FEDERAL FISCAL Q4 // ENGAGEMENT WINDOW CLOSES SEPTEMBER 4, 2026

The Q4 Access Sprint

For established federal contractors. You already have a pipeline, past performance, and capture staff.
What decides this quarter is who takes your call.

33% of annual federal contract dollars obligate in Q4	**6** firms accepted, then the window closes	**Sept 30** the deadline that does not move

Presented by Oscar L. Frazier, Founder and CEO

nDemand Consulting Services, Inc. | Atlanta, Georgia | Founded 2004

BEFORE ANYTHING ELSE

Who you are reading

Twenty years of federal capture work, delivered domestically and in ten countries across three continents. We are not a training company or a lead list. We broker access and we run capture alongside your team.

$1.8B+

in federal contract awards we have contributed to

600+

organizations trained across the country

20 yrs

in federal contracting, since 2004

10+

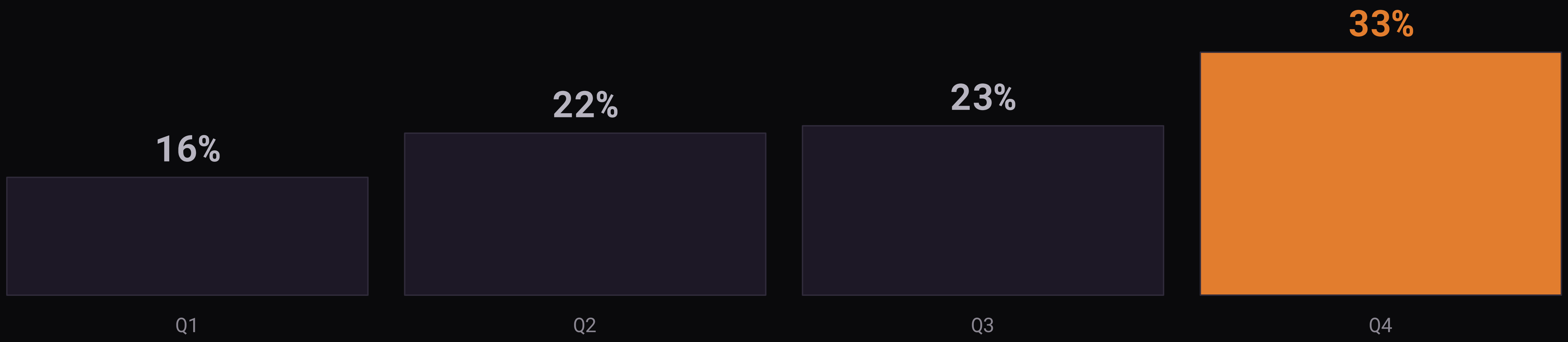
countries across three continents

Agencies and programs supported include the Centers for Medicare and Medicaid Services, the Department of Veterans Affairs, the U.S. Agency for Global Media, and for Global Media, and the Department of Commerce, working both directly and through prime contractors.

Oscar L. Frazier leads every engagement personally. Forbes Business Council member, 2026 TEDx speaker, doctoral candidate in business administration, and author.

A third of the year's federal buying happens in these three months months

Agencies that do not obligate remaining budget by September 30 lose it, and next year's request gets harder to defend. So they spend, and they spend, and they spend toward firms that are already visible and easy to award to quickly.



Share of annual federal contract obligations, by fiscal quarter

At your scale the constraint is not finding the money. It is being in the room where it gets directed, before a solicitation exists.

THE REAL CONSTRAINT AT YOUR SCALE

You do not have a discovery problem

A firm doing twenty million or more already has a pipeline, a capture function, and people who know how to read a solicitation. The advice aimed The advice aimed at emerging contractors does not apply, and paying for it wastes the quarter.

WHAT YOU DO NOT NEED

Registering in SAM

Writing a first capability statement

Learning to search opportunities

Standing up a CRM

Understanding NAICS codes

WHAT ACTUALLY MOVES A Q4

Introductions to primes with real subcontracting gaps

Teaming positions where your differentiator is the reason

Access to program staff before the requirement is written

Cleared work matched to a facility clearance you already hold

Consortium and joint venture structures for larger pursuits

Every play in this engagement sits on the right side of that line.

THE ASSET MOST FIRMS LEAVE IDLE

An unused facility clearance is a teaming position

If your firm holds an active FCL and is not running classified work against it, you are carrying cost for an asset that primes actively need and cannot quickly obtain. Sponsorship takes months. A cleared partner takes a phone call.

WHAT PRIMES NEED

Cleared subcontractors who can perform on classified task orders without waiting on a sponsorship cycle that runs six to eighteen months.

WHAT IT IS WORTH

A cleared partner is frequently the difference between a prime bidding a pursuit and passing on it. That makes you a makes you a requirement rather than a vendor.

WHAT WE DO WITH IT

We position the clearance explicitly in every teaming approach, identify primes with cleared work and no cleared capacity, cleared capacity, and broker the introduction directly.

