

WELCOME

December SURGE BOOTCAMP

\$83M Wins On Stage

Contractors Strategy for 2026

What you have / are going to receive

- ✓ Action Plan 2026
- ✓ FREE Buyers List – Primes (Tier 1 and 2 SBLO)
- **December Spend Forecast** – where the money is dropping right now
- **December Hit List** - Low Competition Contracts
- **2026 Recompete Contracts List** – the big ones coming back up
- **FREE BONUS: ????????**

What you're going to learn ...

- ✓ John Palmer's full \$83M federal breakdown (IDIQ)
- ✓ John Bowen's \$90k/month pool contract plays
- ✓ How to add local contracting to mix
- ✓ How to Find Buyers (not on SAM.gov)
- ✓ How to Bid on the 75% work (off SAM.gov)
- ✓ How to leverage all the FREE handouts you received

Goal for today is to show you 3 **things** ..



#1 Give you a strategy and a plan -
so you can actually win government
contracts

#2 Register online to be eligible to
start bidding 75% **MORE**
opportunities

#3 Teach you how to bid -
DEAL TEARDOWN

What we know is this



#1 There is only so much we can teach in a day ...

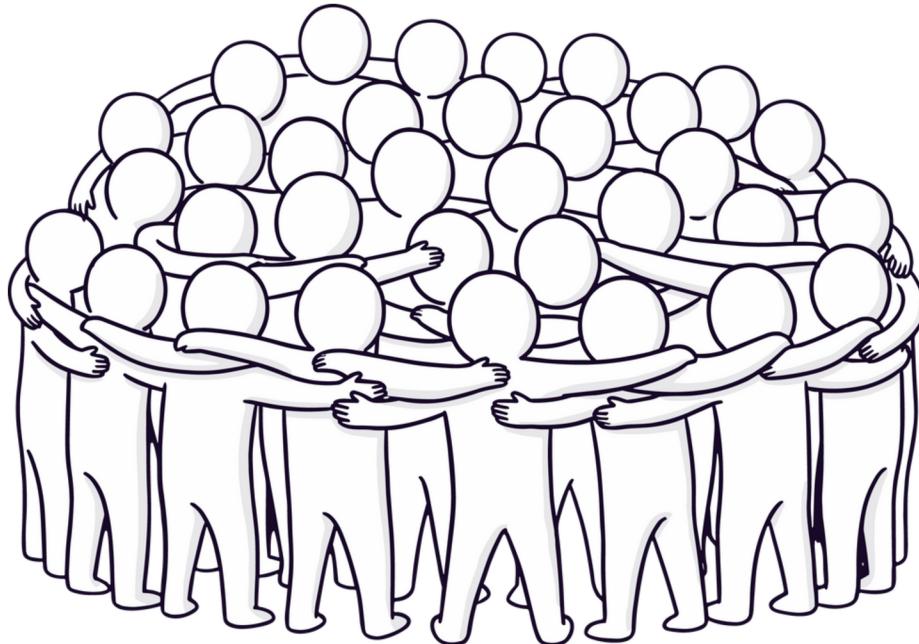
#2 Everyone is nuanced in their product / service offerings

#3 Until you have mastered the process you will need ongoing support from a Community

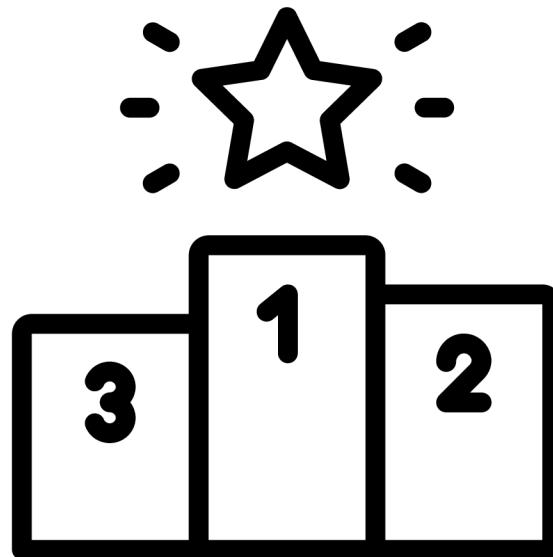
We will give you the opportunity
to do more with less



Show you how our Community can help ...



**Give the *advantage* to outdue the
Competition ...**



Agenda

9:30 – 10:25 am

Local Contracting Registration (Pro's / Con's)

10:30 – 11:15 am

John Bowen – “How I Built a \$90k/Mo State Pool Contract Business from Scratch”
(His story + exact playbook)

11:15 – 12:00 pm

Identify Top 25 Buyers & Future Bids (NOT ON SAM)
The December Spending Explosion Forecast

12:00 – 12:45 pm

Get on Supplier List for top 25 Federal Suppliers
Registering Vendor

Agenda

12:45 – 1:30 pm – Lunch + Drop the December Hit List PDF in the chat
Tribes / Total Database

1:30 – 2:15 pm

John Palmer (Servexo) – “How We Just Won \$41M + \$42M in Federal Contracts in 2025 – Step-by-Step Breakdown”

