

Sample Deliverables

What you receive from each engagement type

Every engagement ends with documents your team can use — not advice on a slide. The items below are representative deliverables; final scope, price, and timeline are confirmed in writing before work begins.

GovCon Executive Assessment

Typical timeline: 2-3 weeks

- Written readiness report scoring capture, proposal, and compliance maturity
- Gap analysis with prioritized findings and risk ratings
- 90-day action roadmap with owners and target dates
- Executive debrief session with your leadership team

Capture & Proposal / BD Strategy

Typical timeline: Aligned to bid calendar

- Opportunity pipeline with bid/no-bid scoring criteria
- Capture plan per pursuit: win themes, teaming, pricing posture
- Proposal outline, compliance matrix, and response templates
- Color-team review notes and final submission checklist

Operations & Contract Management

Typical timeline: 4-8 weeks

- Documented SOPs for contract start-up and day-to-day delivery
- Contract deliverable calendar and reporting cadence
- Performance tracking dashboard and KPI definitions
- Staff handoff guide so the system runs without you

Compliance & Risk Management

Typical timeline: 3-6 weeks

- Internal audit findings against contract and agency requirements
- Risk register with likelihood, impact, and mitigation owners
- Policy set: ethics, subcontracting, recordkeeping, labor compliance
- Corrective action plan template and audit-ready file structure

Business Growth & Strategic Planning

Typical timeline: 4-6 weeks

- Revenue plan with contract-backed growth targets
- Market expansion analysis by agency and geography
- Strategic plan document with quarterly milestones
- Executive scorecard for tracking progress

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Organizational Development

Typical timeline: Ongoing / project

- Org chart with role clarity and accountability mapping
- Position descriptions and phased hiring plan
- Onboarding and coaching framework for contract teams
- Leadership coaching sessions with documented action items

Fractional Foundations™

Typical timeline: Monthly, ongoing

- Foundational GovCon starter kit: registrations, capability statement, positioning
- Target agency list with entry-point pursuits
- Monthly working sessions with rolling priority list
- Ongoing document library built as we go

How engagements are scoped

- Flat-fee assessments and defined projects; monthly retainers for ongoing fractional support.
- Scope, price, deliverables, and timeline are confirmed in writing before any work begins.
- Deliverables are handed over in editable formats your team owns and can keep using.

Book a complimentary strategy session | support@h2fractionalsolutions.com