INDUSTRY LEADING FEDERAL TRAINING PROGRAM

From Part-Time Bidder to Full-Time GovCon Operator

The Bid Challenge Curriculum

For federal primes who work with subs. Three phases that take you from random bids and lucky wins to running your business with a GovCon operating system. Every student moves through the phases at their own pace.

GOVKIDMETHOD · DEREK JAMES

THE TRANSFORMATION

From random bids to an operating system.

Most contractors bid when something looks good, hope for a win, and start over every time. That is not a business. The Bid Challenge installs a GovCon operating system so every bid follows the same routine, your subcontractors keep quoting, and wins come from discipline instead of luck.

1

Install the Operating System

Six assets that take a deal from search to award.

2

Upleveling Your Proposals

Sharpen how you write, price, and assemble proposals on a sample solicitation with no deal risk.

3

The Live Bid Challenge

Run the system on real contracts with real subcontractors, bid after bid.

You move to the next phase when you have finished the one you are in. Some students move quickly, others take more time. The phases stay the same.

Ready to install your operating system?

Apply to work with us and schedule a call.

Book a call >

HOW WE SUPPORT YOU

Personal support through every phase

We are the most personalized program in the federal space. We limit seats so every student's business receives maximum attention and support.

Weekly live check ins with Derek
Thursdays at 6 PM ET. Bring live solicitations, roadblocks, and real deal questions. Students say these calls are even more valuable than the 1 on 1s.

Private 1 on 1 calls
Dedicated calls with Derek to review your progress and plan your next bids.

Personal proposal reviews
Derek reviews your sample proposal and each final live proposal with written feedback and video notes when needed.

Direct text access
Text Derek when you get stuck on a live deal or a subcontractor quote between calls.

Call replays
Every live call is recorded and posted in the portal so you never miss a conversation.

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PHASE 1

Install the Operating System

Six assets that replace random bidding with a repeatable routine. You build your templates and practice on sample data so you are ready before your first real deal.

01 Search
Find what you can pursue. Start with your experience, prove demand with real spending data, and build an Umbrella Offer of related services. *You walk away with tested NAICS codes and SAM.gov saved searches.*

02 Select
Decide bid or no bid. Read a solicitation, screen deals with CLEAR, understand subcontracting rules, and plan how the work gets financed. *You walk away with a scored way to pick the right deals.*

03 Contact
Find and vet the subcontractors who will do the work. Build outreach scripts and start a vendor database you keep for years. *You walk away with call and email scripts plus a sub vetting system.*

04 Quote
Get reliable pricing on time. Send clean RFQ packages, protect yourself with an NDA, and compare quotes side by side. *You walk away with a reusable RFQ package and quote comparison.*

05 Proposal
Turn the quote into a compliant offer. Price with sub cost plus G&A and profit, write to the evaluation criteria, and assemble the package. *You walk away with a pricing model and proposal checklist.*

06 Pre Award
Be ready to say yes. Line up insurance, bonding, and financing, and know what to do after an award or a loss. *You walk away with a readiness plan for award day and beyond.*

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PHASE 2

Upleveling Your Proposals

You write a complete proposal on a sample solicitation using the GovRFP proposal writing system, with no deal risk. This is where good proposals become winning ones.

01 Read the opportunity
Break down the solicitation, assess fit, and hold a proposal kickoff with a file structure and milestone tracker.

02 Outline for compliance
Build a compliance matrix, set the outline in the right order, and write sharp RFI questions.

03 Subs and past performance
Choose your subcontractor, set roles, and gather past performance to support the bid.

04 Draft the volumes
Write the technical and management approach and build the pricing volume.

05 Review and submit
Run quality reviews, complete government forms, assemble the package, and submit it the right way.

Instructor review
Derek reviews your finished sample proposal and returns written feedback before you go live.

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PHASE 3

The Live Bid Challenge

Now you run the full system on real federal opportunities with real subcontractors and real quotes. The goal is a steady rhythm of bids, with no cap on how many you submit.

01 Bid 1: The first live run
Find a real opportunity, choose a sub, get pricing, and submit a compliant proposal.

02 Bid 2: Build speed
Run the system again with faster quote turnaround and stronger sub choices.

03 Every bid after: Make it routine
Keep bidding as many as your pipeline allows. Reuse subs from your vendor database and learn from every outcome.

04 Final proposal review
Derek reviews each final proposal before you submit.

THE PAYOFF

No more random bids and lucky wins. You leave with a working GovCon operating system, upleveled proposals, real bids submitted, and subcontractors who keep quoting. That is the foundation for going full time in government contracting.

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