2:15 – 3:00 pm

Recompete List

Searching IDIQ's for you

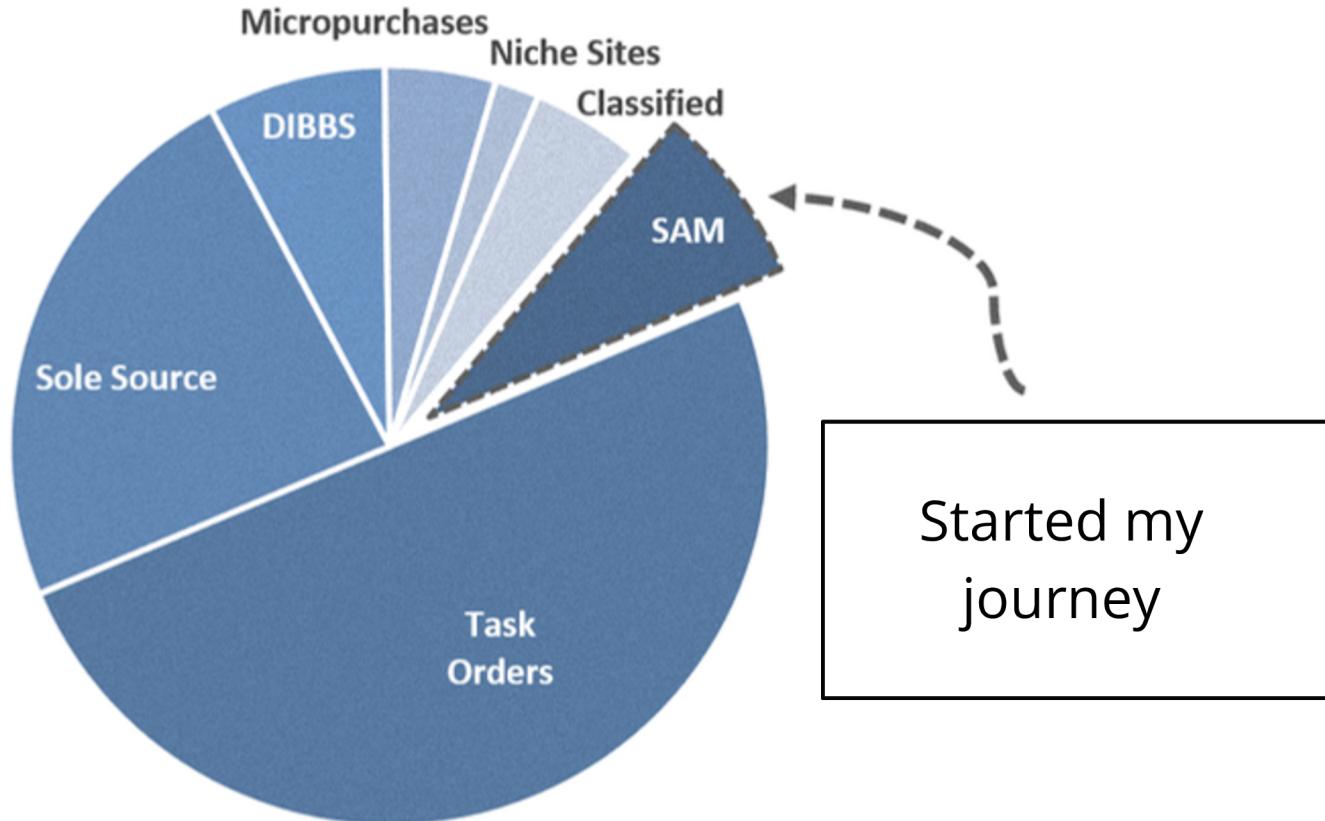
3:00 – 4:00+ pm

Eric Coffie – Live Deal Teardown of a \$10M+ opportunity

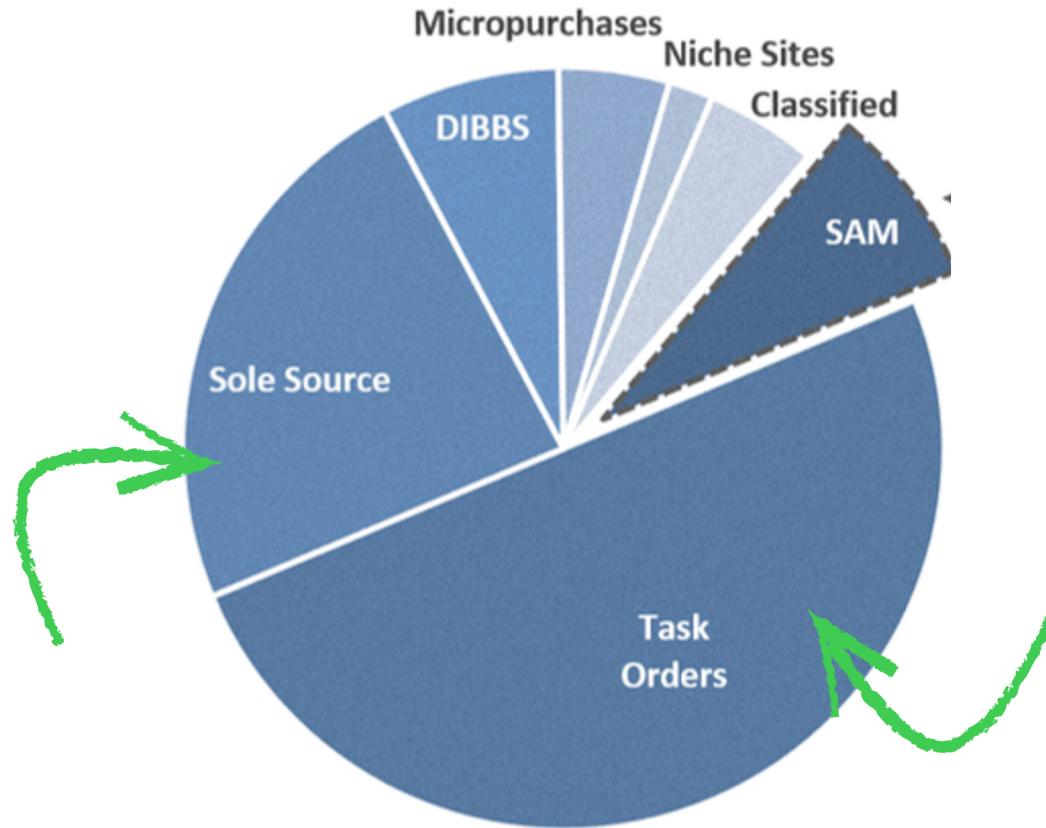
Will this be recorded



WHAT WE KNOW TO BE TRUE...