If your firm does not hold a clearance, this play is replaced with vehicle access and consortium positioning. Confirmed on the strategy call.

THE ENGAGEMENT

Four plays, run simultaneously

An eight week sprint built on relationships and structure rather than opportunity search. We run it with your capture team, not instead of them.

01 Prime access

We identify primes carrying subcontracting obligations, cleared work, or capacity gaps in your exact scope, then broker warm introductions at the capture and program level.

02 Agency positioning

Direct outreach to program staff and contracting officers who hold unobligated unobligated funds, timed so you appear in market research rather than after the after the solicitation posts.

03 Teaming and consortium

Structured teaming arrangements, joint venture positioning, and mentor protege mentor protege pathways where the arrangement itself creates a competitive competitive position neither party holds alone.

04 Vehicle leverage

Existing schedules, IDIQs, BPAs, and clearances audited for underuse, then then positioned deliberately as the reason a prime or agency should choose you. choose you.

Eight weeks, in this order

The sequence matters. Outreach before positioning wastes the outreach, and introductions made before your differentiator is clear waste the relationship.

WEEKS 1-2

Audit and position

Vehicles, clearances, and past performance audited for leverage. Differentiator defined in the language a prime capture lead uses.

WEEKS 2-4

Target and map

Named primes, agencies, and program program offices identified with the specific specific gap you fill. Decision makers mapped by role.

WEEKS 3-6

Broker and convene

Warm introductions made and meetings meetings convened. We are in the room, room, not behind it.

WEEKS 5-8

Convert

Teaming agreements, subcontract positions, positions, and bids executed before September 30.

Every engagement begins with a strategy call before any commitment. If eight weeks is not enough runway for your situation, we will say so on that call. We also on that call. We also have truncated, more aggressive schedules available.

We have done this at scale

Four references across federal agencies, membership organizations, and international delivery.

$7.9M

in awarded contracts generated by participating firms within the first four months of the NMSDC Capital Readiness Program government contracting cohort

400+

member firms supported through the Tiger Team Team we stood up and operated for the MBDA MBDA Federal Procurement Center

10

countries across three continents delivering under under a federal prime vehicle for the U.S. Agency Agency for Global Media, much of it in crisis environments

Full case studies, method, and the underlying research are published at https://journey.c3pi.com/

CHOOSE YOUR ENGAGEMENT

Three tiers. Priced on access, not hours.

Every tier includes the full four play engine. The difference is the number of relationships we open and how deep we go on conversion.

ACCESS

$24,000

- 12 prime and agency targets
- 6 brokered introductions
- 1 teaming agreement supported
- Vehicle and clearance audit
- 2 proposals supported
- Biweekly capture sessions

ALLIANCE

MOST CHOSEN

$30,000

- 24 prime and agency targets
- 12 brokered introductions
- 2 teaming agreements supported
- Consortium structuring
- 3 proposals supported
- Weekly capture sessions
- Pink and red team review

CONSORTIUM

$50,000

- Unlimited target development
- Continuous introductions
- Joint venture structuring
- Dedicated capture strategist
- 5 proposals supported
- Executive briefings with primes
- Full color team reviews
- Carries into FY2027

Milestone based payment structures available on every tier. Two pay and three pay options confirmed on the strategy call.

THIS IS A LIMITED ENGAGEMENT

Six firms. Then the window closes.

Brokering access means spending our relationships on your behalf. We will not introduce competing firms into the same prime or program office, which caps how many engagements we can run honestly in one quarter.

6

firms accepted this quarter

September 4, 2026

Engagement window closes. After this date there is not enough runway to broker relationships and convert them before the them before the fiscal year ends.

September 30, 2026

The federal fiscal year ends. Unobligated funds expire and the buying window shuts until next July.

Every week costs scope, not just time.

An engagement starting in early August runs eight weeks. One starting September 4 runs four. Same deadline, half the runway, and roughly half the relationships we can realistically open.

WHAT HAPPENS NEXT

Three steps, and the first one costs nothing

1

Walk the model

Ten minutes at https://journey.c3pi.com/. Pick the door that matches your organization and see exactly what we build, the research behind it, and the engagements and the engagements we have delivered. No form and no call required.

2

Book a strategy call

Fifteen minutes at https://ndemandconsulting.com/contact. We confirm which plays apply to your firm, audit what leverage you are already holding, and size what holding, and size what is realistically winnable in the time remaining.

3

Select your tier and start

Engagement begins within 2 business days of agreement. The first introductions typically go out inside week two.

journey.c3pi.com ndemandconsulting.com/contact 678.699.2785

The window closes September 30.

Engagement closes September 4.

A third of the federal government's annual buying happens in this quarter, and at your scale the deciding factor is not factor is not whether you can perform. It is whether the right people know that before the money moves.

Start at journey.c3pi.com, then book fifteen minutes at ndemandconsulting.com/contact

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Contributed to more than $1.8 billion in federal contract awards within the last three years alone. 600+ organizations trained. Delivered in 10+ countries across three continents.