

# REON

Native American Owned  
Tribal Member | Pawnee Nation  
SBA 8(a) Certified  
SBA HUBZone Certified

## CAPABILITY STATEMENT

### CORE COMPETENCIES

- Mechanical, Electrical, and Plumbing (MEP)
- Mission critical system installation and equipment replacement
- Design-build construction and renovations
- Facility maintenance and support systems
- Master Electrician
- Electric Vehicle Supply Equipment (EVSE)
- Variable Frequency Drive (VFD) Replacements
- Extensive experience in prime government contracting and contract management



### COMPANY PROFILE

Established in 2006; SBA 8(a) Certified in 2015  
Headquarters - Baltimore, MD  
Serving the greater mid-Atlantic region  
\$10,000,000 - Individual Bonding  
\$20,000,000 - Aggregate Bonding

### DIFFERENTIATORS

- Focus on upfront teaming and design efforts. Good reputation for no change order requests and a high quality product for a fair and reasonable price.
- Effective communication style and coordination with customers, facilities personnel, and contracting officials.
- Knowledge and experience with challenging government scope, scheduling, and funding requirements.
- Experience navigating logistical issues related to high-security environments, coordinating work in occupied spaces, and maintaining critical missions.
- USACE/NAVFAC trained personnel and processes for EM385-1-1 Safety and Quality Control Management
- 90-minute emergency response time

### TECHNOLOGY & PLANNING TOOLS

**SAGE 100** - Estimating & Cost Accounting Program  
**Microsoft Project** - Construction Scheduling  
**Auto-CAD** - Design and Drawing Application  
**DCAA Compliant** - Accounting & Payroll Processes  
**Maximo** - Computerized Maintenance Management System

Maintenance & Repair  
Facilities Upgrades  
Communications  
Fire Protection  
Renovations  
Power  
HVAC



### CURRENT AND PAST PROJECTS

*National Museum of the United States Army; Fort Belvoir, VA*  
**Facilities Maintenance Contract**, \$5.1M  
*Pentagon Heating Refrigeration Plant; Arlington, VA*  
**Boiler Control Upgrades**, \$3.3M  
*General Services Administration; Washington DC*  
**Facilities Assessment Studies at Multiple Buildings**, \$1.7M  
*National Institutes of Health; Bethesda, MD*  
**Variable Frequency Drive (VFD) Replacements**, \$3.7M  
*General Services Administration; Washington DC*  
**Elevator Modernization Studies at Multiple Buildings**, \$463K  
*Pentagon Primary Technology Control Facility; Arlington, VA*  
**Power Distribution Unit (PDU) Installations & Reconfigurations**, \$1.1M  
*Naval Surface Warfare Center Carderock Division; Bethesda, MD*  
**Model Shop Fabrication Support Services**, \$1.8M

### COMPANY OVERVIEW & HISTORY

REON, Inc. was established in 2006 in Baltimore, Maryland by company founder and president, Matt Perry. He has developed a pragmatic approach to government construction contracts. His focus is on creating a smooth flow of work that hits all the requirements, without making things more difficult than they need to be. Matt Perry has over 20 years of experience as a Senior Project Manager in the federal/commercial construction industry. REON has capacity to perform multi-trade projects in the \$100K to \$10M range, with individual bonding available in that amount.

### SOCIO-ECONOMIC STATUS REPRESENTATIONS AND CERTIFICATIONS

- Small Business Concern
- SDB 8(a) Certified - Native American Firm
- SBA HUBZone Certified

### NAICS CODES

- **236220** - Commercial and Institutional Building Construction
- **238210** - Electrical Contractors and Other Wiring Installation Contractors
- **238220** - Plumbing, Heating, and Air Conditioning Contractors
- **238990** - All Other Specialty Trade Contractors
- **561210** - Facilities Support Services
- **811310** - Commercial and Industrial Machinery Equipment Repair and Maintenance