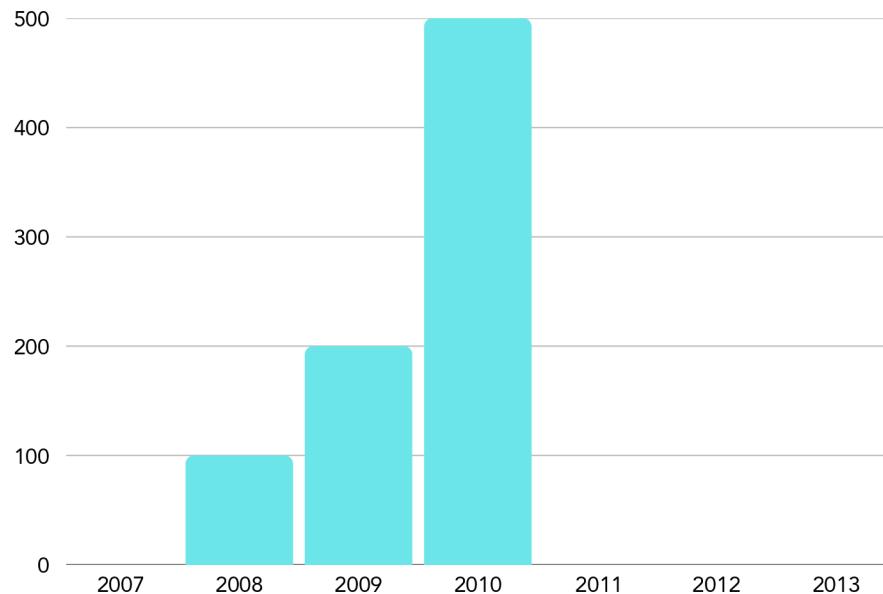
WHAT WE KNOW TO BE TRUE...



Made my
money

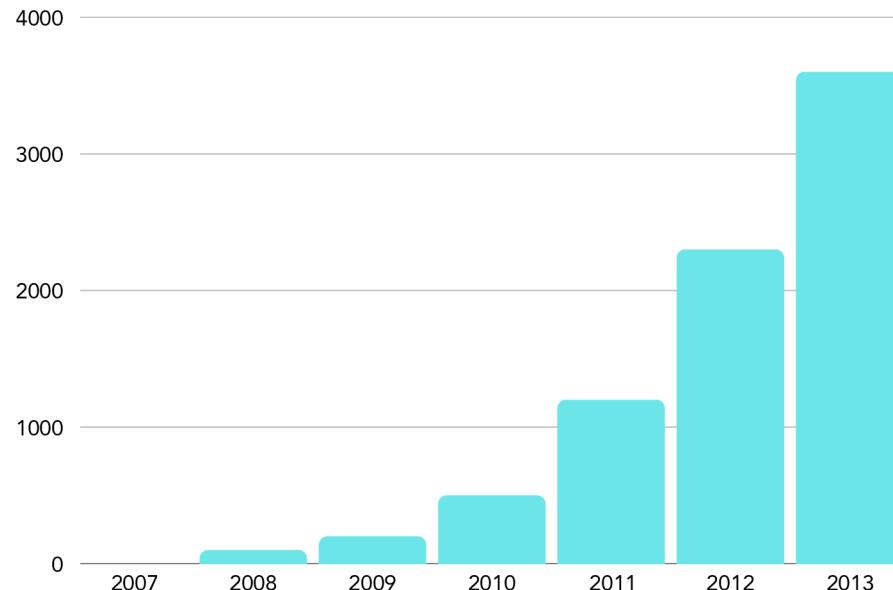
How my third company **Evankoff** **Construction** went from \$96,000 / yr

EVANKOFF, LLC
"STEEL CONSTRUCTION SPECIALIST"

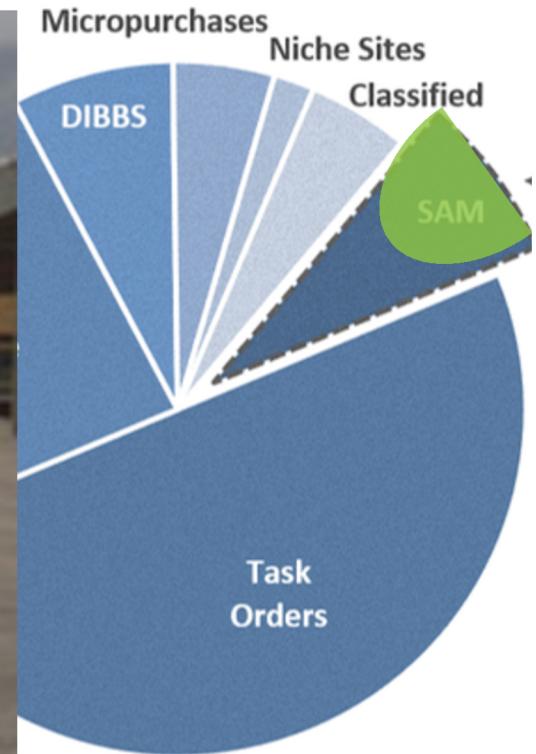


How my third company **Evankoff** **Construction** went from \$96,000 / yr to \$2,000,000 / year

