

*(Abbreviated Version – Full version provided upon request)*

**Case Study: Signs by Saenz provides DHS – Customs and Border Protection with high quality and cost effective Office Signage**

**Project Title:** Office Signage for DHS - Customs and Border Protection (CBP)  
**Current Contract Award:** Blanket Purchase Agreement until 2016

**Point of Contact:**  
(Furnished upon request)  
U.S. Customs & Border Protection  
1300 Pennsylvania Avenue, Washington, DC 20229

Relating to Signage, the Federal Government offices in the DC region faces several challenges, namely:

- The Federal Government's main demand for signage is within the DC region whereas many of the larger Sign manufacturers are located well outside the region. This results in higher transportation and installation costs.
- A large percentage of the Federal Government offices procure Signs via the GSA Schedule. Considering there are only a handful of companies that reside within the DC region that have the GSA Schedule for Signs, the local pool is small. With all the complexity involved with design, fabrication, and installation, having a local vendor can be beneficial to the Government.
- With an increase in Federal Government small business requirements, agencies are finding it increasingly difficult to find small businesses that have the resources to perform to high satisfaction levels.

CBP is not exempt to industry challenges as it relates to receiving high levels of service that match the complexities of sign projects. In addition, with budget constraints and increasing small business requirements, CBP needs vendors that can address all the various project components on a consistent basis.

Signs by Saenz is an SBA certified 8(a) Woman-Owned small business located in the Washington DC area that focuses on creating impactful environments that support client missions. We achieve this through in-house design, fabrication and installation of exhibits, art and framing, signage, and other interior finishes. Our focus is on timely delivery, expert consultation, and superior service, which has resulted in successful performance on numerous Federal Government projects across the country.

In addition, Signs by Saenz holds GSA schedule 78 for Signs. In addition to numerous successful past performance, we are vetted through the GSA schedule process and the SBA 8(a) process, further demonstrating that we have to resources to perform on larger projects.

NOTE: The SBA 8(a) designation allows for any Federal Agency to sole source contracts up to 4.5 Million for services rendered and up to 6 Million for manufactured goods. Please contact your contracting officer for more information on the program to see if it is a right fit for your project.