IBEW Local 26



Steamfitters Local 602



American Society for Industrial Security



National Safety Council

**MATT PERRY**  
President

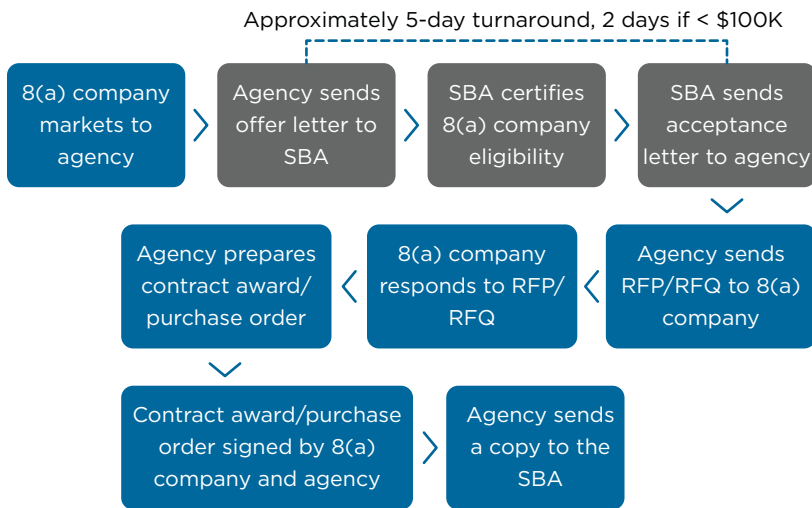
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# SOLE SOURCING REON FOR FEDERAL ACQUISITIONS



**NOTE: For an 8(a) Sole Source valued under \$4.5M, there is no Justification & Approval (J&A) required.**

A J&A is a formal document which detail the authority, rationale, and other information supporting an instance of contracting without using full-and-open competition. In accordance with SBA regulations (FAR 19.805-1(a)(2)), the 8(a) Sole Source Award Program allows Federal agencies to engage in "Direct Negotiation" with eligible 8(a) firms and to waive the government mandated "Competition" rule for requirements that can be performed by two or more eligible firms. This is the only Federal program nationwide that allows this type of Sole Source award.

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## PROCESS BENEFITS

The 8(a) sole source vehicle provides agencies a simplified and shortened acquisition procedure:

- Reduced acquisition cycle, measured in days
- Lowered administrative costs
- Initiate contract with a high-level statement of work
- Directly negotiated best value pricing
- Credit for small business promotion within the agency

**For inquiries contact: Matt Perry, President**  
443.708.1030 | matt.perry@reon.us

## IF YOU ARE AN END-USER: (Submit Items 1-3 simultaneously to the Contracting Officer):

1. The end-user contacts the Contracting Officer (CO) via email or written letter to request their procurement be purchased through an 8(a) Sole Source Vehicle. An end-user requesting an 8(a) sole source set-aside contract UNDER 4.5M is exempt from requirements to write a Justification & Approval (J&A) letter per FAR 6.302-5(c)(2)(iii).
2. The End-User submits the capabilities statement of REON to the CO.
3. The End-User submits the contact information of Small Business Administration (SBA) officer, listed below:

Justin S. Chen  
Business Opportunity Specialist, Baltimore District Office  
100 S. Charles Street, Suite 1201, Baltimore, MD 21201  
U.S. Small Business Administration (SBA)  
Office (410) 244-3353; Fax (410) 962-1805  
justin.chen@sba.gov

4. Important: Submit the Contracting Officer's (CO) contact information to Mr. Justin Chen with the Purchase Request (PR) number (if applicable) assigned to your Bill of Materials. Mr. Justin Chen from the SBA will send a letter/email to the CO acknowledging the Sole Source request and will validate to the Contracting Officer the competencies of REON.

## IF YOU ARE A CONTRACTING OFFICER:

1. The CO composes an "offer" letter to Mr. Justin Chen, the SBA official assigned to REON. The letter "offers" the requirement to the 8(a) program. Upon SBA approval of the offer letter from the CO, and "acceptance" letter is then sent to the CO. (USMC example of Offering Letter: <https://www.logcom.marines.mil/Portals/184/Docs/Sites/Contracts/files/8-A-Offering-Letter-Guidance-112005.pdf>)
2. Negotiation process - CO and REON can now begin. Pricing and validation is discussed in the negotiation process.
3. The CO completes a SF1449 form awarding the contract to REON through the 8(a) Sole Source Vehicle. If the CO needs assistance in writing an "offer" letter, or preparing an SF1449, please contact the SBA Rep noted above.
4. The 8(a) program contracting procedures can be found at FAR 19.8. See the link below: [https://acquisition.gov/far/current/html/Subpart%2019\\_8.html#wp1092796](https://acquisition.gov/far/current/html/Subpart%2019_8.html#wp1092796)
5. Agencies / departments reporting to the Federal branch have their own supplemental regulations. The DoD utilizes DFARS. In addition, the Marines and Navy utilize NMCARS. In short, a Marine Corps CO must conduct business while adhering to FAR, DFARS, and NMCARS.