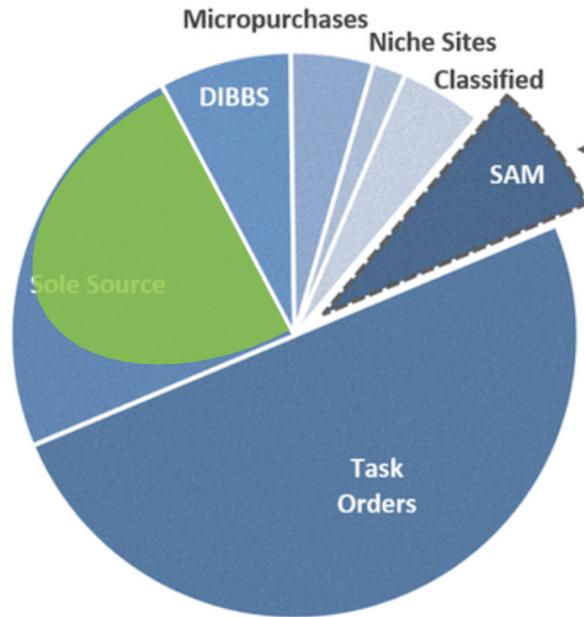
EVANKOFF, LLC
"STEEL CONSTRUCTION SPECIALIST"



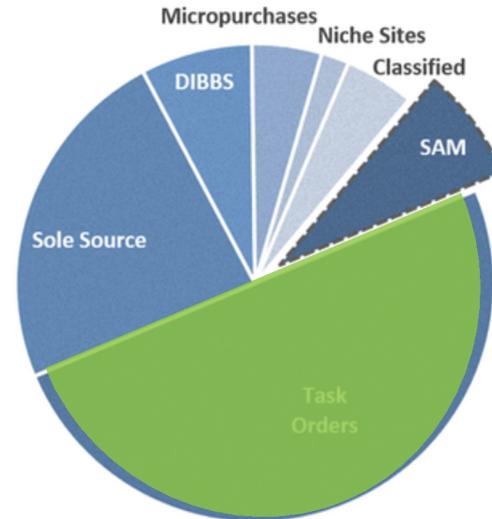
My first project (2011) - \$1.2M



My first project (debt - 2015) - \$409K



My largest project - \$4.7M

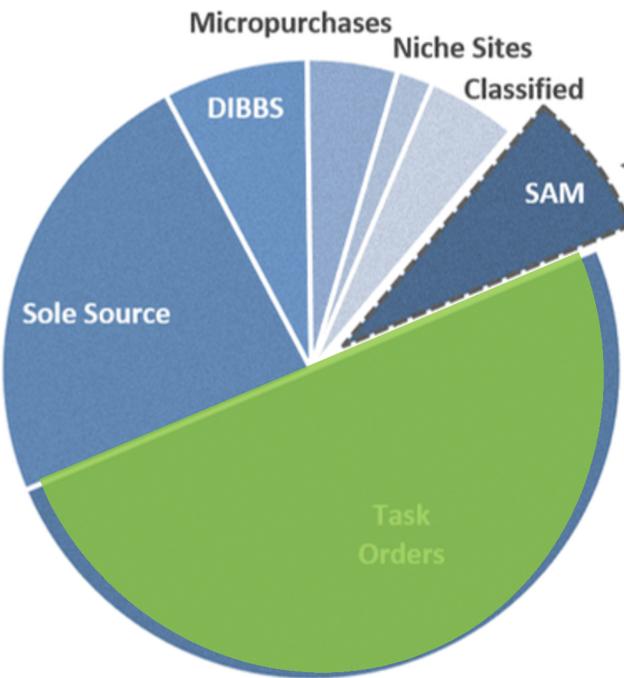


But, that's not just me ...

My most successful podcasts guest ...



Have all done the same ..



Today's POLL

WE TOOK A POLL



Eric Coffie 1 month ago

Quick Poll for Certified Businesses:
What's your biggest struggle right now?

⋮

We'll discuss these exact problems in the Scaling with Certifications ...

[Read more](#)

25 votes

Finding profitable government contracts 44%

Getting primes to take me seriously 20%

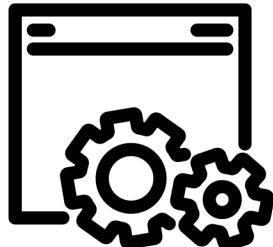
Knowing which agencies buy what I sell 24%

Turning my certification into contracts 12%

With a 2026 Govcon Action Plan
you will learn ...

4 PHASES OF GOVERNMENT CONTRACTING

#1
Setup



#2
Business Dev



#3
Bidding



#4
Bus Enhance



ACTUALLY WE FORGOT ...

5th PHASE

CONTRACT MANAGEMENT



Phase 1 - Setup - (One-time)

1. Choose your Business Structure
2. Identify your Industry codes (NAICS)
3. Create your SAM.GOV Profile
- 4. Registration (Corporate / Local)**
5. Talk to Local Apex Accelerator
6. Create/ Fix your Business Resume (Cap Statement)

Phase 2 Business Development - (Recurring)

- 1. Identify Top 25 Buyers & Future Bids (NOT ON SAM)**
2. Setup and attend meetings with government buyers
3. Attend Industry Events
4. Attend Site Visits
5. Get on Supplier List for top 25 Federal Suppliers
6. Monitor Contract Awards and Identify Sub Opportunities

Phase 2 Business Development - (Recurring)

1. Identify Top 25 Buyers & Future Bids (NOT ON SAM)
2. Setup and attend meetings with government buyers
3. Attend Industry Events
4. Attend Site Visits
5. **Get on Supplier List for top 25 Federal Suppliers (to win in next 3 to 6 months)**
6. Monitor Contract Awards and Identify Sub Opportunities

Phase 3 Bidding - (Recurring)

1. Review Immediate Bid Opportunities
2. Assemble Team Based on Opportunities
3. Apply for Vendor/ Supplier Credit
- 4. Respond to Opportunity (IDIQ RFP, Task Orders)**
5. Evaluate Bid Results

Phase 4 Business Enhancement - (Once)

1. Apply for Small Business Certification
2. 8(a) Certification
3. Mentor Protege Program
4. Focus on Self Performance Capability as Differentiator
5. Find Better Partners
6. Identify Mid Size Mentor
7. Speak at an event

Phase 5 Contract Management

1. System Registrations (PIEE, WAWF)
2. Subcontractor Compliance
3. Project Compliance
4. Communication

If you apply what you learn today ...

