



# Introduction to Lab References Advisory Group

Insurance | Supply Chain | Technology Advisor | Value Added Software Reseller



**THANK YOU TO EACH OF THE NaVOBA, NVBDC, and NVSDC CORPORATE SPONSORS FOR PARTNERING WITH SDVOB AND VOB**

## OUR BUYERS BRIEF & CAPABILITY STATEMENT

### NVBDC Corporate Sponsors



SDVOB Established in 1976

Cage Code: 7L1P1

NVBDC and VA SDVOB Certified since 2016

### VETERAN AND VOB/SDVOB ENABLEMENT

- 524210 - Insurance Agencies and Brokerages
- 561320 - Temporary Help Services
- 561330 - Professional Employer Organizations
- 561510 - Travel Agencies
- 621610 - Home Health Care Services
- 813311 - Veteran Human Rights
- 813410 - Civic & Social Organizations for Veterans

### PROFESSIONAL AND TECHNICAL SERVICES

- 423430 - Computer, Hardware, Software Wholesale
- 522320 - Financial Transaction, Payment Processing
- 541511 - Custom Computer Programming Services
- 541512 - Customer System Design Services
- 541513 - Computer Facilities Management
- 541614 - Distribution/Logistics Consulting Services
- 541690 - Technical Consulting
- 541990 - Data Analytics, AI, Block Chain



Felton E. Lewis III | Founder, CEO | [fel3@labreferences.com](mailto:fel3@labreferences.com) | 877.445.6151



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CAPABILITY STATEMENT Prepared by: Felton E. Lewis III A Minority Owned SDVOB/SDVOSB serving Veterans, VOB/SDVOB, Corporations, Credit Unions, and Associations.

- Our founder, Felton E. Lewis III (legacy Air Force & National Guard) has 40+ years of experience in providing Medical Foster Home Care Based Services for those with disabilities. Also, 40+ years in the healthcare insurance Industry as a Managing Agent FEL3 has led the program design of Life, Health, "Living Benefits", Voluntary Group, Income Protection and Business Overhead Expense for SMB's and Corporations.
- Our VP of New Partnerships, Felton E. Lewis IV has 20+ years of supply chain consulting and technology experience (@Kellogg's, Yantra, AT&T, IBM, and eBay) in CPG, Retail, Third-Party Logistics and Healthcare. FEL4 has lead the design and delivery of Cloud and On-Premise Platforms for eCommerce, Order Management, EDI/B2B, and Fulfillment

## Our Engagement Charter:

- a) always identify risk and recommend proven solutions with a defensible business case
- b) maintain our delivery commitments as well as those of our solution partners
- c) earn your ongoing endorsement, and ideally an audio *reference* of the value delivered

## Our Product and Service Portfolio includes:

- Adult Foster Care | Medical Foster Home Care, Private Home-Based Services for Disabled
- Insurance | Life, Health, Disability, Living Benefits, Air Medical Transport
- Voluntary Benefits | Group Life, Accident, Health, Dental & Vision, Legal Plans
- Business Protection | Income Replacement, Business Interruption, Supply Chain Disruption
- Wellness | Health Literacy Education Platform
- Payments/Fraud | Payment Processing, Integrated Commerce Solutions, POS Hardware
- Reseller | Accounting, Sales Tax, Hardware, Office Supplies, Office Equipment, Travel Services
- Technology Advisor | Omnichannel, eCommerce, POS, WMS, Supply Chain, and Robotics





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## OUR CERTIFICATIONS



CERTIFICATE No. FT0821201800480

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: 9-8-2018  
Expiration Date: 9-8-2019

Keith King, President



**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.

**This verification is valid for two years from the date of this letter.** Please retain a copy of this letter to confirm Ams/Bfma LLC's continued program eligibility in accordance with 38 Code of Federal Regulations (CFR) § 74.12. You may reapply 120 days prior to your expiration date by logging in to your VIP profile.



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***PREPARED FOR ALL IT BUYERS OF TECHNOLOGY, HARDWARE, AND SOFTWARE***

***We will work our distributors to price-match or improve upon the price you are paying today***



Lab References Advisory Group is a Value-Added Reseller for [www.ibm.com](http://www.ibm.com)

Felton III's startup company (YANTRA) was acquired by IBM in 2010, and Felton has worked in the IBM Partner World Community since 2013. If your IT organization purchases or renews any software, hardware, or subscription and support through IBM, please consider buying from our organization. We will negotiate the best pricing possible on your behalf through TechData.



Lab References Advisory Group is a Value-Added Reseller for [www.techdata.com](http://www.techdata.com)

TechData is one of the world's largest technology distributors. We are resellers of IBM, HP, Apple, Cisco, Microsoft software and products — and hundreds of others — we help bring their products to market, and we can offer a wide range of technical and business support services. TechData is an approved VAD for IBM.



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ScanSource, Inc. (NASDAQ: SCSC) is a leading global provider of technology products and solutions, focusing on point-of-sale (POS), payments, barcode, physical security, unified communications and collaboration, cloud and telecom services. Lab References provides value-added solutions and operates with two segments: Worldwide Barcode, Networking & Security, which includes POS Portal, and Worldwide Communications & Services.



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## PREPARED FOR ALL BUYERS OF DISABILITY BENEFITS

### We offer income protection to your executive management team and key employees

Simply put, individual disability insurance protects your income. An individual DI policy pays a percentage of your salary, according to policy guidelines, if you become disabled. Disability insurance policies are customized to meet your needs. Employer-provided plans are often LIMITED AND CAPPED.

Your top employees can choose in addition to the standard plan you offer:

- The amount of coverage (The percentage of your income that the policy will pay)
- The length of coverage (How long benefits will continue)
- The elimination (waiting) period (How soon benefits will start)

### Did you know...

1. One in eight people suffer disability each year?
2. Disability is the leading cause of personal bankruptcy and foreclosure?
3. 75 percent of disabilities are caused by illnesses, such as cancer or heart disease, rather than accidents?  
Don't make the most common and critical mistake in financial planning! Now that you know the facts, can you afford to go without paycheck protection?

### What Individual DI Risks Lab References Advisory Group can Accept?

- White collar
- Blue/gray collar
- Physicians and surgeons
- High-risk occupations
- Previously declined
- Single case to large multi-life
- Simplified issue underwriting
- Return of premium riders

