

**Gauge Your Probability of Success (Circle One in each)**

90% of companies that try to enter the federal space fail. Most spend between 40,000 and \$60,000 over 6-12 months no return. **Are really ready to enter the federal contracting market?** Just fill in the answers to the following questions, and you will have your answer. You can even call us and we will review it with you for free. If you are ready, we would love to help you. If you learn that you are not ready... you're welcome! **You probably just saved around \$50,000!**

**1) Monthly commitment level (total costs)**

- 1. Less than \$1,000
- 2. \$1,000 - \$2,500
- 3. \$2,500 - \$5,000
- 4. \$5,000 - \$10,000
- 5. \$10,000 - \$25,000
- 6. More than \$25,000

**2) Weekly man-hour allowance for concentrating only on federal opportunity development**

- 1. Less than 10 hours
- 2. 10 - 20 hours
- 3. 20 - 40 hours
- 4. 40 - 60 hours
- 5. 60 - 80 hours
- 6. More than 80 hours

**3) I am willing to commit these resources for**

- 1. 1 – 12 months
- 2. 12 – 18 months
- 3. 18 – 24 months
- 4. 24 – 36 months
- 5. More than 36 months

**4) How long have you been in business?**

- 1. Less than 1 year
- 2. 1 – 2 years
- 3. 2 – 5 years
- 4. more than 5 years

**5) Annual revenues**

- 1. Less than \$100k
- 2. \$100k - \$250k
- 3. \$250k - \$500k
- 4. \$500k - \$1M
- 5. \$1M - \$2.5M
- 6. \$2.5M - \$5M
- 7. \$5M - \$10M
- 8. \$10M - \$25M
- 9. \$25M - \$100M
- 10. more than \$100M

**6) Are you willing to adapt to special requirements of government clients**

- Yes
- No (stop now)

**7) Do you use accounting software?**

- Yes
- No (this may be required)

**8) Current Government Contracting Vehicles (Circle all that apply)**

- GSA Schedule
- Single agency BPA
- Government wide BPA
- IDIQ
- GWAC
- Other contracting vehicle

**TOTAL SCORE:** \_\_\_\_\_      **<20%**      **50%**      **80%>**  
(Add up score from items 1-5)      1-14      15-17      17-32

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ ST: \_\_\_\_\_ Zip: \_\_\_\_\_

e-mail: \_\_\_\_\_

Top 3 competitors: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



**Get Ready**

**Get Smart**

**Get In**

**888-9-GET-isi**

**Fax: 443-927-7144**