

Marcus —

We pulled your federal record. It's stronger than you think — and it's sitting idle.

YOUR FEDERAL RECORD

VERIFIED

\$1.61M

LIFETIME PRIME

9

FEDERAL PRIMES

Mar '25

LAST WIN

VA

STRONGEST AGENCY

Your 9 primes cluster around **VA facility support in Florida** — the exact lane where 6 new contracts open in the next 12 months.

--- OPEN IN YOUR LANE — NEXT 12 MONTHS ---

\$2.85M

in contracts **you're already qualified to bid** — same NAICS, same region, same size band as work you've already won.

YOUR CURRENT SHARE

OPEN TO YOU — UNBID

Right now you hold **<1%** of your own lane. The striped area is unbid — open to you.

The math: **6 contracts × avg \$475K = \$2.85M**

4 are live on SAM.gov right now. Your two strongest — page 4.

GovVictory

Federal Capture Strategy · Prepared for Marcus · July 2026 · Confidential

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While you were heads-down, three firms took **\$1,060,000 a year off your table.**

YOUR NAICS · YOUR REGION · LAST 10 MONTHS · EVERY LINE VERIFIABLE ON USASPENDING.GOV

THREE FIRMS

22

AWARDS IN YOUR LANE · 12 MO

WEBB FEDERAL

0

WINS — SAME LANE, SAME WINDOW

DEPT OF VETERANS AFFAIRS · AWARDED NOV 2025

Custodial & Facility Support

PIID 36C24825C0114

AWARDED TO

MERIDIAN GROUP LLC

Your name wasn't on it.

\$412,000

Your primary NAICS — 561720.

US NAVY · AWARDED FEB 2026

Grounds Maintenance

PIID N6883626C0071

AWARDED TO

COASTAL FACILITY PARTNERS

Your name wasn't on it.

\$523,000

40 miles from your office.

GSA REGION 4 · AWARDED MAY 2026

Janitorial Services

PIID 47PF0026C0092

AWARDED TO

SUNCOAST SERVICES GROUP

Your name wasn't on it.

\$489,000

A set-aside you qualify for.

AWARDED TO

This line could read Webb Federal.

YOUR LANE · FY26 · STILL OPEN

The next award — being drafted now

SOL 36C25726R0087

RESPONSES DUE JUL 23

11 DAYS LEFT

YOUR LANE · LAST 12 MONTHS · 22 AWARDS AT YOUR SIZE · ≈ ONE EVERY 17 DAYS · SHOWING THREE

22 deadlines passed in silence. 22 awards went up — none of them yours.
The next one is still open.
By this time tomorrow, another \$2,904 is gone. By next month, \$87,000.

None of these firms is bigger than you, and none is better-rated. They were simply in the room — and you weren't. That's not a capability gap. It's a visibility gap, and a visibility gap closes in weeks.

YOUR EQUIPMENT — 72% • BUILT OVER 6 YEARS

THE MACHINE — 28% • INSTALLS IN 2-3 WEEKS

YEARS TO BUILD • ALREADY YOURS

LANE FIT EXACT NAICS • HOME REGION • RIGHT SIZE BAND

IN THE ROOM FIRST

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- INSTALLED      .. PENDING - THE ONLY PART MISSING
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6-9 bids · 1-2 wins · \$400-700K/yr projected

Page 3 of 5

4 live contracts are open in your lane. *Your two strongest are locked.*

EVERY ONE VERIFIED AGAINST YOUR RECORD · #3 AND #4 REVEALED BELOW SO YOU CAN CHECK OUR WORK

★ YOUR #1 MATCH — LOCKED

96% fit

LIVE — CLOSES IN 11 DAYS

TOTAL SMALL BUSINESS

NAICS 561720



The strongest match we found. **Your #1 agency. Your exact NAICS. An incumbent whose record is weaker than yours.** This is the door back in.

EST. VALUE

\$520–740K/yr

closes in 11 days

#2 MATCH — LOCKED

91% fit

LIVE — CLOSES IN 24 DAYS

WOSB EXPECTED

NAICS 561720



Reserved for the cert **you can activate in weeks.** When it drops set-aside, most of your competition is locked out — **you won't be.**

EST. VALUE

\$430–610K/yr

closes in 24 days

#3 — REVEALED

84% FIT

LIVE — CLOSES IN 31 DAYS

TOTAL SB

NAICS 561720

NAS Jacksonville — Facility Support & Grounds Services

Dept. of the Navy — NAVFAC Southeast · Jacksonville, FL · Sol# N6945026R0114

✓ NAICS exact match

✓ Size band = your history

✓ In-state advantage

✓ Recompete — incumbent vulnerable

\$380–540K/yr

closes Aug 12 (31 days)

#4 — REVEALED

81% FIT

LIVE — CLOSES IN 38 DAYS

NAICS 561210

FDOT District 5 Federal Buildings — Custodial Services (GSA)

GSA Region 4 · Orlando, FL · Sol# 47PF0026Q0031

✓ 20 min from your office

✓ Multi-year + options

✓ Adjacent NAICS — door in

✓ Low bid volume expected

\$290–450K/yr

closes Aug 19 (38 days)

#3 and #4 are revealed so you can **verify every detail yourself.** Now understand — the two locked contracts outrank both of them.



Your #1 and #2 — names, solicitation #s, incumbents, capture angle — released on your 15-minute call

+6

AND BEHIND THESE

more matched to your profile — including **2 recompetes in your VA lane within 6–9 months.** Refreshed weekly. Not a one-time list.

One or two wins **changes your year.**

CALIBRATED TO YOUR RECORD — NOT A FANTASY NUMBER

YOUR FEDERAL YEAR — TODAY

\$0

dormant **489 days** · lane leaking to weaker records



AFTER 1-2 WINS FROM PAGE 4

+\$400–700K/yr

a **25–45% lift** on your federal book — from contracts already matched to you

The math: **4 live contracts** × your **~30% adjusted win rate** × avg **\$475K**

*The most expensive mistake in federal contracting is **chasing the wrong bid**. Know your real win probability before you spend a dollar or an hour.*

YOUR NEXT STEP

15-Minute *Federal Capture Call*

ON THE CALL, WE WALK THROUGH:

- 1 Your **#1 and #2 locked contracts** — names, solicitation #s, incumbents, our capture angle
- 2 Your **go/no-go with win probability** on all 4 live matches
- 3 Which one you pursue **first** — your 90-day plan, **yours to keep either way**

BOOK MY FREE 15-MIN CALL →

No pitch. No slides. Not a fit in 5 minutes? We'll tell you and end the call.

Every number is drawn from **USAspending.gov, SAM.gov, and FPDS** — verify any of them. GovVictory · federal capture strategists for small-business contractors.

Looking forward to it, Marcus.
— Vojin, GovVictory