



## Proposal Opportunity Services Pricing Guide

### Opportunity Search & Targeted Pipeline (Monthly Retainer)

#### **Basic Market Scan – \$750/month**

A weekly curated list of government contracting opportunities filtered by NAICS and geographic region. Includes solicitation details, due dates, and direct links to bid portals. Ideal for companies exploring GovCon opportunities and building an initial pipeline.

#### **Professional Targeted Pipeline – \$1,250/month**

A weekly curated pipeline of government contracting opportunities filtered by NAICS codes, certifications, set-asides, keywords, and geography. Includes a separate detailed report on each opportunity, including scope of work summary to help prioritize bids and accelerate decision-making. Ideal for companies actively pursuing government contracts.

#### **Hourly Rate - \$100**

### Proposal Development Services \*

#### **Proposal Coordination Only – \$1,500 to \$2,500 per proposal**

Professional management of the proposal process, including compliance tracking, scheduling, document formatting, and submission coordination. Clients provide all proposal content. Ideal for organizations needing administrative and compliance support to ensure timely and accurate submissions.

#### **Partial Proposal Writing – \$3,000 to \$5,000 per proposal**

Professional drafting of executive summaries, past performance narratives, management plans, and corporate capability sections based on client inputs. Includes compliance alignment and editing. Ideal for companies with technical content but needing experienced proposal writers.

#### **Full Turnkey Proposal Development – \$5,000 to \$10,000+ per proposal**

End-to-end proposal development including compliance matrix, full narrative writing, graphics, formatting, structured reviews, and submission coordination. Ideal for companies seeking a turnkey, professionally managed proposal solution.

## Success Fee & Performance Incentive Structure

### Fixed Success Bonus:

Under \$250K: \$5,000

\$250K-\$1M: \$10,000-\$20,000

\$1M+: \$20,000-\$35,000

### Percentage Option (Capped):

1%-3% of first-year contract revenue, not to exceed \$50,000 unless negotiate

### \*Disclaimer:

Proposal Development Pricing is subject to adjustment based on the total value, complexity, and scope of the proposal. For lower-dollar proposals (e.g., approximately \$20,000), the level of services and deliverables will be tailored to align with the proposal budget. Final pricing and scope will be confirmed prior to engagement.

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