

RICH MANAGEMENT, LLC

Federal Training, Workforce, AI Systems & Capital Advisory

SAM.gov Active · CA Certified Small Business · Self-Certified Small Disadvantaged Business

TAJULFNWDSL4

UEI

9XUL3

CAGE

#2048789

CA SB CERT

541512

PRIMARY NAICS

Active

SAM STATUS

Dwayne Richardson, CEO · dwayne@rich-mgt.com · (916) 829-7150 · rich-mgt.com · 8920 Emerald Park Dr Ste E, Elk Grove, CA 95624 · CA Congressional District 07

Core Positioning

Rich Management, LLC is a California-based, minority-owned small business and SAM.gov-registered federal contractor delivering computer systems design, federal training, management consulting, and capital advisory services to federal agencies, state agencies, and prime contractors. The company operates two production AI platforms — **GovIQ** (federal opportunity intelligence) and **ContractIQ** (AI contract governance) — and delivers structured advisory engagements through the proprietary **Capital Catalyst Framework™**. Engagements are designed for digital and remote delivery, with execution windows structured to meet federal direct-award and simplified acquisition thresholds.

Federal Set-Aside Designations & Partner Structure

Federal Designations (per SAM.gov) Minority-Owned Business · Self-Certified Small Disadvantaged Business (SDB) · Black American Owned · Small Business (size standards per registered NAICS)	California State Designations CA Small Business (Micro) Certified · Cert ID #2048789 · Issued April 6, 2026 · Expires April 30, 2028 · Eligible for CA state SB preference and direct-award programs
Registration Purpose All Awards (contracts and federal assistance / cooperative agreements)	Aligned 501(c)(3) Partner RichEd Inc. · UEI RDNWHR3X63D8 · EIN 88-2548963 · Available for grant and cooperative agreement vehicles requiring 501(c)(3) eligibility

Core Competencies

Computer Systems Design & AI Platforms GovIQ federal opportunity intelligence with proprietary MatchScore™ algorithm. ContractIQ AI contract governance for FAR/DFARS clause extraction, compliance scoring, and risk surfacing. Business Readiness Score™ assessment framework. Both platforms in production deployment. Primary NAICS 541512.
Management & Strategic Consulting Administrative management, organizational strategy, operational design, and federal contractor readiness advisory. Federal Growth Operating System™ methodology for government revenue expansion. NAICS 541611 and 541618.
Federal Training & Workforce Development

Capital Catalyst Framework™ 24-module curriculum. Adult-learning framework, Section 508-compliant materials, cohort or train-the-trainer delivery. The Rapid Execution Sprint™ — 30-day fixed-price federal training engagement structured for direct-award thresholds. NAICS 611430.

Capital & Funding Advisory

Capital Catalyst Framework™ for contractor working capital, bridge financing between award and first invoice, equipment financing, and SBA loan facilitation. Engagements range from \$25K to \$750K facilitated funding. NAICS 522390.

Delivery Model

Rich Management, LLC delivers all engagements via digital and remote delivery infrastructure. Engagements do not require on-site presence, facility clearance, classified clearance, or specialized subject-matter experts placed in-region. Standard delivery channels include secure document exchange, video-based facilitation, web-deployed platform access, and audit-logged reporting. The Rapid Execution Sprint™ engagement model is structured for **14-day post-award deployment** and 30-day fixed-price execution. Available as prime contractor under set-aside thresholds, or as subcontractor under prime teaming arrangements for federal and state procurements.

Why Agencies and Prime Partners Select Rich Management, LLC

■ Production AI Stack

GovIQ and ContractIQ are deployed and operational, not concept-stage. Both platforms used internally before being offered externally.

■ Direct-Award Eligible

Rapid Execution Sprint™ structured to align with SB direct-award thresholds. Multiple set-aside qualifiers (Small Business, Small Disadvantaged Business self-certified, Minority-Owned, California Small Business).

■ 14-Day Deployment

Award to first delivery within two weeks. Built for contracting officers who need a qualified small business vendor without competitive bid cycles.

■ Founder-Led Delivery

CEO is also the architect of the platforms and methodologies. No handoff between business development and execution.

■ West Coast Federal Footprint

Sacramento-area base diversifies subcontracting plans concentrated on the East Coast. Time-zone alignment for California state and Western federal regions.

■ Section 508 Compliance Built In

Accessibility from day one of curriculum and platform design, not retrofitted after delivery.

Past Performance & Relevant Capability

L&S Consulting 2024

Scope: Business advisory and compliance consulting for a private-sector client. Engagement covered operational compliance review, business structure advisory, and capital readiness assessment.

Role: Lead Advisor (Dwayne Richardson, CEO) Value: \$5,000 – \$10,000 Outcome: Delivered actionable compliance and operational advisory that the client implemented; engagement informed client's subsequent business decisions and capital planning. POC: Available upon request
Capital Catalyst Framework™ — Direct Client Engagements 2022 – Present (ongoing) Scope: Capital facilitation, business readiness assessment, and contractor funding advisory delivered to small business clients seeking working capital, equipment financing, and SBA-aligned loan readiness. Engagements use the proprietary Capital Catalyst Framework™ methodology. Role: Founder / Lead Advisor Value: \$25,000 – \$750,000 facilitated funding per engagement Outcome: Multiple small business clients advanced from capital-readiness assessment through to funding facilitation. Framework adopted internally before external client delivery. POC: Available upon request, subject to client confidentiality
GovIQ & ContractIQ — Internal Production Deployment 2025 – Present Scope: Designed, developed, and deployed two production AI platforms: GovIQ (federal opportunity intelligence with MatchScore™ algorithm) and ContractIQ (FAR/DFARS clause extraction and compliance scoring). Both platforms operate live: goviq.rich-mgt.com and contractiq.rich-mgt.com. Role: Founder / Product Architect / Sole Developer Value: Internal R&D investment (capability development) Outcome: Production-deployed platforms used internally for opportunity qualification and contract analysis. Available as licensed deliverables under contract. POC: Demonstration available at request

Dwayne Richardson, CEO and Founder

Dwayne Richardson is a former enterprise executive with prior tenure at Apple and Cisco Systems. At Cisco, achieved President's Club recognition in 2019 and delivered 103–105% of a \$350M+ enterprise quota for six consecutive years. Founded Rich Management, LLC in August 2021; SAM.gov-registered since June 2024.

Published author of two business books:

- **Continuity Over Crowns** (Published Feb 5, 2026 · ISBN 979-8-9926576-6-1)
- **The CEO of You** (ISBN 979-8-9926576-9-2)

Registered NAICS Codes (per SAM.gov)

NAICS	Title	Designation
541512	Computer Systems Design Services	PRIMARY
541611	Administrative Management and General Management Consulting Services	
541618	Other Management Consulting Services	
611430	Professional and Management Development Training	
522390	Other Activities Related to Credit Intermediation	
512110	Motion Picture and Video Production	

Product & Service Codes (PSC)

PSC	Description
R408	Support — Professional: Program Management/Support
R410	Support — Professional: Program Evaluation/Review/Development
R701	Support — Management: Advertising
R707	Support — Management: Contract/Procurement/Acquisition Support
T006	Photo/Map/Print/Publication — Film/Video Tape Production

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