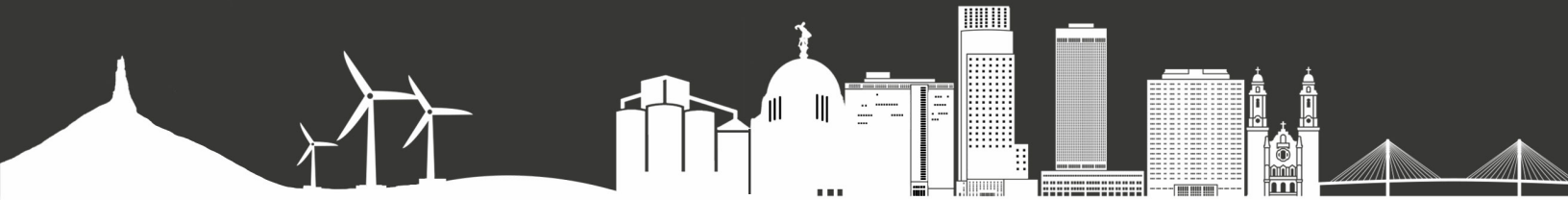


SUCCESS STORY: NAVIGATOR MOTORCOACHES

Navigating the Road to Government Contracting



Facing “a mountain of paperwork” in his initial attempt to solicit government transportation contracts, Don Oberle, the owner of Navigator Motorcoaches, got the directions he needed from the Nebraska Business Development Center (NBDC).

Navigator Motorcoaches is a nationwide charter and motor coach bus service. The company is headquartered in Norfolk, with satellite offices in Kearney, Omaha and Sioux City, Iowa.

The company, which opened in 1991 offering planned bus tours and casino trips, entered into the charter bus service in 1993 with one 50-passenger motor coach, primarily to facilitate the needs of its bus tours and casino trips.

Seeing the demand for motor coach travel, Navigator purchased additional motor coaches to offer nationwide charter bus service from each of its locations. Licensed to operate in all states and provinces in North America, and with more than 45 drivers and 15 staff members, the company operates 15-passenger vans, 26- to 29- passenger mini buses, trolleys and 40- to 58-passenger motor coaches.

Dick Uhing, Procurement Technical Assistance program consultant at the NBDC office in Wayne, had originally contacted Oberle at his Norfolk office to offer information about NBDC’s services.

Once the two discussed government contracting, Uhing suggested that Oberle refine his search for available government contracts by completing a System for Award Management (SAM) registration, as well as registrations for online government bidding databases.

“I have worked with Don for the past four years now,” Uhing says, “providing market research, yearly SAM registration updates, and setting his company up for government bid boards.”

Oberle says NBDC has been instrumental in navigating the regulations connected with government contracting. “I don’t think we’d have gotten to the point we needed to be with our SAM registration without Dick’s help,” he says. “The forms and paperwork are never-ending, and he has made sure we get the right information to the right places.”

He says that while the company’s Department of Defense certification “is still a work in progress, we’re already seeing opportunities we never saw before. When everything is resolved, we should see a lot more.”

REPORT DATE

- › January 2019

INDUSTRY

- › NAICS 485999: Other Transit and Ground Passenger Transportation

CONSULTING

- › SAM registration
- › Yearly SAM updates
- › Government bid boards

RESULTS

- › Contract awards

CONSULTANTS: DICK UHING | PIERCE COUNTY | STATE SENATE DISTRICT 41