In 2026 you should:

- #1 Increase the number of options for bidding
- #2 Finding higher quality bids
- #3 Find better partners / team members
- #4 Win more contracts
- #5 More profitable contracts

LOCAL CONTRACTING

Public Works

**Capital Improvements Division
111 NW 1st Street, Suite 1410
Miami, FL 33128**



REQUEST FOR PRICE QUOTATION (RPQ)

Contract No: MCC 7360 Plan

RPQ No: 20250164

INVITATION TO BID

A RPQ has been issued for the work identified below. If you are interested in submitting a bid for this project, please submit your bid via Sealed Envelopes, attention to Office of the Clerk of the Board at 111 NW 1st Street, Suite#1710 (17th Floor) Miami, FL 33128 - Clerk of the Board Office no later than 12/31/2025 at 02:00 PM. If you have any questions, contact Marco Movilla at 305-375-3267.

This RPQ is issued under the terms and conditions of the Miscellaneous Construction Contracts (MCC) Program MCC 7360 Plan.

RPQ DETAILED BREAKDOWN

Bid Due Date:	12/31/2025	Time Due:	02:00 PM	Submitted Via:	Sealed Envelopes						
Estimated Value:	\$406,101	(excluding Contingencies and Dedicated Allowances)									
Project Name:	Bicycle Green Paint along SW 160th Street and along SW 142nd Avenue.										
Project Location:	SW 160th Street, from SW 147th Ct. to SW 137th Ave. & SW 142nd Avenue, from SW 160th St. to SW 168th St.										
License Requirements:	Primary:	General Engineering; Paving; Painting									
Scope of Work:	<p>(Contractor must obtain and submit all permits prior to performing any work).</p> <p>a) The project will consist of implementing green paint at keyholes and conflict points on the existing bike lanes along the project location to enhance and prioritize pedestrian and bicycle mobility. The proposed improvements will also include pavement markings and signing.</p> <p>b) If any changes are required due to conflict of design and or field conditions, the Engineer will make the final determination.</p> <p>c) The Contractor and all subcontractors, under this Contract, are prohibited from performing any</p>										

Pro's and Con's

	Local	Federal
Easier	Low Bar	Higher Bar
Proposal Writing	Limited	Majority
SB Status	Valued	Not Valued

Pro's and Con's

	Local	Federal
Source Selection	Rotation Lists	Sole Source, Set Aside (Relationship)
Program Funding	Budgets for Minority Programs	Bigger budget - Programs slashed
Contract Rules	Vary by City / Munic	99% same

Pro's and Con's

	Local	Federal
SB Size Standards	Low Threshold	Higher Threshold
Teaming and Collab	Prime / Sub	Encouraged
Technical Assistance	Varies	Lot's of Help

Why do I think this a valid option for many people ...

- Low Bar to enter
- Barrier to entry - non existent
- Great for 1 person teams
- Great to start with limited experience
- People looking to generate immediate cash

When is it NOT great

- People looking to scale
- Cities with no diverse leadership
- Cities that don't value / respect SB certs or set asides
- If your product / service requires certifications that you do not hold

My strategy ...

Search for city's that fit one of the criteria below

- Cities with diverse leadership
- Cities that value / respect SB certs or set asides
- Do they have a CBE / DBE / CSBE program
- What departments may have rotation lists

My Strategy ...

Search for city's that fit one of the
criteria below

Live Examples

JOHN BOWEN

How I Built a \$90k/Mo State Pool
Contract Business from Scratch”

Identify Top Agency Buyers & Future Bids

The December Spending Explosion
Forecast



\$138B+ Dropping in December

Your Edge to Win Before Year-End

\$138B+

Unobligated Balance across major agencies as of Q4 FY2025
(FY2026 NDAA opportunities)

Based on a scan of the **FY2026 National Defense Authorization Act (NDAA; S.2296)**, introduced July 15, 2025, passed by the Senate, and currently held at desk in the House as of November 12, 2025, we've identified key funding allocations that create urgent spending

Get on Supplier List for Tier 1 and Tier 2

Registering as a Vendor

Data sources for Prime SBLO Lists

- **SBA Directory of Federal Government Prime** Contractors with Subcontracting Plans – Official list of primes required to subcontract to small businesses (updated March 2025).
- **DoD Comprehensive Subcontracting Plan** (CSP) Prime Contractor Directory – May 2025 PDF with SBLO contacts for major DoD primes.
- **DHS Prime Contractors List** – OSDBU page with large primes interested in small-business subcontracting (updated 2025).
- **DOT (U.S. Department of Transportation)** Subcontract Directory

Prime Contractor SBLO Contact Directory

Small Business Liaison Officer Contacts with Industry Focus (NAICS)

December 2025 | Federal Government Prime Contractors

225

Total Companies

93

With Email

161

With Phone

29

Both Contacts

Company	SBLO Name	Email	Phone	Industry Focus (NAICS)	Contact
AAI CORPORATION	Mark Hitch		(410) 628-3459	541710 - Research & Development in Physical Sciences	PHONE ONLY
AArete	Lynn Jenkins Jenkins; Lynn Jenkins	Jenkins Jenkins@aarete.com; ljenkins@aaret e.com	(312) 288-5114; 312-288-5114	541519 - Other Computer Related Services 541511 - Custom Computer Programming Services + 1 more	EMAIL + PHONE
ABACUS TECHNOLOGY	JANE CROSS		(301)215-7593	541519 - Other Computer Related Services	PHONE ONLY
ABHE & SVOBODA INC	James Svoboda		(952) 447-6025	237310 - Highway, Street, & Bridge Construction	PHONE ONLY
ABS Group Consulting	Ruta Hallie; Michael Loveless; Ruta Hallerhalle; Michael Loveless mloveless	Hallerhalle@absconsulting.com Small; Lovel es mloveless@absconsulting.com Website; milov eless@absconsulting.com; rhalle@absconsulti ng.com	1254133054; 5416115415		EMAIL + PHONE
Accenture	Irene Rivera; Irene Riverainrene	Riverairene.c.rivera@accenturefederal.com We bsite; irene.c.rivera@accenturefederal.com			EMAIL ONLY
ACE ENGINEERING, INC.S	Eunice Lee		(210) 392-4600	236220 - Commercial Building Construction	PHONE ONLY
Acuity International	Susan.Thibodeaux Susan; Susan	Susan.Thibodeaux@acuityinternational.com;			EMAIL ONLY

