

VALUE PROPOSITION

Our Focus

The Department of Veterans Affairs maintains significant requirements for flooring in all VA facilities. Those requirements are delineated in the following **Technical Information Library (TIL)** publications:

- ◆ **Program Guide PG 18-14 – Room Finishes, Door, & Hardware Schedule** – *establishes standards for interior finishes with the essential selection criteria being appropriateness for function and space, sustainability, life cycle cost, durability, and ease of maintenance.*
- ◆ **Interior Design Manual** – *translates master specifications into patient-centered design solutions that improve the quality of life and productivity and protect the health, safety and welfare of veterans, visitors and staff.*
- ◆ **Sustainable Design Manual** – *establishes sustainability standards and practices that improve facility performance, conserve resources, and improve occupant health.*
- ◆ **Master Construction Specifications – Division 9 – Finishes** – *establishes technical requirements for manufacturing and installation of flooring finishes to achieve the mandates highlighted above and protect the health, safety and welfare of veterans, visitors and staff.*

Our Value

- ◆ FCF maintains a thorough working knowledge of these publications and collaborates with flooring manufacturers to identify best-of-industry product and installation solutions that will afford **Procurement Decision Makers** with confidence in their ability to meet and exceed all requirements.
- ◆ As important, FCF assists **Procurement Decision Makers** with formulating flooring solutions that will appeal to the most discriminating aesthetic tastes and thereby contribute to the quality of life and welfare of veterans, visitors and professional staff who rely on VA facilities for healing and work.

Our Differentiators

- ◆ FCF's owner is a combat veteran who understands that upholding the VA's mission "to care for him who shall have borne the battle" is a privilege and solemn duty.
- ◆ FCF's focus is developing long-term annuity business anchored on the trust and confidence of VA **Procurement Decision Makers**.
- ◆ FCF is one of two SDVOSBs who hold Schedule 72 (Furnishing and Floor Coverings) GSA contracts with FCF being the only one who focuses exclusively on flooring products and installation services.
- ◆ FCF's owner was invited by the General Services Administration and served for five years (2014-2019) as a Board Member on GSA's Quality Partnership Council representing Schedule 72 and the flooring industry.
- ◆ FCF has ten years of successful past performance supporting the VA with flooring solutions that achieve the most discriminating aesthetic tastes; meet and exceed all specification mandates; and provide best value, performance, and life-cycle return on investment.
- ◆ FCF's small business installation provider has 40+ years of successful past performance supporting federal government customers with seasoned, thoroughly vetted and credentialed technicians who are highly qualified to work in sensitive and controlled federal government facilities.