

Company logo (if any) Company name Company address Company website Contact information (Name, phone, email)	CAPABILITY STATEMENT
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Core Competencies THIS IS YOUR SALES PITCH: Short introduction of the company’s core competencies <i>tailored to the customer’s/ agency’s specific needs</i>, followed by strong keyword bullet points.

Past Performance	Differentiators (bullets)
List past customers for whom you have done <u>similar</u> work. <i>If past projects do not relate to the targeted agency’s needs, do not list them.</i> Prioritize by related agency (i.e. federal, state, local, then commercial). Include specific contact information for references: <i>Name, title, email, phone.</i> If your company does not have relevant experience, highlight your team member’s experience that indicates your ability to perform	Identify what makes you different from your competitors and how this benefits the agency. <i>What is unique about your business and why is that <u>important to the customer</u>? Why you can do it better, faster, cheaper, on time? DO YOUR RESEARCH!</i>

Company Data	List Pertinent Codes
Very brief company description detailing pertinent data. <i>(American-owned/ Date established/Business entity (Florida LLC 2013)</i> Customers will visit your website for additional information. <i>Make sure your website is always up-to-date and demonstrates a government or business focus.</i>	• Special Certifications: 8(a); HUB Zone; Woman Owned Small Business (WOSB); Veteran Owned Small Business (VOSB); Service-Disabled Veteran Owned Small Business (SDVOSB); etc. • UEI • Dun & Bradstreet (DUNS) • NAICS codes for your primary service or product • CAGE Code, if you have one • GSA Schedule Contract Number(s) • Other federal contract vehicles • State/Local Contract Numbers • Payment requirements, if applicable <i>(Major credit cards accepted)</i>

Guidelines:

- Capability Statement *is a snapshot of your company’s strengths and experience doing the work that the agency or company wants or needs.* Customize it for each agency or company
- Designed as a single sheet; one side preferable but two sides, if necessary
- Use short sentences followed by strong keyword bullet points; no long paragraphs

- Create a separate document for each agency, prime contractor, and/or teaming partner
- Save this document as “(your company name)’s Capability Statement” and distribute as a PDF, not a Word, Powerpoint or other format



CAPABILITY STATEMENT



CORE COMPETENCIES

Queen B's Royal Cleanings is a woman, minority-owned and operated company, located in Central Florida. We deliver professional janitorial and customized services for government, residential, commercial, and construction properties.

Our goal is to always put safety first, process properties efficiently, and complete all projects within the allotted time frame.

PAST PERFORMANCES

- » **ST. JOHN'S MISSIONARY BAPTIST CHURCH**
Janitorial services for church and multipurpose buildings
- » **DSW HOMES AND STONEWATER INC**
Office cleaning and COVID-19 cleaning and disinfecting services
- » **WILLIAM EDWARD CONSTRUCTION**
Post-construction cleaning
- » **THE FAMILY CHRISTIAN SCHOOL**
Janitorial services for christian school and church facility
- » **AMSCO**
Office cleaning for multiple buildings

DIFFERENTIATORS

- » Complete Janitorial Services
- » Post-Construction Cleaning
- » Strip, Refinish & Carpet Cleaning
- » Window Washing
- » Pressure & Soft Washing
- » Knowledgeable of Various Cleaning Levels
- » Eco-Friendly Products
- » Attentive to Detail

COMPANY DATA

FDOT DBE CERTIFIED

OTHER CERTIFICATIONS:

- » State of Florida: WMBE
- » Orange County Government: WMBE
- » SBA: WOSB
- » Orange County Public School: Approved Vendor
- » LBD CERTIFIED

NAICS: 561720
DUNS: 117080815 | CAGE: 8PSJ5

COMPANY INFO

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queenbsroyalcleanings.com