

Where Industry Meets Federal Strategy

The path to federal opportunity is clearer when you have someone who has walked it.

There's a particular kind of confidence that only comes from having done something yourself, not just studying it or consulting on it from the outside but doing it. Won the contract. Navigated the compliance maze. Made payroll while waiting on a government invoice to clear. That's the confidence Steve Combs brings to every conversation about federal contracting, and it's the reason SCC Group exists.

Why "Walked It" Matters

The federal marketplace is not short on advice. Business owners chasing government contracts can find no shortage of consultants, webinars, and templates promising to unlock the process. What's harder to find is someone who has actually sat on the other side of the table as a business owner — who has felt the weight of a proposal deadline, absorbed the cost of a slow payment cycle, and made the calls that deal with the realities of early federal contracts — ultimately driving success.

Steve Combs built his credibility the hard way: as a business owner who pursued and won federal contracts himself. That experience is the foundation of SCC Group's approach to federal contracting advisory work. It is not theoretical. It is not secondhand. It is a playbook. Knowledge built from firsthand wins, mistakes, and course corrections — the kind of knowledge that only comes from having skin in the game.

What Business Owners Need to Know Before Pursuing Government Contracts

For companies considering federal work for the first time, a few realities tend to surprise them most:

- **Federal contracting is a different business model, not just a different customer.** Winning a government contract changes your cash flow, your compliance obligations, and often your entire operating rhythm. Business owners who treat it like "just another client" are usually the ones who struggle most in year one.
- **Certifications and registrations are the entry fee, not the strategy.** Getting set up in SAM.gov or securing a small business certification is necessary — but it's the starting line, not a competitive advantage. The real differentiator is how well a company can position itself once it's in the arena.
- **Relationships and past performance compound over time.** Federal buyers favor contractors who understand their world — the language, the timelines, the risk tolerance. That's built through smart early wins, not shortcuts.
- **Compliance isn't optional, and it isn't obvious.** From FAR clauses to reporting requirements, the rules governing federal work are dense and unforgiving. Businesses that treat compliance as an afterthought learn that lesson the expensive way.

This is precisely where a guide who has been through it earns their keep. Steve Combs and the SCC Group team exist to translate hard-won experience into a clear roadmap — helping business owners avoid the costly missteps that come from learning federal contracting through trial and error alone.

Industry Experience Meets Federal Strategy

What sets SCC Group apart isn't just knowledge of federal contracting regulations — plenty of firms can recite the FAR. It's the combination of that regulatory fluency with real industry experience: understanding how a business operates day to day, and how federal opportunity fits into that reality rather than disrupting it.

That's the meeting point in the phrase "where industry meets federal strategy." It's not about forcing a business to become something unrecognizable in pursuit of a government contract. It's about helping business owners build a federal strategy that fits the company they've already built — one that strengthens the business rather than straining it.

The Bottom Line: Riverbend Strategies, LLC's Client Experiences

According to Louise Aitcheson, Founder & Managing Member of Riverbend Strategies, LLC, "Government contracting can be one of the most stable, rewarding growth paths available to a business — but only when it's approached with eyes open and the right guidance in hand. Steve Combs and the SCC Group offer exactly that: a path forward shaped by someone who has already walked it, ready to help the next business owner walk it too."

Interested in exploring whether federal contracting is right for your business? [Book a Discovery Call](#) today!