



BUY AMERICAN SUCCESS STORY

TEXTILE COMPANY WINS CONTRACT WITH THE DLA

BACKGROUND

Pacific Continental Textiles, Inc. (PCT) is a small disadvantaged business that provides textiles, fabrics, and apparel. PCT wanted to enter the federal marketplace because of the Barry Amendment and their industry. The Barry Amendment requires the Department of Defense (DoD) to purchase food, hand-tools, and clothes from American businesses. With most of the textile industry outsourced overseas, PCT found a marketplace with a high incentive.

To get started in government contracting, PCT needed to get registered in the System for Award Management (SAM). Registration in SAM is the first requirement for all businesses seeking to work with the federal government. They also needed training to learn how to bid on contracts and to easily find contracting opportunities.

However, getting registered in SAM is a complex process. Plus, delays in getting registered can end up being costly to PCT. Learning government contracting is another endeavor on its own. The federal marketplace has its own set of regulations and business practices that have a steep learning curve.

SOLUTION

PCT hired US Federal Contractor Registration (USFCR) for their SAM registration service and USFCR Academy to get in compliance for federal contracts as well as learn the best business-to-government (B2G) practices. They were also given access to USFCR's Advanced Procurement Portal (APP), an industry-leading search tool for finding government contracts and conducting federal market research.

PACIFIC CONTINENTAL TEXTILES, INC.

NAICS: 313310
DUNS: 131288300
CAGE: 80W11



Pacific Continental Textiles, Inc. has been producing various textile products in Southern California for nearly 37 years. Since most textile production has moved overseas, they had a competitive advantage for competing on Department of Defense contracts.



**WITH USFCR'S HELP,
THE LEARNING CURVE
WAS MUCH LESS
STEEP AS IT COULD
HAVE BEEN IF WE HAD
TO DO IT OURSELVES.**

LOU SPAGNA | CHIEF MARKETING OFFICER

www.usfcr.com

With USFCR's SAM Registration Service, PCT was able to get quickly qualified for government contracts. That's because the task was outsourced to professional case managers. With information that PCT provided on a simple worksheet the case managers were able to verify and submit their registration.

In USFCR Academy PCT got hands on experience learning how to respond to solicitations released by federal agencies. If there were any questions or contracts that PCT was interested in, a USFCR bid trainer would provide assistance via live webinar.

Using APP, PCT was able to find contracts as well as save their searches. This allowed them to get live updates emailed to them directly when an industry-related opportunity with the DoD was posted.

OUTCOME

With a compliant SAM registration along with the skills to bid on a contract, PCT searched for opportunities on APP. They also met with other contractors and government officials at the DLA Joint Advanced Planning Brief for Industry in Philadelphia. Their approach was to fully understand the needs of their federal customers, grow their contracting knowledge, and build a network.

After they submitted their second bid, they won their first contract. This first contract was with the Defense Logistics Agency to provide flame retardant flight deck jerseys to be worn by crew members on air craft carriers.



I'M PRETTY PROUD TO HAVE WON OUR FIRST AWARD ON ONLY OUR SECOND BID.
LOU SPAGNA | CHIEF MARKETING OFFICER

BENEFITS

PCT used these services provided by USFCR.

SAM REGISTRATION SERVICE

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



USFCR ACADEMY

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



ADVANCED PROCUREMENT PORTAL

- OPPORTUNITY SEARCH
- LIVE CONTRACT UPDATES
- GOVERNMENT CRM



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