Tier 2 Subcontractor Contact Directory

Mid-Tier Federal Contractor Contacts with Industry Focus (NAICS)

December 2025 | Federal Government Tier 2 Subcontractors

168

Total Companies

59

With Email

121

With Phone

12

Both Contacts

Company	Contact Name	Email	Phone	Industry Focus (NAICS)	Contact
AAI CORPORATION	Mark Hitch		(410) 628-3459	541710 - Research & Development in Physical Sciences	PHONE ONLY
AArete	Lynn Jenkins	ljenkins@aarete.com	312-288-5114	541519 - Other Computer Related Services 541511 - Custom Computer Programming Services + 1 more	EMAIL + PHONE
ABACUS TECHNOLOGY	JANE CROSS		(301)215-7593	541519 - Other Computer Related Services	PHONE ONLY
ABHE & SVOBODA INC	James Svoboda		(952) 447-6025	237310 - Highway, Street, & Bridge Construction	PHONE ONLY
ABS Group Consulting	Ruta Haile	rhaile@absconsulting.com		541611 - Administrative Management Consulting 541512 - Computer Systems Design Services + 2 more	EMAIL ONLY
ACE ENGINEERING, INC.S	Eunice Lee		(210) 392-4600	236220 - Commercial Building Construction	PHONE ONLY
Acuity International	Susan Thibodeaux	Susan.Thibodeaux@acuityinternational.com			EMAIL ONLY
ADVERTISING COUNCIL, INC., THE	Jon Fish		(212) 984-1945	541810 - Industry Code 541810	PHONE ONLY

🇺🇸 Federal Contractor Database

Complete directory of 2,768 prime contractors with contract data

A complementary tool for GovCon Giants members to research and connect with prime contractors

\$479.9 Billion in Total Contracts

💡 Pro Tip: Use this database to identify prime contractors in your industry, then learn how to partner with them through GovCon Giants training and mentorship.

PRO PLAN MEMBERS

 Search by company, agency, NAICS code, or contact info...

CONTACT INFO

All Companies

SUBCONTRACT PLAN

All

CONTRACT SIZE

All Sizes

EXPORT

 EXPORT CSV

LUNCH

Drop the **December Hit List PDF** in
the chat

Tribal Database



December 2025 Hit List

34 Low-Competition Contracts Dropping This Month

\$138B+ in Unobligated Funds | Use It or Lose It

Why This List Is Your Secret Weapon

December is "use it or lose it" month. Agencies have \$138B+ in unobligated balances that MUST be spent before FY2025 closes.

Low competition = Higher win rates. These opportunities are specifically selected for small businesses with set-asides and limited competition.

Fast-track opportunities. Many of these contracts have expedited timelines because agencies need to obligate funds quickly.

Tribal SBS_export [20251209] ⚡ 📁 🌐

File Edit View Insert Format Data Tools Extensions Help Gemini

Share

A1 | fx Business name

Summarize this data

	A	B	C	D
1	Business name	Capabilities narrative	Capabilities statement link	Active SBA certifications
2	WARM SPRINGS CONSTRUCTION ENTERPRISE	Roads/Highway Construction, Repair, and Maintenance, Flagging, Heavy Equipment Operators, Custom Tile, Wall Tile	8(a)	
3	GRIFFITH CONTRACTING, LLC	Griffith Contracting is a veteran-owned and woman-owned small business	http://www.griffithcontracting.com/uploads/2/6/8/2/	8(a), HUBZone, WOSB, EDW
4	KAIA INC	KAIA Inc. delivers mission-ready visualization that supports faster	http://tinyurl.com/KAIAbilityStatement	8(a)
5	MICRON AIR & MECHANICAL SOLUTIONS INC			8(a)
6	BERING-WESTON JV, LLC	Bering-Weston is a Joint Venture between Bering Straits Global Innovations, LLC (BSGI), an 8(a) certified company, ar	8(a) JV	
7	YULISTA SERVICES, LLC			8(a)
8	SEALASKA REMEDIATION SOLUTIONS, LLC	Sealaska Remediation Solutions was 8(a) certified on February 7, 2019. We are a full service environmental consultan	8(a)	
9	ALEUT OPERATIONS, LLC	Aleut Operations, LLC, provides professional business and program management services including project managem	8(a)	
10	CCI CONSTRUCTION AND UTILITY SERVICES, LLC			8(a)
11		Island Empire Technology Systems (IETS) – Capability Statement Island Empire Technology Systems, LLC (IETS) is a Native Hawai Core Capabilities IT & Business Consulting: Strategy, PMO, IV&V, CIO Advisory Cybersecurity & Infrastructure: FISMA/NIST compliance, cyber def Digital Innovation: AI/ML, Data Analytics, Cloud, DevOps/DevSec Application Services: Custom development, COTS integration, BI, Training & Professional Services: Executive coaching, HR/staffing,		

Analyze this data

+ Tribal SBS_export [20251209].csv

JOHN PALMER

“How We Just Won \$41M + \$42M
Federal Contracts in 2025 – Step-
by-Step Breakdown”

Recompete List

Searching IDIQ's for you

Identifying Opportunities (IDIQ's,
Task Orders, Delivery Orders)



