

GOVERNMENT TRACTION READINESS SCORECARD

You do not need to bring a government signal. This scorecard measures **your readiness to convert one**.

Mark each item None, Partial, or In place. In place scores two, Partial one, None zero. Total the points at the end.

		NONE	PARTIAL	IN PLACE
THE LIBRARY · WHAT YOU COULD SUBMIT TOMORROW				
01	A current capture library exists: approved narrative, boilerplate, and compliance details in one place, ready to drop into a response.	☐	☐	☐
02	Past performance and proof (pilots, demos, test data, commercial traction) is written up in a form you could attach to a submission today.	☐	☐	☐
03	Templates exist for the recurring formats: RFI and Sources Sought responses, white papers, and SBIR volumes.	☐	☐	☐
THE SIGNAL · WHAT YOU SEE AND WHAT YOU CHOOSE				
04	Someone reviews new RFIs and Sources Sought notices in your market every week.	☐	☐	☐
05	A written map says which buyers, programs, and funding routes fit your technology, and which do not.	☐	☐	☐
06	A pursuit rule decides what you chase and what you ignore, applied before work starts.	☐	☐	☐
07	You know which instruments fit your stage right now: SBIR, OTA, prize challenge, or full RFP.	☐	☐	☐
THE TEMPO · HOW FAST INTEREST BECOMES A SUBMISSION				
08	A new government interest signal becomes a submitted response inside two weeks.	☐	☐	☐
09	Demos and competitions are entered on a deliberate calendar, not whenever an invitation arrives.	☐	☐	☐
10	Every deadline across your live pursuits is visible in one place, with an owner.	☐	☐	☐
THE OWNER · WHO RUNS IT AND WHAT SURVIVES THEM				
11	Government BD is a named responsibility with hours attached, not a task the founder absorbs at night.	☐	☐	☐
12	Every live government conversation has a next step, an owner, and a date.	☐	☐	☐
13	Wins and losses get a debrief that changes what you pursue next.	☐	☐	☐
14	If your government lead left tomorrow, the contacts, drafts, and decisions would stay in company systems.	☐	☐	☐
YOUR TOTAL · OF A POSSIBLE 28				

WHAT YOUR SCORE SAYS

0 TO 9

NOT BUILT YET

Government BD is running out of someone's inbox, and every response starts from a blank page. That is normal at this stage and it says nothing about the technology. It does mean the next signal will cost more than it returns until the foundation exists.

NEXT STEP · THE FOUNDATION CONVERSATION

Which buyers and funding routes fit, and what the first four weeks would build.

10 TO 19

PIECES, NOT A SYSTEM

Some of the assets and habits exist, and they hold when the calendar is kind. Under deadline pressure the gaps show: windows close before responses ship, pursuits get picked by momentum, and what was learned stays with whoever answered last.

NEXT STEP · THE GAP REVIEW

Bring this completed scorecard. We walk the gaps and set the order to close them.

20 TO 28

BUILT, NOW CONVERTING

Most of the machine exists and would clear an evaluator's readiness questions. The open question is conversion: whether selection, tempo, and follow-through are turning readiness into awards at the rate your pipeline could support.

NEXT STEP · THE PIPELINE REVIEW

Bring your live pursuit list. A go or no-go read on each, and where the tempo leaks.