

SEVA Technical Services, Inc.

SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS

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YOUR FEDERAL SALES CHANNEL

A capabilities statement for prospective manufacturer partners

Sell to the federal government without becoming a government contractor. The federal market moves hundreds of billions of dollars a year, but it is gated — by contract vehicles, set-aside rules, and compliance obligations most manufacturers are not built to carry. SEVA already holds those keys. As your authorized reseller, we put your products in front of federal buyers through channels you never have to build, own, or staff — and we do it without ever touching your commercial channel.

WHY MANUFACTURERS PARTNER WITH SEVA

1. We hold the contract vehicles you don't.

Federal buyers purchase through established vehicles. SEVA already holds a GSA Multiple Award Schedule (GS-21F-089BA) and sells on GSA Advantage and DoD FedMall. Your products reach federal buyers through these vehicles without your company pursuing its own GSA Schedule — a multi-year, resource-heavy process we have already completed.

2. Our status unlocks set-aside dollars you can't reach.

A large or "other than small" manufacturer is locked out of the fastest-growing part of federal spending: set-asides. As an SDVOSB and small business, SEVA is eligible for awards your company cannot bid directly:

- **SDVOSB set-aside and sole-source awards** — the government-wide goal was raised from 3% to 5% of all federal dollars (over \$28 billion awarded annually)
- **Small-business set-asides** — a 23% government-wide contracting goal
- **VA "Veterans First" priority** — statutory preference for SDVOSBs on Department of Veterans Affairs purchases

Represented through SEVA, your products become eligible for contracts that would otherwise be out of reach.

3. Zero channel conflict — we sell only to government.

SEVA does not sell commercially. We will not compete with your distributors, undercut your commercial pricing, or appear on the shelves your existing channel serves. We are purely additive: a dedicated federal arm that opens a market segment your commercial partners typically do not touch.

4. We own the compliance burden.

Selling to the government means Trade Agreements Act / Buy American country-of-origin determinations, Barry Amendment checks on textiles, CMMC / DFARS cybersecurity posture, and a stack of FAR representations and certifications. SEVA carries all of it, verifying COO/TAA on every line against manufacturer documentation before we quote. You supply the product and origin documentation; we handle federal compliance.

5. Catalog operations at scale.

SEVA sources, lists, cross-references, and maintains large federal product catalogs across GSA Advantage and FedMall on a NetSuite and Microsoft 365 backbone with workflow automation. Adding and maintaining your line is a process we run every day.

6. We fund large purchase orders — and pay you on time.

SEVA operates from a strong, debt-free financial position and has funded single purchase orders in excess of \$500,000. We pay our manufacturers on schedule regardless of when the government pays us — you are never waiting on a federal payment cycle to be paid, and SEVA will not appear on your past-due receivables. Shipping to SEVA means extending terms to a financially disciplined, self-funding reseller, not absorbing the government's payment timeline.

HOW IT WORKS

1. We execute an authorized-reseller agreement.
2. You provide product data, pricing, and country-of-origin / TAA documentation.
3. SEVA lists and markets your line across our federal vehicles and handles quoting, compliance, ordering, and fulfillment.
4. You gain federal revenue — with no new contract vehicles, no set-aside barriers, and no channel disruption.

Let's talk about representing your line in the federal market.

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