



Introduction to Lab References Advisory Group

PROVE OUR VALUE (POV) LETTER: A DISABLED VETERAN BUSINESS SERVING YOU!

Please take a moment to review our capability statement. I am a certified minority SDVOB and I have setup employee/voluntary benefits plans for small businesses and independent contractors (1099) as a managing agent for 40+ years. *Let's connect today on LinkedIn:* <https://www.linkedin.com/in/felton3/>

In 2020, we added three new high value capabilities to our service portfolio

1. **Revenue Recovery** (A/R) Services for all Clinics, Hospitals, Labs, & Physician of all Specialties
2. **Capital Funding** for our fellow VOB, SDVOB, and Minority Supplier connections
3. **Best Dental Benefit Plan** available in the US for employers and their employees

Why partner with www.labreferences.com and www.internationalsba.org? We Will Prove our Value:

- **Significant business impact with sustainable value:** We deliver significant value to our sponsors and stakeholders. Sustainable means we generate tangible cost savings over a multi-year period
- **Broad and deep initiatives:** Broad to us means "several" and deep signals "significant" initiatives within the alliance or partnership that cut across the value chain of both our companies
- **Strong organization commitment:** Our commitment flows down from our CEO down and will be marked by clear ownership at a senior level and by our account alliance and management team
- **Substantial investment by both companies:** Investment can be people, capital, intellectual property, or all three.
- **Strategic alignment and fit:** Our companies' strategies in the target space must be well aligned

I hope you find that our unique financial value prop resonates with your values and your interests.

- **May I schedule a 30 min meet and greet call?** Please feel free invite an executive member of your revenue recovery (A/R billing) or you employee benefits team, that oversees dental.

Thank you for your time reviewing our capability statement. The best to you, each and every day.

Regards,

Felton E. Lewis III

fel 3 | founder, President/CEO | e: fel3@labreferences.com | M: 269-209-1217 | O: 877-445-6151



International Small Business Association



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THANK YOU TO Disability: IN, NaVOBA, NVBDC, and NMSDC and our **CORPORATE PARTNERS FOR ENGAGING WITH SDVOB AND VOB**

OUR BUYERS BRIEF & CAPABILITY STATEMENT

SDVOB Established in 1976
Cage Code: 7L1P1
NVBDC and VA SDVOB Certified since 2016

EMPLOYEE BENEFITS | MEDICAL BILLING & REVENUE RECOVERY | FUNDING
522310 - Capital Funding, Non-Mortgage Loan Brokers
524114 - Direct Health and Dental and Medical Insurance Carriers
524210 - Insurance Agencies and Brokerages
525120 - Plans, Health and Welfare-related Employee Benefit
541612 - Human Resources and Benefits Consulting Services
561110 - Medical Billing
621511 - Medical Laboratory
621610 - Home Health Care Services



www.labreferences.com



International Small Business Association

www.internationalsba.org



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CAPABILITY STATEMENT Prepared by: Felton E. Lewis III A minority owned certified SDVOB serving SMB, Contractors (1099), HBCU's, Associations, and our Corporate Partners who value diversity.

- **Our founder, Felton E. Lewis III** (legacy Air Force & National Guard) has 40+ years of experience in the Employee Benefits Management/Administrator space and healthcare insurance industry as a Managing Agent. Felton founded www.internationalsba.org to provide voluntary benefits for independent contractors and small businesses. He has led the program design of Life, Health, Dental, Vision, Legal, and Retirement Benefits, for 1099 contractors and SMB's. Lab References www.labreferences.com is a Strategic SDVOB Partner for PlanSURITY.
- **Our SVP of Supplier Engagement, Brenda Smith** (legacy US ARMY & Reserve) has 30+ years in Supplier Diversity Management, Diversity and Inclusion, and creating Strategic Diversity Programs for Nike, Intel, and Veteran Business Development organizations. Brenda engages directly with Supplier Diversity, Employee Benefits, and Member Benefits Execs to build win/win partnerships.

Our Engagement Charter:

- a) always serve and identify business value, risk, and cost saving opportunities for our clients
- b) build relationships and maintain our personal business commitment to our clients
- c) champion our client's diversity goals and ensure our relationship is referenceable

Our Product, Advisory and Consulting Service Portfolio includes:

- **Capital Funding | We assist in securing loans between 100K – 5M for VOB and startups**
- **Revenue Recovery | We provide billing services for all physician specialties**, as well as hospitals, laboratories, dialysis units, outpatient rehabilitation facilities, and home health care facilities. We tell you exactly why your claims are unpaid and precisely what needs to be done to correct the claims to try to get you paid.
- **Voluntary Benefits | Dental, Health, Life, Disability, Vision, Legal Protection and 401K**
 - Guaranteed Issue Life and Disability Products with Return of Premium
- **Dental Plan Spend Audit and Cost Reduction Experts** Customized Dental Programs for Corporations, Associations, Small Businesses with a focus on tailoring plan benefits for Independent Contractors and Ride Share Drivers



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OUR CERTIFICATIONS



CERTIFICATE No. 01017

National Veteran Business Development Council

CERTIFICATION

is hereby granted to:

Ams/Bfma LLC (DBA: Lab References Advisory Group)

The National Veteran Business Development Council certifies that the named entity has met all criteria established to be recognized as a Service Disabled Veteran Owned Business (SDVOB)

Given this Date: 10/29/2019
Expiration Date: 10/29/2020

President, Keith King



DEPARTMENT OF VETERANS AFFAIRS
Center for Verification and Evaluation
Washington DC 20420

June 22, 2016
In Reply Refer To: **00VE**

Mr. Felton Edwin Lewis, III
Ams/Bfma LLC
DBA: Lab References Advisory Group
DUNS: 126203889

Dear Mr. Lewis:

On behalf of the U.S. Department of Veterans Affairs (VA), Center for Verification and Evaluation (CVE), I am writing to inform you that Ams/Bfma LLC DBA: Lab References Advisory Group (Ams/Bfma LLC) has been verified as a Service-Disabled Veteran-Owned Small Business (SDVOSB) and added to the Vendor Information Pages (VIP) at <http://www.vip.vetbiz.gov>. Ams/Bfma LLC will be eligible to participate in Veterans First Contracting Program opportunities with VA.