



Unlocking Federal “Set-Aside” Revenue Without Channel Conflict

SDVOSB Certified | UEI: xxxxxxxx | CAGE: xxxxxxxx | myFEDspace.com

COMPANY OVERVIEW

FEDspace is a Service-Disabled Veteran-Owned Small Business (SDVOSB) specializing in the compliant distribution of clinical laboratory instruments, consumables, and supplies to the Department of Veterans Affairs (VA) and Department of Defense (DoD) medical facilities. Founded by industry leaders with **over 50 years of combined experience driving growth across VA and DoD medical centers**, FEDspace serves as a strategic bridge between top-tier OEMs and federal healthcare providers- **unlocking set-aside revenue** through VOSB pathways and GPC micro-purchases, **with zero channel conflict**.

PROVEN LEADERSHIP & FEDERAL DOMAIN EXPERTISE

Unlike traditional distributors, FEDspace is backed by decades of proven execution in federal clinical lab distribution, contract management, and section-level outreach experience.

50 Years Combined Track Record: Former Senior VA/DoD Sales Manager (27 yrs) and Marketing Manager (23 yrs) who helped build and scale a premier federal distributor.

Mastery of Federal Procurement & FAR: Expert navigation of FAR-aligned procurement, sole-source pathways, GSA and ECAT vehicles, cost-per-test and standing order management, compliant documentation, and turnkey federal fulfillment workflows for VA and DoD laboratories.

Specialized VA & DoD Network: Deep, longstanding relationships across VA VISN logistics, federal contracting officers, laboratory directors, and 28 years of active SAFMLS partnership.

OEM PARTNERSHIP VALUE: ZERO CHANNEL CONFLICT

We do not compete with your sales force—we extend it. FEDspace expands OEM reach into restricted federal purchasing channels through lab-level decision-maker engagement.

Incremental Set-Aside Growth: We capture reserved VA/DoD set-aside solicitations and sole-source opportunities that OEM reps cannot access directly.

Direct Rep Collaboration: We work alongside your local sales representatives as a compliant SDVOSB fulfillment vehicle to **accelerate and win pending federal opportunities**.

Lab-Level Access & Visibility: We cultivate deep relationships across VA and DoD facilities, giving OEMs access to lab decision-makers who influence platform evaluation and purchasing.

STRATEGIC CONSUMABLES & REAGENT DISTRIBUTION

Maximizing Closed-System Consumable Revenue Across VA & DoD Labs

Brand Protection & Uptime: Serve as a proactive customer-engagement buffer—reducing service escalations, protecting analyzer uptime, and ensuring reagent continuity.

Micro-Purchase & Standing Order Fulfillment: Capture GPC micro-purchases and maintain standing orders to prevent downtime and avoid emergency requests.

Consumable Pricing & Cost-Per-Test Stability: Protect OEM pricing and maintain cost-per-test stability through a compliant SDVOSB set-aside channel.

GPC-to-Contract Scaling: Convert consistent micro-purchase demand into multi-year SDVOSB set-aside agreements that secure and grow your federal consumable revenue.

Partner with FEDspace in Your Federal Accounts!