



KingsWork Growth and Capture Strategy Brief

You recently completed the KingsWork Federal Contract Readiness Assessment. Based on your responses, your organization is not seeking entry into federal contracting. You are seeking expansion.

This document is tailored specifically for companies that already hold federal work and are focused on scaling revenue, increasing win rates, strengthening capture discipline, and protecting margin.

This brief outlines:

- Your current growth position
- Structural risks that limit scalability
- The Growth and Capture Strategy framework
- The execution model KingsWork applies
- What is required prior to your strategy session

Federal contracting at the growth stage is no longer about getting compliant. It is about building a deliberate revenue machine that operates predictably across agencies, vehicles, and contract cycles.

Your Position in the Federal Growth Lifecycle

At the growth stage, companies typically fall into one of three internal patterns:

1. Reactive Performer
You win when you bid, but you are chasing opportunities rather than shaping them.
2. Plateaued Contractor
You have revenue stability but lack pipeline expansion or contract vehicle leverage.
3. Strategic Growth Candidate
You have capability, credibility, and capacity. What is missing is disciplined capture architecture.

The Growth and Capture process exists to move you into the third category permanently.



The Five Growth Constraints That Limit Federal Contractors

Most scaling challenges in federal contracting are not technical. They are structural.

Common growth limitations include:

- Overreliance on recompetes
- Limited contract vehicle access
- Inconsistent bid qualification
- Underdeveloped agency relationships
- Margin erosion due to pricing misalignment
- Lack of long term pipeline visibility

Growth is rarely blocked by effort. It is blocked by system design.

The KingsWork Growth and Capture Framework

The Growth and Capture Strategy process is built around five integrated components.

1. Capture Planning Architecture

Scaling requires intentional targeting.

We develop:

- Agency prioritization models
- Program level mapping within target agencies
- Relationship development sequencing
- Competitive positioning assessments
- Pre solicitation influence strategy

Capture planning shifts you from reacting to shaping.

2. Contract Vehicle Positioning

Contract vehicles control access.



We assess:

- Current vehicle exposure
- Upcoming IDIQ and GWAC opportunities
- Strategic subcontract entry points
- Ceiling analysis and expansion potential
- Vehicle diversification roadmap

Without vehicle access, growth is capped regardless of capability.

3. Pipeline Engineering

Revenue stability requires forecast discipline.

We construct:

- 12 to 24 month capture pipelines
- Stage gated opportunity tracking
- Probability weighted forecasting
- Internal decision checkpoints
- Resource allocation alignment

This transforms bidding from activity into investment.

4. Win Rate Diagnostics

Winning more requires understanding why you lose.

We evaluate:

- Proposal compliance performance
- Evaluation scoring patterns
- Competitive displacement positioning
- Price to win discipline
- Narrative alignment with agency priorities

The goal is not more bids. The goal is higher probability bids.



KINGSWORK | Federal Contracting Services

Building Your Foundation for Federal Success



5. Margin and Compliance Protection

Scaling revenue without protecting margin creates operational risk.

We review:

- FAR clause exposure impact
- Indirect rate structure awareness
- Flow down clause management
- Subcontract risk transfer
- Audit vulnerability indicators

Growth must remain defensible.



KINGSWORK | Federal Contracting Services

Building Your Foundation for Federal Success



What a Growth Strategy Consultation Accomplishes

Your 60 minute session is structured and outcome driven.

During the session we will:

- Diagnose your current growth bottleneck
- Identify contract vehicle leverage gaps
- Clarify pipeline maturity
- Assess capture discipline
- Outline a 90 day execution priority

You will leave with clarity on where your next growth multiplier exists.

This is not an introductory conversation. It is a strategic calibration.

Pre Consultation Growth Preparation Form

Please complete the following prior to your scheduled consultation.



KINGSWORK | Federal Contracting Services

Building Your Foundation for Federal Success



Pre-Consultation Preparation Requirements

Please complete the following before your scheduled session.

Pre-Consultation Information Form

Company Name: _____

Website: _____

Primary NAICS Codes: _____

Years in Operation: _____

Annual Revenue Range: _____

Number of Employees: _____

Have you held a federal prime contract? ☐ Yes ☐ No

Have you held a federal subcontract? ☐ Yes ☐ No

List agencies worked with: _____

Target Agencies: _____

Primary Service Offering: _____

Current Contract Vehicles: _____

Active Solicitations Being Pursued:

Do you have a structured proposal process? ☐ Yes ☐ No

Do you use a compliance matrix? ☐ Yes ☐ No

Familiar with FAR clauses? ☐ Yes ☐ Somewhat ☐ No

Primary 12-Month Objective:

☐ Win first prime contract

☐ Increase win rate

☐ Enter new agency

☐ Secure contract vehicle

☐ Improve compliance posture

☐ Increase revenue ceiling



KINGSWORK | Federal Contracting Services

Building Your Foundation for Federal Success



Additional Notes: