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Shabach Services, LLC

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www.shabachservicesllc.com

Key Contact :

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General Information:

Registered Company Name: Shabach Services LLC

Year Incorporated: October 23, 2013

State of Incorporation: Maryland

DUNS: 079233879

CAGE Code: 71F48

EIN#: 46-4352702

8A CERTIFIED

Federal Certification(s)

SBA – SDB, EDWOSB, WOSB

State Certification(s):

MD DOT MBE/DBE # 14-311

NAICS: 334112 – Computer Storage Device

339112 – Surgical & Medical Instruments

339113 – Surgical Appliance and Supplies

423450- Medical, Dental, and Hospital

Equipment and Supplies Merchant Wholesalers

541512- Computer Systems Design Services

541990 – All Other Professional, Scientific &

Technical Services

811219 – Other Electronic and Precision

Equipment Repair and Maintenance

325414 – Biological Products

CAGE: 71F48

Payment Terms: Accept Credit and Purchase

Cards (VISA, Master, AMEX, Discover)

Partners: Dell, CISCO, VMWare, IBM, EMC, Vision

Solution, RedHat, RSA, National Distribution

Center, Siemens. BioFire Defense, TRICOL

BIOMEDICAL, Henry Schein, Bound Tree Medical

Capabilities Statement

Shabach Services, LLC is a woman owned small business located in Ellicott City, Maryland that provides Medical such as surgery and other Medical supplies, IT and other Supplies to Federal, State, Local and other agencies alike as a Reseller/Distributor. We, at Shabach Services, LLC, are able to meet all your organization's needs by delivering top notch quality products and services to your organization. Shabach Services LLC is able to supply all your organizations' technical, medical, and general office supply needs.

We take pride in our service and strive to foster a positive relationship with our customers and vendors. We negotiate the best prices for your products and guarantee that our products and services are delivered on time and in accordance with the agreed upon terms, scope, and budget.

Core Competencies

- Excellent Price Negotiator/Price Analysis
- Training
- Supply Chain Management
- Offer a high-quality, branded product whose image is recognizable among consumers at a competitive price
- Create a sense of community among consumers who purchase the products and vendors alike
- Develop a reputation among retailers and customers as a reliable manufacturer, delivering the requested number of products on schedule

Past Performance

- Contractor with the Federal Government as a Presenter (Social Security Administration), Supplier of IT and Medical Supplies to Federal Government.
- MedStar Health, where I was fully responsible for ensuring that contracts negotiated with our vendors were of high quality and at the right price. In the process, I realized savings of over 2 million dollars annually. I was also responsible for negotiating pricing on Medical supplies used by our various facilities.
- Worked on many large-scale personal projects including buying and selling products/supplies to meet certain demands abroad, as well as supervising materials to be delivered via shipping and clearing to customers in other various locations. I have also developed alliances with companies here in the United States to supply products as needed.

Reference Customers

PreTrial Service Agency, NAVSUP, U.S. Department of Justice, Blue Grass Army Depot, NASA Kennedy Space Center, MICC Fort Stewart, National Guard Virgin Island, NAVSEA (Navy), FLC Norfolk, **USAID**, CDC, State Department (US Embassy, Tbilisi GA, Dhaka India, Kenya, Ghana, Niamey), Dept of Defense (DoD), VA CMOP



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Recent Successes: Shabach Services has recently been privileged to work with multiple vendors, building a vendor consumer relationship. The company has also had the opportunity to network with a vast majority of agencies and is continually working on the bid process to become successful in the industry.

Company Expectations: Shabach Services has terms of payment. After completion of order, payment is expected 30 days thereafter. Shabach Services LLC has never petitioned for bankruptcy protection.

Industry Recognition & Marketplace Success

Awarded Outstanding Business Subcontractor All references have been attached as a separate attachment

Top Six government customers

1. NASA – located in the State of Florida, continual order, volume is continual, Dollar amount in the last 3 years: \$100,000
2. Veterans Affairs over \$1 million in Sales
3. Department of State – Tbilisi Georgia and other State Departments Abroad, continual orders, volume is continual, Dollar amount in the last 3 years: \$650,000
4. Department of Customs and Boarder Control – Various Stated Dollar amount in the last 3 years: \$45,000
5. Navy - Norfolk, VA, continual order, volume is continual, Dollar amount in the last 3 years: \$150,000
6. National Guard – Various locations, Dollar amount in the last 3 years: \$30,000

All Sales from Shabach Services LLC for the past 3 years are 100% Government sales

Proposers Ability to Sell and Deliver Service Nationwide

Shabach Services LLC has partnered with companies who have Sales force teams that are able to deliver products in a very timely manner and act as a service provider. We work very closely with these companies, taking ownership on ordered medical supplies. The expected days of delivery is usually between 2- 10 business days and should products be on b/o, this is communicated to the user in a timely fashion. We always strive to also offer alternatives to our end users after much research. Shabach Services has a presence in all States and there are no limitations.

Marketing Plan

Should Shabach Services be awarded a contract, we intend to first understand the requirements of the end user, in terms of time lines and all expectations. The mode of communication would either by phone or email, however we always strongly encourage orders to be sent via email by way of a Purchase Order (PO). The Contracting Officer (CO) or end user (EU) is encouraged to send an email to Shabach Services via email requesting price. The price is sent back approximately 1 business day to the user. Once the price has been agreed upon by the EU, a PO is issued and sent to Shabach Services via email (shabachservices@gmail.com). Upon receipt of the PO, if after 3pm, the order will be placed the next business day and if before 3pm, it will be placed the same day. Once shipment and Tracking information has been received, this will be communicated via email to the contracting officer who issued the PO. Very seldom do we verbally communicate unless it's an issue that requires such communication. *A list of some of the Medical Supplies we provide is also attached as a part of this correspondence.* As a growing small business, our products are currently not available through an e-procurement ordering process

Value-Added Attributes

Shabach Services offers very low and competitive prices. Products are always delivered on time (99.5%). We are guaranteeing that we would offer NJPA products with value cost and in a timely manner. Further, we are able to provide the same products to member agencies in Canada, however all payments will be made in US Dollars.



Remember, even after we are done with serving you, we are still here for you, to serve you again...

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