

**Service Disabled Veteran Owned Small Business EXPO**

**Oceanside, California**

**EXPO Analysis and List of Vendors**

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## 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 hand full 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.

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# 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 7<sup>th</sup> annual Veterans Business Expo in Oceanside, California on February 27<sup>th</sup> and February 28<sup>th</sup>. 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

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## 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.birdseyaerialdrones.com](http://www.birdseyaerialdrones.com)  
scott@birdseyaerialdrones.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.hereosdeservehelp.org](http://www.hereosdeservehelp.org)  
info@hereosdeservehelp.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](http://www.umodular.com)  
760-645-3226  
610-952-1714  
Rick Bartolotti  
[reb@umodular.com](mailto: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](http://www.advetage.com)  
310-563-3804  
424-241-8251  
Justin Kung  
[Justin@advetage.com](mailto:Justin@advetage.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 Fullfillment-** 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](http://www.associatedartistsgroup.com)  
310-980-7069  
DJ Baer  
[dotanbaer@gmail.com](mailto: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](http://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>

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](http://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

**14. The Buddy Guard Corporations-**Medical supply reseller. Holds US Patent No: 6,443,920 B1 for a medical safety lifting device called "BOEMBA".

Contact: [www.thebuddyguard.com](http://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](http://www.jjrsolutions.com)

937-912-0288

Dan Marion

[sales@jjrsolutions.com](mailto: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](http://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](http://www.jobsuite.net)  
858-759-2558  
Steve Harris  
[steve@etrackit.com](mailto: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](http://www.bleuforce.com)  
619-621-5370  
Chula Vista, California  
Arlington Harrington  
[aharrigan@bleuforce.com](mailto:aharrigan@bleuforce.com)  
NAICS: 237310, 236220, 237110, 237120, 237130, 541310, 541512, 541320  
SBA / VA Certification: Unknown  
GSA Contracts: Unknown  
Cage Code: 55D23

19. **John Leach Associates-** A human resources consulting, coaching, facilitation, and training company. Extensive past performance.

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

21. **4WardTech-** Provides custom web and mobile software development service. Focused on Machine Learning, Artificial Intelligence, and DevOps.

Contact: [www.4ward.tech](http://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

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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](http://www.mcmaverick.com)

619-787-3302

Lisa Gallagher

[mcmaverickadvertising@gmail.com](mailto:mcmaverickadvertising@gmail.com)

San Diego, California

NAICS: 541890, 314999, 323113, 323117, 332812, 332813, 339910, 339920, 339950, 423940, 451110, 451120, 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](http://www.plastsource.com)

909-989-1800

626-235-8116

Alan Nader

[a.nader@plastsource.com](mailto: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](mailto: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](http://camollc.org)

Kurt Rinke, 937-542-9777, [krinke@camollc.org](mailto:krinke@camollc.org)

Ed Rinke, 937-260-9373, [erinke@camollc.org](mailto:erinke@camollc.org)

Lattie Robertson, 951-445-3830, [lrobertson@camollc.org](mailto: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](http://www.blackboxsafety.com)

Jackson Dalton

[jackson@blackboxsafety.com](mailto: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](mailto: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 Crow

925-967-5232

[rcraw@aqueousvets.com](mailto: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](mailto: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](http://www.vmracks.com)

760-798-3030

[contracts@vmracks.com](mailto: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

3. **ClemTech LLC**- Specializations in knowledge management, information management, C4I solutions, office supplies, computers and printers, maintenance agreements, software licenses.

Contact: <http://www.clemtechllc.com>

Clement Johnson Jr.

855-816-5558

Clement.johnson@clemtechllc.com

Carlsbad, California

NAICS: 541618, 541330, 541512, 541513, 541611, 541990, 611420, 334111, 334112

SBA / VA Certification: SBA 8a, SDVOSB

GSA Contracts: Unknown

Cage Code: 6XY61

4. **Office Design Group**- Specializes in office furniture, design services, carpet and upholstery, sporting goods, and other related products. Extensive past performance with city and state entities, GSA, USMC, and currently holds Navy BPA N00189-11-A-0123.

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