



TOMAHAWK SOURCING, LLC

Vets First Verified SDVOSB | Federal Set-Aside RFQ — DLA / VA / Other Federal

SUPPLIER CAPABILITY STATEMENT

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If you received a quote request from Tomahawk Sourcing, you're hearing from a real SDVOSB owner — not a shell company, not a layered procurement office. My name is **Kenneth "Clay" Galloway**, owner of Tomahawk Sourcing, LLC, a Vets First Verified Service-Disabled Veteran-Owned Small Business. I'm bidding on a federal **SDVOSB**, **VOSB**, or **Small Business** set-aside solicitation (DLA, VA, or other federal agency), and I'd like your company to be the source of supply for the part I asked about. This document explains who I am, why working with an SDVOSB on this kind of set-aside benefits you, and exactly how I need your pricing returned — so we can both bid the contract cleanly, regardless of which agency issued the RFQ.

TRACK RECORD

228 federal contracts awarded • \$11.9M+ total awarded value across 6 fiscal years.

2021	2022	2023	2024	2025	2026 (YTD)	TOTAL
\$132K	\$1.35M	\$1.78M	\$3.82M	\$3.90M	\$1.01M	\$11.9M+
4 contracts	23 contracts	41 contracts	63 contracts	69 contracts	28 contracts	228 contracts

WHY PARTNER WITH TOMAHAWK SOURCING

You'll hear back the same day.

When you send a quote, I review and respond the same business day. No black hole, no two-week silence. If something is wrong with your pricing or lead time, you'll know in time to adjust.

One owner. One POC.

I'm not routing your quote through a procurement office or 14 layers of approvals. You email me, you get me — from RFQ through award through WAWF closeout.

Real SDVOSB — not a shell.

Some "small businesses" are just front offices for hundreds of people in the background. Tomahawk Sourcing is one veteran owner, real overhead, and real work.

Federal procurement workflows handled.

DIBBS, VSM, WAWF, iRAPT, MIL-STD-2073 / MIL-STD-129 packaging — I handle the compliance work across DLA, VA, and other agencies so you don't have to learn it. If MIL labels are required, I'll provide them at no cost.

Flexible on payment terms.

First time working together? I'll pay in full at the time of shipment to establish credit and trust. Once we have a track record, we can move to net terms or other arrangements.

References available on request.

Past suppliers, manufacturers, and authorized distributors will vouch for our payment, communication, and follow-through. Ask — and I'll connect you.

THE PROMISE — WHEN I WIN, YOU SHIP. If Tomahawk Sourcing is awarded a contract using your quote, I purchase the material directly from you in support of the U.S. Government requirement. Your quote becomes the purchase order — no haggling, no scope creep, no back-and-forth on the agreed price.



TOMAHAWK SOURCING, LLC

Federal Set-Aside Framework | How To Provide Pricing | Post-Award Workflow

Vets First Verified SDVOSB • CAGE 8WR47 • UEI XWDNC6AMTR85

ABOUT FEDERAL SET-ASIDES — WHY YOUR PRICING MATTERS

Federal Acquisition Regulation (**FAR Part 19**) directs federal agencies to set aside certain procurements for small businesses and qualifying socioeconomic categories — including Service-Disabled Veteran-Owned Small Businesses (**SDVOSBs**), Veteran-Owned Small Businesses (**VOSBs**), and small businesses generally. These set-asides aren't optional. Congress mandates them through statute (the *Veterans Benefits Act of 2003*, the *Small Business Act*, the *VA Acquisition Regulation*) to meet annual federal contracting goals.

The current SDVOSB goal is **5% of all federal prime and subcontract dollars** — raised from 3% by Section 863 of the **FY 2024 National Defense Authorization Act (Public Law 118-31)**, signed December 22, 2023. On a federal contract budget north of \$700 billion, that's an annual SDVOSB target above \$35 billion. As of **August 5, 2024**, SDVOSB self-certification was eliminated — only SBA-certified SDVOSBs (via the unified VetCert program) count toward the goal. Tomahawk Sourcing satisfies that requirement through its *Vets First Verified* status. A separate **5% federal contracting goal for VOSBs** is anticipated as the next step in this framework. Federal demand for veteran-owned sourcing is increasing, not decreasing.

When a solicitation is set aside, the prime contract **must** go to a qualifying small business. The manufacturer that produces the part is generally not eligible to win the prime contract directly — the solicitation is closed to large businesses by design. **I'm bidding the prime.** You provide the pricing and lead time. If I win, you ship the product to me, and I take care of the federal contracting work — MIL-spec packaging, WAWF invoicing, VSM logistics, and the contracting officer relationship.

WHY RESPONDING BEATS NO-BIDDING

1. The contract goes to an SDVOSB regardless.

On a set-aside, the award has to go to a qualifying small business — that's federal law. If you don't quote me, my SDVOSB competitor will source elsewhere. The unit still gets sold; the only question is whose distribution channel.

2. A clear yes/no/lead-time prevents delays.

No-bidding forces COs to extend RFQ deadlines or re-source — delaying equipment to VA hospitals and DLA depots. A same-day response from you keeps the procurement moving and end users supplied on schedule.

3. I'm a recurring channel, not a one-off.

Tomahawk reviews and bids hundreds of federal solicitations each year. Manufacturers who consistently quote me become preferred sources — I learn their lead times, packaging, and product contacts. A long-term federal channel, not one transaction.

HOW TO RETURN PRICING — 4 ITEMS I NEED CONFIRMED IN YOUR REPLY

When you reply to my RFQ, please include unit pricing, total pricing, and lead time — plus confirmation of the four terms below. The clearer your reply, the faster I can include you in the bid and the cleaner the contract runs post-award.

#	TERM	OPTIONS / WHAT TO CONFIRM
1	Payment Terms	Net 30 • Pay in full at shipment • Pay in full at order • Other (please specify)
2	Packaging Capability	Commercial only • MIL-spec labels (I provide at no cost) • Fee to apply MIL labels (specify) • Other
3	Accepted Payment Forms	Credit card (no fee) • Credit card (with fee — specify %) • Check • ACH / Wire • Other
4	Pickup & Shipping	Tomahawk arranges LTL freight pickup or FedEx — confirm a pickup-ready window. No logistics burden on you.

WHAT WE HANDLE AFTER THE AWARD

Contract Management

Tomahawk runs the post-award paperwork. WAWF / iRAPT submissions, VSM shipping documentation, contracting officer correspondence. Lower admin overhead on your side, faster invoice processing, clean audit trail.

Military Packaging

If a solicitation calls for MIL-STD-2073 packaging or MIL-STD-129 marking and your shop isn't set up for it, Tomahawk coordinates the packaging step through our network of qualified specialists. From wood crating to fragile-electronics handling — DoD requirements met, product protected in transit.

WANT TO TALK BEFORE QUOTING? SET UP A 15-MINUTE CALL. Discuss the solicitation, the part, the SDVOSB process, or just get to know who's on the other end of these RFQs. **Email:** kgalloway@tomahawksourcing.com **Office:** (479) 305-7996 **Cell:** (479) 530-8216