



## CORPORATE OVERVIEW

# RGF Consulting Corporation (RGFCC)

Business Management, Facilities Support,  
and Professional Development Training Services

*"Partnering For Success"*

# PRESIDENT'S PROFILE

Robert G. Flowers, Jr., President and CEO

- Vietnam ERA Veteran, Lieutenant Colonel, USA (RET)
- 25 years high level experience with several successful 8(a) firms as: Project Manager, Field Operations Manager, Chief Operating Officer, and Vice President
- Professional Trainer in the federal procurement process
- Conducted hundreds of workshops nation-wide to over 4000 small business representatives, public and private sector organizations
- Former Faculty member CSA Professional Development Institute
- Published several cost proposal manuals and Inter-active proposal spreadsheet CD'S
- Awarded SBA's Washington Metro District Office's 2008, Veteran Small Business Champion
- Former Member of PGFSC SBA Loan Review Committee

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# RGFCC STORY LINE

- Established 1998
- Veteran Owned
- SBA 8(a) Certified, Nov 1, 2003 (Grad NOV 1, 2012)
- MBE Certified by DC/MD Minority Supplier Development Council
- Small Disadvantaged Business
- GSA Schedule Pending (LOGWORLD)
- Financially Stable
- SBA Mentor/Protégé Program
- CPE Certified Training – Accounting Discipline
- Currently at 100 Full & Part Time Employees

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# Our Mission

To provide each customer with responsible, goal-directed, and solutions-oriented services. To abide by the highest business and ethical standards in everything we do. To exceed client expectations and to treat everyone with respect and dignity.

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# Meeting Our Customers Expectations



RGFCC'S experienced and seasoned staff associates are equipped with the right skills to help customers respond to an ever-challenging and changing environment.

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# The strength of the company lies in three key areas:



- 1) Management's ability to lead and inspire.  
*Strong business savvy with committed employee support.*
- 2) Outstanding subject matter expertise.  
*Recruitment of experienced and seasonal support staff.*
- 3) Steadfast commitment to exceeding customer's expectations.  
*Implementation of QA and QC Programs*

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# NAIC Codes

611430 – Professional & Management Development Training

561210 – Facilities Support Services

561320 – Temporary Help Services

561720 – Housekeeping Services

561911 – Convention Services

561110 – Administrative Support Services

541330 – Engineering Services

541519 – Other Computer Related Support

541611 – Admin Management & Consulting Services

541613 – Business Development Consulting Services

493110 – General Warehousing and Storage

812930 – Parking Garage Management Services

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# Consulting and Management Services



- Business Processes
- Cost Proposal Analysis & Preparation
- Indirect Rate Analysis & Preparation
- Project Management
- Contract Administration & Close Out
- Financial Management
- Conference Planning

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# Administrative and Facilities Support Services



- Facilities Support Services
- Administrative Support Services
- Labor, Warehouse, and Transportation Services
- Data Entry and Service Order Dispatch Services.
- Internal Patient Transport/Patient Unit Care Services
- Environmental/Hygienic Healthcare Services
- Electronic Support Services
- Parking Support and Project Management Services
- Help Desk/Customer Services

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# Professional Development Training



- Building Government Cost Proposals
- Establishing Indirect Rates
- Technical Proposal Processes
- Sales and Business Development
- Preparing & Submitting Government Contract Proposals
- Proposal Management Processes
- Environmental Processes
- Curriculum Development

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# Federal Client Summary

- NIH - Patient Escort/Messenger 24/7
- DOT - Material Handling/ Warehouse/  
Transportation Services
- FHWA - Electronic Support
- FHWA - Admin and Management Support
- SSA - Logistical and Labor Support Services
- NAVY - Seaport 8 (a) GWAC
- HHS - HBCU and MSI National Procurement  
Training Workshops
- USDA - Nation-wide Parking Project Management  
and Parking Space Leasing

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# Client Summary (Con't)

- Air Force Research Lab, Rome, NY:  
Sub-contractor to ARMA: Engineering, Administrative, and Recreational Support
- Environmental Protection Agency:  
Sub-contractor for: Project Management and Contract Administration
- University of Maryland Eastern Shore:  
Sub-Contractor – (DISA- GWAC-MITSS II)  
Project Management, IT and Procurement Training

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# Client Summary – Training



Since 1999, RGFCC has conducted training in over twenty major cities including Honolulu, HI and Anchorage, AK.

## Government Conferences:

- HHS Southwest/ Conference
- HHS Metro Conference
- GSA/DHS Conference
- National PTAP Convention
- National Cancer Institute

Estimated number of participants (over 4000)

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# Client Summary – Training (continued)

- NIH, NCI (HBCU Business Proposal Training)  
Over 90 HBCU'S and MI'S
- PTAP Program (National Association, WV, and GMU, VA)
- Georgia DOT (FAR Training to Contracting Officers)
- Pennsylvania DOT (Indirect Rate Training)
- National Women's Business Center (DC)
- Prince George's Economic Development Corporation
- Contract Services Association of America
- Howard County Technology Center

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# Client Summary – Training (continued)

- Small Business Advocate Organizations:

  - SBA District Offices

    - Fresno, CA
    - Baltimore, MD
    - Philadelphia, PA

- Procurement Technical Assistance Program (PTAP):

  - George Mason University
  - West Virginia PTAP

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# Client Summary – Procurement Training (continued)

- Morehouse School of Medicine
- California State University, San Bernardino, CA
- Chaminade University, Honolulu, HI
- HHS Southwest Conference, Albuquerque, NM
- American Council of Engineering Companies, GA
- On-site training to Over 4,000 Small Business Firms at various locations across the United States.



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# Organizational Memberships

- National Contract Management Association
- National Association of Government Contractors
- National 8(a) Association
- DC/MD Minority Supplier Development Council
- Better Business Bureau
- National Federation of Independent Businesses
- Retired Military Officers Association

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# Affiliate Companies

- Automated Resource Management Associates, Inc. (ARMA) RGFCC Mentor – IT Support Services
- K Duncan and Company – CPA (Audits & Rates)
- FM Gaston and Associates, LLC – Technical Training
- Essential Solutions, LLC – CPA (Contract Closeouts)
- J Chase Marketing – Marketing Concepts and Solutions
- RT Consulting – COTR and Acquisition Mgt. Training
- Right the First Time, LLC – Environmental Services
- Preempt, Inc – Labor Law Training, HR, & EEO
- The Gary Johnson Company – Customer Service
- The Hannon Group-Public Relations

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## CONTACT US

RGF Consulting Corporation (RGFCC)  
8507 Oxon Hill Road, Suite 301  
Fort Washington, MD 20744  
Adjacent to National Harbor

[www.rgfcc.org](http://www.rgfcc.org)

[www.twitter.com/rflowersRGFCC](https://www.twitter.com/rflowersRGFCC)

1-888-389-1230