



VET-BLUE LLC

Capabilities Statement — VA Hospital Housekeeping & Environmental Services
Perfection is Our Goal; Excellence will be Tolerated!



COMPANY DATA

CAGE: 0T8Q3
UEI: SG7EXRQDQV44
TYPE: SDVOSB

NAICS CODE

561720

Janitorial Services

CONTACT

President
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Business Development
Larry Winslett
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ADDRESS

441 South Union Avenue
New Braunfels, TX 78130

KEY PERSONNEL

Jim Shepherd
President / Program Manager
25+ yrs - USN Senior Chief (Ret.)
Larry Winslett
Project Mgr / Exec. Housekeeper
20+ yrs - OSHA 30 - CHEST Trainer
Sam Cody
Contract Manager
Federal capture - Compliance - M&A
Sharon Panfile
QCM / Asst PM / Exec. Housekeeper
CHEST Trainer - VG & Exceptional CPARS

CERTIFICATIONS

- ✓ AHE/AHA CHEST Certified
- ✓ Train-the-Trainer (T-CHEST)
- ✓ OSHA 30 Certified
- ✓ Executive Housekeeper (CEH Equiv.)



VA Healthcare Facility Operations

ABOUT VET-BLUE LLC

Vet-Blue LLC is a **Service-Disabled Veteran-Owned Small Business (SDVOSB)** purpose-built to deliver high-performance **hospital housekeeping, custodial, and environmental management services** at VA Healthcare Systems, VA Medical Centers, and DoD medical facilities nationwide. Our leadership team collectively brings **\$100M+ in federal contract experience** and has performed close to **100 prime federal contracts** over the past 20 years, including 10-year IDIQ contracts staffing up to **74 housekeepers per task order** across multiple VISNs. Our on-site managers are **AHE/AHA CHEST-certified Executive Housekeepers** and **Train-the-Trainer (T-CHEST)** credentialed professionals. As a veteran-owned company, we are deeply committed to **putting veterans to work**—including at-risk veterans—and have a proven history of veteran hiring across all our contracts.

\$100M+

FEDERAL CONTRACT EXPERIENCE

~100

PRIME FEDERAL CONTRACTS

15+

VA HEALTHCARE FACILITIES

74

HOUSEKEEPERS PER TASK ORDER

VG-Exceptional

CPARS RATINGS ACROSS ALL CONTRACTS

CORE COMPETENCIES

- Hospital housekeeping in occupied patient areas
- Terminal cleaning & discharge room turnovers
- Infection control & isolation room protocols
- COVID-19 / pandemic cleaning protocols
- Operating room & surgical suite cleaning
- Clinical area & exam room sanitation
- Floor care: strip, refinish, buff & wax
- Carpet cleaning & shampoo services
- Restroom & shower deep sanitation
- Window & glass surface cleaning
- Trash, recycling & waste removal
- Biohazard, sharps & regulated waste disposal
- Emergency spill response (30-min compliance)
- Porter services & dispatch-driven work control
- Multi-shift 24/7 healthcare facility coverage
- CHEST-certified EVS training & onboarding
- Customized 3-day new-hire training curriculum
- Zone-based crew management & route cards
- Web-based 13-section Quality Control Plan
- COR engagement & audit-ready documentation
- Phase-in / transition planning & execution
- Multi-facility IDIQ task order management

KEY PERSONNEL PAST PERFORMANCE

CONTRACT	AGENCY	VALUE	KEY SCOPE
VISN 22 — 10-Yr IDIQ Hospital HK 36C262-20-D-0009 (7 TOs)	VA	\$75M NTE	8 VA healthcare systems; 1.2M sq ft; up to 74 HKs/TO; 3 shifts; CPARS: Very Good
Phoenix VAMC — Hospital HK EMS 36C26223N0634	VA	\$8.96M	363K sq ft; 35 F/T housekeepers; floor care, terminal cleaning, hazmat; CPARS: Very Good
VISN 23 — Multiple BPA Custodial 36C263-20-A-016 (4 BPAs)	VA	\$8.95M	Omaha, Fargo, St. Cloud, Des Moines; 3M+ sq ft; 73 HKs; CPARS: Exceptional
Dayton VAMC — Hospital HK 36C25018P4119 + Sole-Source	VA	\$1.84M	17 bldgs; 1M+ sq ft; full custodial staffing; sole-source renewal; CPARS: Very Good

Additional VA facility experience: Greater LA VAMC · Long Beach VA · Loma Linda VA · San Diego VA · Sepulveda VA · Minneapolis VA · Sioux Falls VA · Iowa City VA · Black Hills VA · Brooklyn VA · St. Albans VA · Rocky Mountain Regional VAMC (ECHCS)

WHY VET-BLUE

- ★ **Zero Learning Curve** — Key personnel have managed hospital housekeeping at 15+ VA facilities; CHEST-certified Executive Housekeepers lead from Day 1
- ★ **Healthcare-Grade Workforce** — CHEST/T-CHEST certified trainers deliver customized onboarding, weekly safety meetings, and continuous competency validation
- ★ **Mission-Driven Leadership** — Veteran-owned and veteran-operated; we understand the VA mission because we lived it. Our team delivers safe, sanitary environments for those who served.
- ★ **Proven CPARS Quality** — Very Good to Exceptional ratings across all VA housekeeping contracts; inspection-backed QC prevents defects before they occur
- ★ **Veterans Hiring Veterans** — Proven commitment to employing veterans and at-risk veterans on every contract; building careers for those who served our nation

VA MEDICAL CENTER OPERATIONS



HOSPITAL ENVIRONMENTAL SERVICES

