

Client Success Stories

Turning Potential into Performance

At Pathways 2 Government Contracting, our clients come from every industry — construction, IT, logistics, consulting, and beyond. While each story is unique, they all share a common goal: to break into the world of government contracting with confidence and results.

From Uncertainty to Opportunity

A small woman-owned IT firm came to us overwhelmed by the GSA Schedule process. Within 90 days, we completed their registration, aligned their offers with government demand, and positioned them to compete for over \$500K in federal opportunities.

Building a Strong Foundation

A construction company with years of private-sector experience wanted to expand into government contracts but did not know where to start. We developed their capability statement, optimized their SAM.gov profile, and guided them through certification. Within six months, they were bidding confidently — and winning.

Strategic Positioning for Growth

A veteran-owned logistics company had the right capabilities but lacked visibility. Through targeted marketing strategies and subcontracting matchmaking, we helped them connect with prime contractors — opening the door to new partnerships and recurring revenue.

Breaking Through with a New GSA Contract

A professional services firm had just received their first GSA Schedule contract but struggled to market it effectively. We created a post-award strategy, trained their team on GSA sales tools, and developed targeted outreach campaigns. Within their first quarter, they received multiple-quality requests and began building a steady pipeline.

Maximizing 8(a) Program Potential

A newly certified 8(a) business was not sure how to leverage its status to attract agency buyers. Pathways 2 GC provided step-by-step guidance on capability positioning, business development planning, and direct agency outreach. Within months, they had established key federal relationships and submitted bids under the 8(a) sole-source threshold.

From Stalled Too Successful

A company had been on the GSA Schedule for years without any measurable results. They turned to Pathways 2 GC to identify the missing links. We performed a full audit of their contract, refreshed their offerings, updated pricing, and implemented a proactive marketing strategy. Within 60 days, they received their first task order — and momentum has grown ever since.

Our hands-on approach produces measurable outcomes:

- 80% of clients secure their first award within 6–12 months
- Clients complete certification applications an average of 30% faster
- Over 70% report higher visibility with government buyers and prime contractors.

Whether you are just starting out or ready to scale, Pathways 2 Government Contracting helps you turn certifications into contracts — and government opportunities into long-term success.

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