



GovCon Acceleration Packages

Gain the combined power of expert GovCon consulting and industry-leading software. Unlock the full support, systems, and strategy needed to compete and grow in the government contracting space. Each package brings together hands-on consulting and comprehensive software setup to help you get ready, get organized, and get positioned to win more opportunities with clarity and confidence.

Benefits

- ☐ GovCon Education & Training (New to GovCon)
- ☐ Registration & Compliance Setup (New to GovCon)
- ☐ Business Development & Readiness
- ☐ Monthly Opportunity Sourcing
- ☐ Weekly Opportunity Review Meetings
- ☐ Strategic Proposal Development
- ☐ Strategic Planning & Goal Setting
- ☐ Full BIDBridgeVen Setup & Training
- ☐ Dedicated Account Manager
- ☐ Pipeline Management & Growth Support

Package A: GovCon Launch & Growth Package

Perfect for established businesses stepping into government contracting for the first time.

You've built a strong business — now it's time to take it to the next level with government contracts.

Package A gives you everything you need to enter the GovCon space with clarity, confidence, and a full support system. It's a complete education-meets-execution bundle designed specifically for successful businesses that have never bid on a government contract — but are ready to start.

You'll learn the industry, master the language, and understand how RFPs actually work — not in theory, but in real-world, day-to-day practice. While you're getting up to speed on how this world operates, our team gets to work behind the scenes building your full GovCon infrastructure: setting up your registrations, preparing your documents, sourcing opportunities, writing proposals, and integrating you into BIDBridgeVen from day one.

No piecing it together. Just a seamless launch into a profitable new revenue stream.

This package is ideal if you:

- Are already established business
 - Are brand-new to GovCon
 - Want education and full setup with hands-on support
 - Need help connecting the dots between what you do and what the government buys
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What's Included:

- Full GovCon education and orientation
- SAM.gov registration + compliance setup
- State and local vendor registration
- Revenue, pricing, and goal-setting strategy
- All required business development documents
- Monthly RFP sourcing and review
- Full proposal development and submission
- 30/60/90 pipeline management
- Monthly strategy sessions and competitive positioning

- Full BIDBridgeVen setup, activation, and training
(*SmartMatch, Navigator, ProBrief, BIDGuardian, RiskSheild, VendorVault, TaskTracker, CollabHub*)
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Package A is your all-inclusive GovCon launchpad. You'll walk away educated, registered, compliant, strategically positioned, and fully equipped to start bidding and winning with confidence.

Package B: GovCon Setup & Execution Package

Built for businesses that don't need education — just the systems, strategy, and hands-on support.

Already know your way around GovCon? Then skip the classroom and go straight to the win.

Package B includes everything from Package A except for the education and introductory training. It's built for businesses that already understand the basics and are simply looking for expert help executing at a higher level.

We handle your sourcing, proposal development, and BIDBridgeVen implementation, so you can stay focused on delivery, growth, and scaling your impact.

This package is ideal if you:

- Have experience in GovCon or strong familiarity with the process
 - Don't need training or introductory explanations
 - Want fast, full setup with immediate sourcing and proposal support
 - Need professional documents, strong strategy, and structured bidding support
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What's Included:

- Revenue, pricing, and strategic goal-setting
- All required business development documents

- Monthly RFP sourcing and review
 - Full proposal development and submission
 - 30/60/90 pipeline management
 - Monthly strategy and growth support
 - Full BIDBridgeVen setup, activation, and training
(*SmartMatch, Navigator, ProBrief, BIDGuardian, RiskSheild, VendorVault, TaskTracker, CollabHub*)
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Package B gives you the structure, documents, systems, and strategy you need to start competing immediately — without the need for foundational education. It's fast-tracked execution for vendors ready to level up, not learn the ropes.

What's Included In Our GovCon Acceleration Packages

Foundational GovCon Readiness: GovCon Introduction & Education (New to GovCon Only)

Gain a complete understanding of how government contracting works, including the industry landscape, procurement terminology, bidding decisions, scoring models, payment structures, proposal building, and the core systems every contractor must master.

