



Veteran-Owned Small Business of the Year

Joshua Frank

RSM Federal

Believing that to succeed in business, you have to become an expert at applying what you've learned, Joshua Frank, an author, national speaker and business coach, decided to build a company that focused on proven techniques and strategies to accelerate market entry. Today RSM Federal provides hundreds of resources to small and midtier companies.

"These resources are founded on more than a thousand techniques and strategies proven to accelerate their education, their application of what they've learned, market entry and increase revenue," says Frank.

Since 2011, RSM Federal's clients and members have won more than \$1.5 billion in government contracts. "95% of our clients and members succeed in winning a new contract," says Frank.

Today RSM's focus is its Federal Access Program, which it launched in 2015. "This program has become the most comprehensive and cost-effective program on the market for government contractors," says Frank. "As a result, our focus is making this program available to small and midtier firms."

Over the next five years Frank will be implementing a strategy with the goal of making RSM Federal the No. 1 small-business resource in the nation for small and midtier government contractors. "We know we have something special in Federal Access. Our focus now is marketing and getting the word out."

The success of Frank's clients led to RSM being named the Veteran-Owned Small Business of the Year. "We don't measure success based on revenue," he says. "We measure success based on how many of our clients and members win new contracts."