



Veteran-Owned Small Business (VOSB)

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DIFFERENTIATORS

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1. 40+ Years of Federal Experience

Few small businesses bring this level of firsthand federal knowledge.

Tom Rooney spent decades inside the Department of Veterans Affairs, supervising IT operations, coordinating teams, and delivering executive-ready reports.

You're not hiring a consultant guessing at federal expectations — you're hiring someone who knows the culture, the systems, and the mission.

2. Depth in VA IT Operations

With 25 years in VA IT leadership, T & C Trust brings:

- Familiarity with VA technology environments
- Understanding of federal system workflows
- Clear communication with both technical and non-technical teams
- Insight into how decisions impact frontline users and veterans

This allows us to support IT-related assessments and documentation with uncommon clarity.

3. Veteran-Owned Small Business With Real Mission Insight

As a Veteran-Owned Small Business, T & C Trust brings a grounded perspective.

We understand what veterans expect and how federal systems affect their care, benefits, and daily experiences.

4. Strong, Clear, Executive-Level Communication

A signature strength of T & C Trust is producing:

- Executive summaries
- Capability briefs
- Readiness assessments
- Positioning papers

Decision-level documentation

This is high-value work that primes routinely struggle to get from junior staff.

5. Fast, Reliable Turnaround.

Tom is known for delivering polished documents and assessments with a quick turnaround — often within 24–72 hours.

For primes juggling deadlines, this reliability makes the difference between meeting or missing submission windows.

6. Ability to Bridge “Technical” and “Business” Worlds

Many consultants can write.

Many understand technical systems.

Few can translate technical requirements into business-ready direction for federal leadership.

This is where T & C Trust excels.

7. Low Risk, High Trust

- No overhead
- No bureaucracy
- No multi-layer communication chain
- Direct access to the owner (no subcontract handoffs)

Primes benefit from a stable, experienced, mission-focused partner who is easy to integrate with and manage.

8. Experience With Federal Documentation Standards

T & C Trust regularly produces:

- Capability statements
- Federal biographies
- Positioning summaries
- Teaming profiles
- Past-performance sheets
- SAM and DSBS-ready profiles

This ensures deliverables meet federal norms from day one.

PRIMARY VALUE PROPOSITION

A veteran-led consulting firm providing precise, reliable, mission-aware documentation and support that primes can plug into immediately—without risk, delay, or training curve.