

STONE
ADVISORY SERVICES

You Won The Contract

Can Your Business Afford the Win?

Winning is only the beginning. Before performance starts, make sure the business is ready to support what comes next.

Post-Award Readiness Checklist

01 | WORKING CAPITAL

- ☐ Can we cover payroll, vendors, materials, and operating costs before payment arrives?
- ☐ Do we know how much cash the contract will require during the first 60 - 90 days?

02 | STAFFING

- ☐ Do we have the people required to perform on day one?
- ☐ If we need to hire, is the timeline realistic?

03 | MARGIN

- ☐ Have we calculated the true cost of delivering the contract?
- ☐ Is the expected margin still attractive after labor, overhead, compliance, and subcontractor costs?

04 | COMPLIANCE

- ☐ Do we understand every reporting, security, insurance, documentation, and contract requirement?
- ☐ Are the necessary systems and controls already in place?

05 | SUBCONTRACTORS

- ☐ Are our partners prepared to meet their commitments?
- ☐ Are responsibilities, timelines, pricing, and performance expectations clear?

06 | OPERATIONAL CAPACITY

- ☐ Can we deliver this contract without weakening service to existing customers?
- ☐ Where will the additional workload put the most pressure on the business?

Before performance begins, leadership should be able to answer: Do we have the cash, people, systems, partners, and capacity to deliver this contract successfully?

If the answer to any of these is “we’re not sure,” that’s where the work starts.