



*Distributor of Clinical Laboratory Instruments
and Consumables to the VA & DoD Hospitals*

Capabilities Statement

COMPANY OVERVIEW

FEDspace is a service-disabled veteran-owned small business (SDVOSB) distributor of name-brand clinical laboratory instruments and workflow-critical consumables to VA and DoD laboratories. With over 50 years of combined experience in lab equipment sales, contract management, and lab-level outreach, FEDspace is uniquely positioned to deliver accuracy, compliance, and bench-level responsiveness to the federal clinical laboratory market.

CORE COMPETENCIES

Federal Procurement Expertise – Deep knowledge of FAR regulations, GSA and ECAT pathways, and precise execution of GPC micro-purchases, ensuring fast, compliant procurement for federal laboratories and suppliers.

Clinical Contract Management – Extensive experience with BPAs, IDIQs, QC/controls, calibrators, and analyzer-linked consumables, with precise execution of cost-per-test programs, standing orders, and GPC micro-purchase fulfillment for federal clinical laboratories.

Integrated Business Platform – Zoho cloud suite unifying accounting, CRM, telephony, and automation into audit-ready workflows, enabling efficient, compliant operations for federal procurement.

VA & DoD Standards Alignment – Configured for VA Directive 6500 and DFARS 252.244-7001, with Zoho Books supporting Tungsten/WAWF invoicing, EFT/GPC protocols, and audit-ready financial workflows.

DIFFERENTIATORS

Bench-level Customer Service - Responsive, precise, and relationship-driven support that ensures accuracy, reliability, and long-term trust across VA and DoD clinical laboratories.

Decision-Maker Marketing - Targeted telemarketing and email engagement that promotes new lab technologies and connects OEM suppliers directly with federal lab leadership.

PAST PERFORMANCE

Federal Laboratory Expertise - Over five decades of combined experience supporting Core Lab, Blood Bank, Histology, Microbiology, Molecular, and POCT environments across VA and DoD laboratories, with deep proficiency in micro-purchase fulfillment and workflow-critical consumables.

————— *Supporting Those Who Serve!* —————

Federal Identifiers

UEI: xxxxxxxx | **CAGE:** xxxxxxxx | **VetCert:** SDVOSB Certified

SAM.gov Registration: Active | **NAICS:** 423450, 423490 | **FSC:** 6550, 6640

FEDspace LLC

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