D Logistics**- A third party logistics company consisting of trucks and carriers to ensure products make it to customer destination(s). Also provides freight dispatching services to owner operators throughout the USA.

Contact: [www.ckdlogisticsllc.com](http://www.ckdlogisticsllc.com)
951-208-7707
Riverside, California
NAICS: Unknown
SBA / VA Certification: SDVOSB
GSA Contracts: Unknown
Cage Code: Unknown
13. **Advanced Combat Systems Engineering and Analysis Corporation (ACSEAC)** - A consulting company specializing in workforce development, project management, communication and network design and support services for industrial controls and critical infrastructure. They also support cyber security and risk management monitoring services.

Contact: www.acseac.com
619-994-7430
Murrieta, California
NAICS: 541712, 541330, 541611, 541690, 517919, 611420, 541512, 334112, 611430, 541519, 334290
SBA / VA Certification: SDVOSB
GSA Contracts: Unknown
Cage Code: 1PF96


Contact: www.thebuddyguard.com
Unknown
NAICS: Unknown
SBA / VA Certification: Unknown
GSA Contracts: Unknown
Cage Code: Unknown

15. **JJR Solutions** - Specializations in Data Management, Lean Six Sigma, and cloud based software and IT solutions, as well as program management services. Extensive past performance.

Contact: www.jjrsolutions.com
937-912-0288
Dan Marion
sales@jjrsolutions.com
Dayton, OH, Washington DC, Montgomery, AL
NAICS: 518210, 541511, 541512, 541611, 541990
SBA / VA Certification: SDVOSB
GSA Contracts: GSA IT70-GS-35F-531AA, GSA PSS-GF-00F-146GA
Cage Code: 5BS77
16. **MAAL Associates, LLC**- Experts in improvement and modernization of facilities using continuous improvement methodologies. Also provides program management support services.

Contact: www.maalassociates.us  
201-822-5158  
Loveland, CO  
NAICS: 5416 domain  
SBA / VA Certification: SDVOSB  
GSA Contracts: Unknown  
Cage Code: 6U3Q7

17. **Trackit Project Management Systems**- Company specializes in cloud based project management applications that are tied to the SalesForce platform. High end project management software that is web based and fits into the SalesForce platform. Vendor is interested in working on an application based version due to NMCI bandwidth issues. This software provides management of files, tasks, teams, timesheets, estimates, purchase orders, vendor invoices, client billing, collaboration, and communication.

Contact: www.jobsuite.net  
858-759-2558  
Steve Harris  
steve@etrackit.com  
Rancho Santa Fe, California  
NAICS: 541613, 334614, 423430, 511210, 541511, 541519  
SBA / VA Certification: Unknown  
GSA Contracts: Unknown  
Cage Code: 72W63

18. **BleuForce LLC**- Current prime contractor under SeaPort-e N00178-13-4000 specializing in Construction Project Management Services such as QA, QC, scheduling, auditing, permit and labor compliance, and site safety.

Contact: www.bleuforce.com  
619-621-5370  
Chula Vista, California  
Arlington Harrington  
aharrigan@bleuforce.com  
NAICS: 237310, 236220, 237110, 237120, 237130, 541310, 541512, 541320  
SBA / VA Certification: Unknown  
GSA Contracts: Unknown  
Cage Code: 55D23

Contact: www.johnleach.com  
858-774-2282  
John Leach  
Del Mar, California  
NAICS: 541611, 541618, 611430, 611710, 611699  
SBA / VA Certification: SDVOSB  
GSA Contracts: Unknown  
Cage Code: 1F5U8

20. **L & M Machining Center Inc.** - A full service machining company that supports rapid prototype to production requirements. Can also support low volume, high mix, batch size runs and assemblies to medium production. ISO 9001, ISO 13485 certified. Capable of shipping worldwide as well. Numerous industry certifications, and has been in business for over 30 years with extensive past performance.

Contact: www.landmmachining.com  
760-734-3810  
Vista, California  
NAICS: 332710  
SBA / VA Certification: SDVOSB  
GSA Contracts: Unknown  
Cage Code: Unknown


Contact: www.4ward.tech  
757-876-1735  
La Mesa, California  
NAICS: 511210, 517110, 518210, 519130, 541430, 541511, 541512, 541513, 541519, 541611, 541618, 541990  
SBA / VA Certification: SDVOSB  
GSA Contracts: Unknown  
Cage Code: 7KB24
22. **McMaverick Advertising**- Specializes in MCCS, AAFES, MWR related products such as challenge coins, hats, t-shirts, sweaters, custom embroidery, booklets, and other promotional items. Extensive past performance.

Contact: www.mcmaverick.com  
619-787-3302  
Lisa Gallagher  
mcmaverickadvertising@gmail.com  
San Diego, California  
NAICS: 541890, 314999, 323113, 323117, 332812, 332813, 339910, 339920, 339950, 423940, 451110, 451200, 453220, 453998, 454390, 541430, 323119, 314911  
SBA / VA Certification: SDVOSB  
GSA Contracts: Unknown  
Cage Code: 725A3

23. **Plast Source**- Specializing in janitorial, disposal, and safety products. Extensive commercial experience.