View only

A1 | fx Award ID

	A	B	C	D	E
1	Award ID	Agency	Office	Recipient	NAICS
2	36F79718D0528	Department of Veterans Affairs	NAC FEDERAL SUPPLY SCHEDULE (36F79)	ABBVIE US LLC	325412 - PHAR
3	DTFAWA03C00015R	Department of Transportation	693JF9 HEADQUARTERS	LEIDOS, INC.	334290 - OTHE
4	W56HZV21D0001	Department of Defense	W6QK ACC-DTA	GENERAL DYNAMICS LAND SYSTEMS INC.	336992 - MILITA
5	FA863017D5030	Department of Defense	FA8630 AFLCMC WFK AFSAC	S & K AEROSPACE LLC	541614 - PROC
6	36F79718D0503	Department of Veterans Affairs	NAC FEDERAL SUPPLY SCHEDULE (36F79)	ELI LILLY AND COMPANY	325412 - PHAR
7	19AQMM21D0003	Department of State	ACQUISITIONS - AQM MOMENTUM	CGI FEDERAL INC.	541513 - COMP
8	19AQMM21D0012	Department of State	ACQUISITIONS - AQM MOMENTUM	GENERAL DYNAMICS INFORMATION TECHNOLOGY	541513 - COMP
9	FA868921D2021	Department of Defense	FA8689 AFLCMC WIK UAS	RAYTHEON COMPANY	336413 - OTHE
10	HC102817D0001	Department of Defense	IT CONTRACTING DIVISION - PL83	MICROSOFT CORPORATION	541512 - COMP
11	FA810719D0001	Department of Defense	FA8138 AFLCMC WBK	THE BOEING COMPANY	336411 - AIRCR
12	FA867220D0001	Department of Defense	FA8213 AFLCMC EBHK	THE BOEING COMPANY	332993 - AMMU
13	36C77020A0009	Department of Veterans Affairs	NATIONAL CMOP OFFICE (36C770)	FEDEX SUPPLY CHAIN DISTRIBUTION SYSTEM, INC.	561499 - ALL O
14	FA854019D0001	Department of Defense	FA8540 AFLCMC HBKB	NORTHROP GRUMMAN SYSTEMS CORPORATION	541330 - ENGIN
15	N6449819D0003	Department of Defense	NSWC PHILADELPHIA DIV	ELECTRIC BOAT CORPORATION	541330 - ENGIN
16	H9224119D0003	Department of Defense	AMSAM-SPK	BOEING SIKORSKY AIRCRAFT SUPPORT, LLC	488190 - OTHE
17	693KA922D00003	Department of Transportation	693KA9 CONTRACTING FOR SERVICES	A3 TECHNOLOGY INC	541330 - ENGIN
18	75N98024A00041	Department of Health and Human Services	NATIONAL INSTITUTES OF HEALTH OLAO	BIO-RAD LABORATORIES, INC.	334516 - ANALY
19	75N98022A00027	Department of Health and Human Services	NATIONAL INSTITUTES OF HEALTH OLAO	GRAND PRIX ROCKVILLE LLC	721110 - HOTEL
20	75N98021A00085	Department of Health and Human Services	NATIONAL INSTITUTES OF HEALTH OLAO	ASHFORD TRS ALEXANDRIA, LLC	721110 - HOTEL
21	75N98022A00005	Department of Health and Human Services	NATIONAL INSTITUTES OF HEALTH OLAO	2121 M STREET, LLC	721110 - HOTEL
22	75N98023A00025	Department of Health and Human Services	NATIONAL INSTITUTES OF HEALTH OLAO	T-R 1775 ROCKVILLE OWNER LLC	721110 - HOTEL
23	75N98022A00006	Department of Health and Human Services	NATIONAL INSTITUTES OF HEALTH OLAO	DC SIX LESSEE, L.L.C.	721110 - HOTEL
24	75N98022A00018	Department of Health and Human Services	NATIONAL INSTITUTES OF HEALTH OLAO	HYATT CORPORATION	721110 - HOTEL

Live Deal Teardown of a \$10M+ opportunity

Respond to IDIQ (delivery order,
Task Orders)

THE DECEMBER SURGE STACK

,"How to Turn the Year-End Money Wave Into Your Biggest Payday Ever"

You just spent **5+ hours** with **John Palmer** (\$83M), **John Bowen** (\$90k/mo), and learning a strategy for what to do in 2026



If you're ready to win contracts **before April**... this is how we make it happen.



**Truth, Most people will leave
today and do nothing.**

**"Some of you are different."
"You're ready to move **NOW.**"**

You need 3 things to win before March 31

1. Proven strategy (**you got it today**)
2. Daily deal flow + warm leads
3. Someone who's done it to look over
your shoulder"

"Here's exactly how to get all three...",

THE SURGE STACK – 4 Options

Option 1 → Pro Community – \$799/year

Option 2 → Inner Circle - \$2,997 one-time

Option 3 → GovCon Accelerator – \$5,997 (15 spots)

Option 4 → Elite Mastermind – \$15k/year (8 spots)

"Pick your vehicle below"

OPTION 1 – PRO COMMUNITY,

"\$99/mo or \$799/year (**save \$389**)",

- Full community access
- Weekly Win Wednesday live
 - Guest speakers
 - Monthly bootcamps
- All bootcamp replays +

Perfect if you want to move at your own pace"



Start Here

Welcome + Tour

Starter Community Hub

 Starter Member Group by ... 2

Mini Courses

Scale Using Certifications

Pro Community Hub

Pro Member Group

Products Member Group

Roadmap (Action Plan)

Library of Course Videos

Bootcamp Replays

First Partner Challenge

MORE ACTIVITY

Q & A Session



Pro Member Group

This is where FGC members will access their events and deal with any member support

Create



Community Events

Community Group Chat

Community Members

Upcoming

Nearby

Past

Yours

13
DEC

Tomorrow • 9:00am

You're Going

DECEMBER SURGE BOOTCAMP

DECEMBER SURGE BOOTCAMP – FINAL AGENDA (Saturday Dec 13, 2025)...