- ☐ Full Introduction to Government Contracting presentation
- ☐ Top 10 Industries overview
- ☐ Federal, state, and local contracting overview
- ☐ Understanding RFPs, RFQs, RFIs, SOWs, DDQs
- ☐ Overview of procurement portals and contract vehicles
- ☐ Overview of small business programs
- ☐ Explanation of bid and no-bid decisions
- ☐ Scoring models overview
- ☐ Payment schedules explanation
- ☐ Proposal building overview

- ☐ APMP membership discussion
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Business Registration & Compliance Setup

Ensure your business is fully registered, compliant, and eligible to compete by completing all required federal registrations, verifying NAICS codes, and preparing your SAM.gov profile with accurate business, banking, and certification information.

- ☐ SAM.gov registration support
 - o UEI number
 - o CAGE Code
 - ☐ Verify accurate NAICS/SIC codes
 - ☐ Gather all required business information
 - o Banking details
 - o Reps & Certs
 - o Core compliance items
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State & Local Vendor Registration

Get fully set up to pursue state and local contracts by registering in the required procurement portals, activating bidding accounts, configuring alerts, and onboarding into key marketplaces used by agencies across your region.

- ☐ Register in state procurement portal
 - ☐ Set up county, city, and school system bidding accounts
 - ☐ Configure email alerts and notifications
 - ☐ Assist with Unison Marketplace setup
 - ☐ Additional marketplace onboarding (Bonfire, Vendor Registry, etc.)
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Goal Setting & Financial Targets

Clarify your revenue goals, financial capacity, pricing expectations, and proposal volume needs so we can design a sourcing strategy, bidding plan, and growth roadmap that aligns with your business objectives and operational reality.

Revenue & Financial Goals

- ☐ Annual revenue target
- ☐ Monthly revenue target
- ☐ GovCon-specific revenue goal
- ☐ Minimum contract value
- ☐ Maximum contract size
- ☐ Preferred contract size

Budget & Cash Flow Tolerance

- ☐ Proposal development budget
- ☐ Project delivery budget
- ☐ Acceptable payment terms (net-30, net-60, net-90)
- ☐ Upfront or milestone payment preferences
- ☐ Cash-flow constraints or triggers

Products, Services & Margins

- ☐ Core services/products
- ☐ Direct cost structure
- ☐ Profit margin targets
- ☐ Minimum acceptable margin
- ☐ Identify high-margin vs low-margin services

Contract Volume & RFP Frequency

- ☐ Monthly RFP sourcing quantity
- ☐ Preference: quality vs volume
- ☐ Rapid-turn vs long-lead opportunities
- ☐ Approval process for bid selection

Capacity & Delivery Goals

- ☐ Team capacity assessment
- ☐ Maximum simultaneous contracts
- ☐ Staffing or subcontractor needs
- ☐ Seasonal/operational constraints

Strategic Growth Priorities

- ☐ Target industries
 - ☐ Target agencies
 - ☐ Preferred contract types
 - ☐ Short-term vs long-term growth goals
 - ☐ Risk tolerance level
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Business Development & Initial Documentation Setup

Create or refine the essential documents that define your company's capabilities, qualifications, past performance, and compliance so you are fully prepared to present a strong, credible profile in every government proposal.

- ☐ One-page business plan
 - ☐ Capability Statement
 - ☐ One-page company overview
 - ☐ Team resumes and qualifications
 - ☐ Past performance sheet
 - ☐ Subcontractor list
 - ☐ Organizational chart
 - ☐ Licenses, insurance, compliance documents
 - ☐ Cost Sheet
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GovCon Services (1-3)

Access ongoing, high-impact support across sourcing, proposal development, pipeline management, and strategic growth to help you compete confidently, submit stronger bids, and win more government contracts.

