



FedShredder

Good Fit / Not a Fit

FedShredder LLC · Proposal Operations Matrix Sprint · intake@fedshredder.com · <https://fedshredder.com>

FedShredder is for contractors **already winning pursuits**—not new small-business primes hoping a clean matrix alone will break them in.

Why now (2025–2026)

Federal panels (GMU Baroni Center, OMB/OFPP, GSA) are converging on three pressures that hit mid-tier primes before pink team:

- **RFO / acquisition reform** — outcome-based eval and shorter cycles; compliance traceability still matters when delivery narrative thins.
- **Buying consolidation** — OneGov-style channel changes; you need a defensible matrix per drop, not a recycled IDIQ shell.
- **AI-assisted source selection** — protest risk when agency eval lacks a human-in-the-loop record; your artifact must cite solicitation language, not vendor claims.

FedShredder delivers **human-reviewed compliance acceleration**—not autonomous proposal writing.

Panel signal (OFPP/GSA, Apr 2026): Outcome-based eval and shorter cycles do not remove the need for a source-cited Section L/M record when a CO or protest counsel asks for the trail.

Good fit

- Mid-tier federal primes and proposal shops with **multiple active pursuits**
- **10–50 FTE** core profile (~\$2M–\$15M revenue); **50+ FTE** bench-prime and enterprise lanes after a successful pilot
- NAICS **541512, 541611**, and related **541xxx** professional/IT/consulting services
- **Live unclassified solicitation** in hand (or concurrent pursuits) with B&P already committed
- Teams needing faster **Section L/M traceability**, volume mapping, and **go/no-go** support before drafting
- Capture leads, proposal managers, and directors of federal sales evaluating operator-delivered matrices

Not a fit

- **Classified** programs or materials on the standard Pilot path
- **FedRAMP-required** processing environments
- Expecting **autonomous proposal generation**, generative AI volume drafting, or tools that cannot show citation QA per row
- Replacing **final submission certification**, color-team management, or PM sign-off on compliance

- **SAM registration only** with no live solicitation (see Capture Lite / education lane on the site—not the paid Pilot Sprint core)

What you buy (core lane)

- **\$2,500 Pilot Sprint** — fixed fee, 24-hour turnaround, one live solicitation → source-cited Section L/M matrix (.xlsx) + volume shells
- **\$1,000–\$2,500/month retainer** after first submitted bid — amendment refresh, go/no-go, matrix reuse

Next: [Pilot Intake Checklist](<https://fedshredder.com/contact/pilot-intake-checklist.pdf>) · [Security pack](<https://fedshredder.com/security>)

Human QA required on all final deliverables. FedShredder establishes a verified, source-linked requirements baseline before drafting begins.