

Government Contracting Accelerator

The Government Contractor Accelerator (GCA) is a structured training and coaching program that helps your business build the internal capability to win government contracts. It guides you through how agencies buy, how opportunities are pursued, and how to develop a repeatable approach to entering and growing in government contracting.

What This Solves

- Lack of understanding of how government contracting works
- Trial and error approach to pursuing opportunities
- Uncertainty around where your business fits in the market
- Limited internal structure to support contract pursuit

What You Receive

- Guided coaching sessions tailored to your business and target market
- Business intelligence to identify where your company fits and what to pursue
- Market research and pipeline development to focus contract efforts
- Training on proposal development, solicitation review, and contract execution
- Support for registration, compliance, and positioning across federal, state, and local markets

Is GCA Right for You?

- You're new to government contracting or early in the process.
Building a strong foundation improves how you pursue and compete for opportunities.
- You want to develop internal capability instead of outsourcing.
The program focuses on building knowledge and processes within your team.
- You're registered but unsure what to do next.
Understanding how to move from registration to contract pursuit is key.
- You want a structured path instead of trial and error.
A defined approach helps reduce wasted effort and improves consistency.