TOTAL BS
IDEAS THAT WORK

CAPABILITY STATEMENT

SBA-certified Veteran-Owned Small Business (VOSB)

IT consulting | Managed IT | Custom software | Websites

Total BS LLC is a veteran-owned, owner-operated technology firm in Greece, New York. We help small organizations and prime contractors with IT consulting, managed IT, Microsoft 365, network design, and custom software, delivered by one senior engineer who owns the engagement from assessment through support.

Core competencies

- **IT consulting and assessments:** systems reviews, vendor and proposal evaluation, technology planning for small organizations
- **Managed IT and endpoint security:** remote support, patching, endpoint protection, backup, and account administration
- **Microsoft 365 and cloud:** Microsoft 365, SharePoint, Teams, Entra ID, and Azure setup, migration, and governance
- **Network infrastructure:** design, build, and ongoing maintenance of office networks and server environments
- **Custom software development:** web applications, internal tools, integrations, and mobile apps (Laravel/PHP, React, SQL Server)
- **Website development and hosting:** small business sites, redesigns, hosting, and upkeep

Differentiators

- **Single point of accountability.** The principal performs the work. No handoffs and no junior staffing.
- **Enterprise practice at small-business scale.** 15+ years in IT, including leading technical delivery of Microsoft 365 solutions for large law firms.
- **Security background.** U.S. Army Signal Corps veteran and former Battalion Information Assurance Security Officer.
- **Client-owned results.** Custom software is built on open-source stacks and the client owns the code.
- **Plain pricing.** Written scope and estimate before work begins; hourly, fixed-fee, or retainer.

Commercial past performance

- **Managed IT for local businesses.** Ongoing IT support, Microsoft 365 administration, and website upkeep for Rochester-area small businesses in hospitality, retail, and the trades.
- **Network and server environments.** Designed and built network infrastructure and data centers for multiple clients, with continuing security and maintenance oversight.
- **GRM Electric Inc.** Recovered the client's domain and launched a branded web presence within 48 hours of first contact.
- **PickCommish.** Designed, built, and operate a SaaS platform with companion mobile apps, from architecture through hosting.
- **PaidFinch.** Built and run a production invoicing application used by multiple businesses.

Past performance is commercial. Total BS LLC is available as a prime contractor or subcontractor and welcomes teaming arrangements.

Company data

LEGAL NAME
Total BS LLC

CERTIFICATION
SBA-certified Veteran-Owned Small Business (VOSB), SBA VetCert program

CERTIFIED / RENEWAL
November 9, 2026 / November 9, 2029

UEI
ZVY4X4TWEMJ9

CAGE CODE
25Z70

D-U-N-S
14-993-9045

SAM.GOV REGISTRATION
Active

BUSINESS TYPE
Single-member LLC, New York. Small business.

NAICS codes

541512 Computer Systems Design Services (primary)
541511 Custom Computer Programming Services
541519 Other Computer Related Services
541513 Computer Facilities Management Services
518210 Computing Infrastructure Providers, Data Processing, Web Hosting

PSC codes

DA01, DA10

Insurance

General liability: $1M per occurrence, $2M aggregate. Excess liability: $1M. Data compromise coverage.

Service area

On-site across Western and Central New York. Remote services nationwide.

Sean N. Scharlau, Owner
Total BS LLC | Greece, NY (Rochester area)
585-204-2749 | sean@totalbsroc.com
totalbsroc.com/government