You & 21 going

16
DEC

Tue, Dec 16 • 7:00pm

You're Going

Call Winners: \$400K in 60 Days

One call = \$400K subcontract . Eric does a live \$1.6M call . Learn: Find winners on SAM.gov "Congrats + Need..."

You & 11 going



23

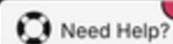
Tue, Dec 23 • 7:00pm

You're Going

December 2025						
S	M	T	W	T	F	S
30	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3



Today



OPTION 2 – INNER CIRCLE (**Pro Lifetime access**)

"Charter Price → \$2,997 one-time OR \$297 × 12 (closes Dec 18)",

- Everything in Pro +
- Lifetime access to ALL 5 years of courses (\$15k+ value)
 - Monthly group coaching with Eric
 - Private **Vault** (bid templates, email scripts, etc)
 - Eric reviews your cap statement + 1 proposal

**80% of the people in this group won a contract
last 6 months**

Price jumps to \$4,997 Jan 1



Pro Community Hub

Pro Member Group

Products Member Group

Roadmap (Action Plan)

Library of Course Videos

Bootcamp Replays

First Partner Challenge

Q & A Session

Webinar REPLAYS

Industry Hub

Resellers

Const MORE ACTIVITY

Bulk Select

Reorder

Collapse All

Overview

258 Lessons | 4 Quizzes

Govcon Vault



New Lesson

Federal Contract Academy : Essential

FEDERAL HELP CENTER

Starter Community Hub

Starter Member Group by ... 2

Mini Courses

Scale Using Certifications

Pro Community Hub

Pro Member Group

Products Member Group

Roadmap (Action Plan)

Library of Course Videos

Bootcamp Replays

First Partner Challenge

Q & A Session

Webinar REPLAYS

MORE ACTIVITY

Industry Hub



Roadmap (Action Plan)

This is where FGC members will access their ev support

Bulk Select

Reorder

Roadmap, Tracker, Rhino's Bid Alert

1) Determine Contractor (Prime or Sub) or Consultant

2) Identify NAICS Code (2 or 3)

3) Create a DUNS# or EIN#

4) Setup Brand Identity (professional email, etc.)

5) Create a Unique Entity ID / Setup your

6) Model Your SBA Profile (DSBS) After a Successful Firm

OPTION 3 – Govcon Accelerator

"90-Day Done-With-You Sprint → **\$5,997** or **3-pay \$2,297**

We handle:

- Full SAM.gov registration/fix
- 25 - 50 warm prime leads + intro scripts
 - 6 hours 1-on-1 with Eric or team
 - Bi-weekly check-ins for 90 days
 - Lifetime Inner Circle included
- Guaranteed contract under pursuit worth 3x your investment or we work free

Last round: 12/14 had a contract in 180 days

OPTION 4 – ELITE MASTERMIND

"**\$15K/year or 2-pay \$8K** – ONLY 8 SPOTS",

"Everything in Accelerator +

- Quarterly in-person DC masterminds
- Eric flies to your city once for full strategy day
 - Direct warm intros to my top primes
 - Private WhatsApp + personal deal flow

This is for people who want \$1M–\$10M+ in 2026

BONUS STACK (join by Dec 18)

- FREE ticket to Q1 2026 DC In-Person Day (\$2,500 value)
 - Eric personally rewrites your capability statement (\$2,500 value)
 - Federal Contractor SBLO Database + scripts
 - First 10 Accelerator → Extra 2 hours 1-on-1
 - First 5 Elite → Free GSA consult (\$7k value)

This is for people who want \$1M-\$10M+ in 2026

🇺🇸 Federal Contractor Database

Complete directory of 2,768 prime contractors with contract data

A complementary tool for GovCon Giants members to research and connect with prime contractors

\$479.9 Billion in Total Contracts

💡 Pro Tip: Use this database to identify prime contractors in your industry, then learn how to partner with them through GovCon Giants training and mentorship.

PRO PLAN MEMBERS

 Search by company, agency, NAICS code, or contact info...

CONTACT INFO

All Companies

SUBCONTRACT PLAN

All

CONTRACT SIZE

All Sizes

EXPORT

 EXPORT CSV

"Win or I Work for Free"
Guarantee",

"Join **Accelerator** or **Elite** → do the work → no
contract under pursuit worth 5× your
investment by July 31, 2026 = I coach you free
until you do."

Zero Risk

Doors Close Dec 18

When they're gone →
waitlist until Q4 2026

Pick Your Vehicle, Lock In

GovCon Accelerator – \$5,997

Inner Circle Charter – \$2,997

Elite Application – \$15K

Pro Annual – \$799

Thank You

"See you inside. 2026 is
yours." – Eric

**Free BONUS: 75+ Ai Prompts
(Gov Contracting)**



1



2



3



4



5



6



7



fn same pa

efect)

Top 10 AI Past Performance Prompts

Top 10 AI Past Performance Prompts

Act as a federal evaluator reviewing past performance for relevancy. Score this narrative against the solicitation's requirements and explain what strengths to emphasize and what gaps need addressing to achieve a higher confidence rating.

Condense this lengthy past performance into a compelling one-page summary that captures contract scope, key deliverables, innovations implemented, and quantified benefits to the agency.

Identify gaps in this past performance narrative where metrics, timelines, or customer satisfaction data should be added, then rewrite with those elements incorporated.

Rewrite this past performance to showcase our team's relevant certifications, clearances, technical expertise, and lessons learned that apply to the target opportunity.

Convert this past performance from passive voice to active voice, emphasizing our proactive contributions, leadership role, and specific actions that led to mission success.

Email us now if you're ready! (Only 15 Spots)

GovCon Accelerator – \$5,997

Inner Circle Charter – \$2,997

Elite (application) - \$15,000

BONUS STACK (join by Dec 18)

Pro Annual – \$799

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email “START” to hello@govconedu.com