Contact: www.plastsource.com  
909-989-1800  
626-235-8116  
Alan Nader  
a.nader@plastsource.com  
Anaheim, California  
NAICS: 423850, 424130  
SBA / VA Certification: Unknown  
GSA Contracts: Unknown  
Cage Code: 6LB65

24. **Strategic Ventures**- A relatively new company specializing in transportation, construction, infrastructure, budgets, financial management, strategic planning, and process improvement consulting.

Contact: [www.strategicventures.build](http://www.strategicventures.build)  
909-553-5768  
Suzanne Cook  
strategicventuresbuild@gmail.com  
Rancho Cucamonga, California  
NAICS: 541611, 541618, 541612, 541614, 561410, 611430, 921130, 921190  
SBA / VA Certification: Unknown  
GSA Contracts: Unknown  
Cage Code: Unknown
25. **CAMO LLC.** - Specializing in research, acquisition, operational, modeling, simulation, and analysis, systems engineering, and test / tech transition supporting the warfighter. Extensive past performance.

Contact: camollc.org
Kurt Rinke, 937-542-9777, krinke@camollc.org
Ed Rinke, 937-260-9373, erinke@camollc.org
Lattie Robertson, 951-445-3830, lrobertson@camollc.org
Beavercreek, OH
NAICS: 541330, 541519, 541611, 541614, 541618, 541690, 541712, 561210
SBA / VA Certification: SDVOSB
GSA Contracts: Unknown
Cage Code: 6LQ27

26. **Black Box Safety** - A company specializing in safety products and training.

Contact: www.blackboxsafety.com
Jackson Dalton
jackson@blackboxsafety.com
San Diego, California
NAICS: 339113, 541690, 611699
SBA / VA Certification: SDVOSB
GSA Contracts: Unknown
Cage Code: 7UY00

27. **Deep Energy Solutions** - Provides products that address heat transfer, conduction, convection, and radiation, while simultaneously eliminates rust and condensation. Applications are used on highways, runways, and numerous state and federal buildings.

Contact: http://deepenergysolutions.com/
Dan Bechtel
951-344-1243
info@deepenergysolutions.net
Wildomar, California
NAICS: 325510, 424950, 432330, 324122
SBA / VA Certification: SDVOSB
GSA Contracts: Unknown
Cage Code: 1NMJ6
28. **AqueousVets** - A solutions provider of water/wastewater treatment and delivery systems. They provide all of the equipment involved with water purification and wastewater treatment facilities, as well as provide services in that field.

   Contact: http://www.aqueousvets.com/
   Rob Craw
   925-967-5232
   rcraw@aqueousvets.com
   Danville, California
   NAICS: 221320, 237110, 325998, 326122, 331210, 332919, 332996, 333318, 423320, 423510, 423720, 423830, 424690, 486990, 561990
   SBA / VA Certification: SDVOSB
   GSA Contracts: Unknown
   Cage Code: 7CDC3

29. **Cybergx** - A group of programmers, developers, and security architects with specializations in robotics.

   Contact: http://www.cybergx.com
   David Rowe
   208-869-4702
   drowe@cybergx.com
   Carlsbad, California
   NAICS: Unknown
   SBA / VA Certification: Veteran Owned Business
   GSA Contracts: Unknown
   Cage Code: Unknown

### 2 SBA 8a Vendors

1. **VMRacks** - An IT services provider specializing in Cyber Security, networking, cloud computing, managed services, and data center support related resources. Also a value added custom storage server reseller. Top Secret clearance level.

   Contact: www.vmracks.com
   760-798-3030
   contracts@vmracks.com
   San Marcos, California
   NAICS: 518210, 541511, 541519, 541690, 541330, 541513, 334111, 541990, 541512, 511210, 334112, 541621
   SBA / VA Certification: SBA 8a, HubZone
   GSA Contracts: GS-35F-378-DA
   Cage Code: 6KKB2
2. Midstate Industrial- A medical equipment and industrial equipment supplier.

Contact:  http://midstateind.net/
Alfred Harmon
770-529-0221
info@midstateind.net
Kennesaw, GA
NAICS: 339112, 339113, 423450, 423830, 541511, 541512, 621610, 332216
SBA / VA Certification: SBA 8a, SDVOSB
GSA Contracts: V797D-70099
Cage Code: 1B1T7


Contact:  http://www.clemtechllc.com
Clement Johnson Jr.
855-816-5558
Clement.johnson@clemtechllc.com
Carlsbad, California
NAICS: 541618, 541330,541513,541512,541611,541990,611420,334111,334112
SBA / VA Certification: SBA 8a, SDVOSB
GSA Contracts: Unknown
Cage Code: 6XY61


Contact:  http://officedesigngroup.com/
J. Russell Smith
949-215-5557
rusty@teamodg.com
Irvine, California
NAICS: 314110, 337122, 337214, 337215, 423210, 423620, 423450, 423910, 423920, 423990, 442110, 532420, 541410, 541490, 541618, 811420
SBA / VA Certification: SBA 8a, SDVOSB
GSA Contracts: GS-28F-0008T, GS-29F-0040N
Cage Code: 6XY61