1. Opportunity Sourcing & Research

- ☐ RFP Sourcing Intake Form completed
- ☐ Monthly RFP search
- ☐ Smart sourcing with BIDBridgeVen
- ☐ Curated list of 10–15 opportunities
- ☐ High-priority RFP alerts

2. Opportunity Review Meetings

- ☐ Monthly/biweekly sessions scheduled
- ☐ Review each opportunity
- ☐ Evaluate requirements, scoring, risks
- ☐ Bid recommendations
- ☐ Final bid selection

3. Full Proposal Development & Management

Proposal Drafting

- ☐ Technical narrative
- ☐ SOW responses
- ☐ Methodology/approach
- ☐ Company background

Technical & Administrative Documents

- ☐ Custom capability statements
- ☐ Staffing plan
- ☐ DDQs
- ☐ Compliance forms & certifications
- ☐ Project schedule/work plan

Pricing & Budget Development

- ☐ Pricing strategy
- ☐ Cost tables
- ☐ Labor categories
- ☐ Pricing assumptions

Design & Editing

- ☐ Formatting
- ☐ Branding consistency
- ☐ Proofreading
- ☐ PDF finalization

Submission Support

- ☐ Portal upload
- ☐ Receipt confirmation
- ☐ Follow-up tracking

Pipeline Management

- ☐ Track active bids
- ☐ Track rebid cycles
- ☐ Maintain rolling 30/60/90-day pipeline
- ☐ Weekly updates

Strategic Advisory

- ☐ Monthly strategy sessions
 - ☐ Competitive positioning support
 - ☐ Market/agency recommendations
 - ☐ Capability gap analysis
 - ☐ Growth roadmap
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GovCon Product: BIDBridgeVen Setup & Implementation

Get fully equipped to operate inside the government contracting space with a complete, end-to-end setup of your BIDBridgeVen account, including system activation, business configuration, team onboarding, project workflows, opportunity matching, proposal tools, compliance checks, risk management, document vault setup, task tracking, and collaboration features.

Account Setup & System Activation

- ☐ Create BIDBridgeVen account
- ☐ Add users and assign permissions
- ☐ Confirm correct subscription tier

Business Center Setup

Populate all core business information:

- ☐ Company profile
- ☐ Branding details
- ☐ Core capabilities
- ☐ NAICS refinement
- ☐ Industry categories
- ☐ Compliance documents
- ☐ Business identifiers (UEI, CAGE, SAM expiration)

TeamSync Setup

- ☐ Add staff/subcontractors
- ☐ Assign roles
- ☐ Upload resumes
- ☐ Create staffing structures

ProjectSync Setup

- ☐ Baseline project setup
- ☐ Upload templates
- ☐ Connect team and documents
- ☐ Workflow configuration

SmartMatch Setup & Initial Compatibility Analysis

- ☐ Run initial SmartMatch evaluations
- ☐ Explain the analysis
- ☐ Review results
- ☐ Identify top-fit opportunities

Navigator Training (RFP Segmentation & Interpretation)

- ☐ Upload RFP into Navigator
- ☐ Review segmentation for:
 - o Scope
 - o Requirements
 - o Eligibility
 - o Evaluation
 - o Pricing
 - o Submission rules
- ☐ Train on using segments for proposal building

ProBrief Builder

- ☐ Create first proposal in system
- ☐ Connect Navigator content
- ☐ Pull from Business Center & TeamSync
- ☐ Apply client templates

Proposal Quality Assurance with BIDGuardian

- ☐ Run first compliance check
- ☐ Review flagged items
- ☐ Revise and re-score

RiskSheild

- ☐ Risk identification walkthrough
- ☐ Create at least one risk plan
- ☐ Track proposal and post-award risks

VendorVault

- ☐ Upload licenses and compliance
- ☐ Upload certifications
- ☐ Organize categories

Task Tracker Setup

- ☐ Create initial task list
- ☐ Configure categories and flows
- ☐ Train on deadline tracking

CollabHub

- ☐ Activate collaboration rooms
- ☐ Organize rooms by proposal
- ☐ Train on communication best practices

Scheduled your free consultation today! [Get Scheduled.](#)