



Turn federal awards into actionable sales signals.

Illustrative federal award intelligence for prioritized outreach to government contractors. A shareable sample, not a live dashboard.

WEEK OF
NOVEMBER 02, 2026

WEBSITE EXAMPLE
DEMO

FEDERAL AWARD SALES INTELLIGENCE | ILLUSTRATIVE EXAMPLE

ILLUSTRATIVE EXAMPLE - All companies, awards, dates, amounts and scores are fictional.



Executive Summary

Five fictional awards illustrate sales priorities based on size, timing, scope and product-specific commercial relevance. All values and scores are illustrative.

5
Priority Signals

\$18.50M
Combined Obligated

\$39.50M
Combined Potential

5/5
High Capital Pressure

Top Sales Signals

#	Company	Potential	Score	Federal Activity Materiality	Capital Pressure
1	Cobalt Demo Systems Inc.	\$8.20M	94	High	Very High
2	Harbor Demo Services, LLC	\$18.80M	91	High	Very High
3	Summit Demo Supply, LLC	\$1.30M	89	Medium-High	High
4	Demo BuildWorks, Inc.	\$3.50M	88	High	Very High
5	Atlas Demo Operations LLC	\$7.70M	87	High	Very High

How to Read This Report

Priority Score	Illustrative outreach priority for a market profile; not a credit score.
Federal Activity Materiality	Significance relative to observable federal activity, not private finances.
Capital Pressure	Potential execution-related capital requirements; not verified financing need.
Obligated Amount	Federal funding currently committed to the award.
Potential Value	Reported potential value or ceiling, including options; not obligated funding.
Sales Triggers	Analytical scope/timing signals that may justify relevant sales outreach.

1 Cobalt Demo Systems Inc.

PRIORITY SCORE **94**

Illustrative cloud platform delivery and support for a fictional public agency.

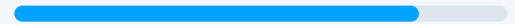
Award Details

Agency	Demo Public Services Agency
Award ID	DEMO-IT-00001
Obligated Amount	\$2.40M
Current Award	\$8.20M
Potential Value	\$8.20M
Performance	Nov 2, 2026 - Nov 1, 2027
Potential End	Nov 1, 2028
Contract Type	Delivery Order
Set-Aside / Status	Small Business (fictional)

Signal Indicators

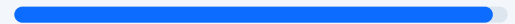
Federal Activity Materiality

High



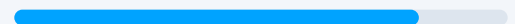
Capital Pressure

Very High



Confidence

High



Why This Matters

A sizeable labor-based IT services award with \$2.40M already obligated and a near-term performance start. Delivery may require technical staffing, payroll coverage and project execution before government receivables are collected.

Potential Sales Triggers

- ✓ Technical payroll and staffing
- ✓ Project mobilization
- ✓ Government receivables
- ✓ Multi-year performance potential
- ✓ Earned-but-unbilled exposure

Equipment Financing Fit - LOW

Service-delivery scope does not identify equipment acquisition. Product relevance remains limited without verified asset requirements.

VangarSignal scores are outreach-prioritization estimates, not credit underwriting or evidence that a contractor is seeking financing.

Illustrative Example | Award details: fictional facts | Scores, fit and triggers: analytical inferences

2 Harbor Demo Services, LLC

PRIORITY SCORE **91**

Illustrative digital workflow and governance support for a fictional public agency.

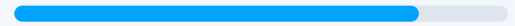
Award Details

Agency	Demo Public Services Agency
Award ID	DEMO-DX-00002
Obligated Amount	\$3.60M
Current Award	\$3.60M
Potential Value	\$18.80M
Performance	Oct 5, 2026 - Oct 4, 2027
Potential End	Oct 4, 2031
Contract Type	Delivery Order
Set-Aside / Status	Small Business (fictional)

Signal Indicators

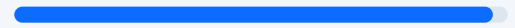
Federal Activity Materiality

High



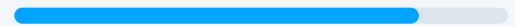
Capital Pressure

Very High



Confidence

High



Why This Matters

The award carries \$3.60M currently obligated and \$18.80M of potential value. A labor-heavy digital-services program with a long option horizon can create recurring payroll and delivery costs ahead of reimbursement cycles.

Potential Sales Triggers

- ✓ Development and support payroll
- ✓ Project onboarding and mobilization
- ✓ Government receivables
- ✓ Long option-period runway
- ✓ Earned-but-unbilled exposure

Equipment Financing Fit - LOW

Digital workflow services do not establish equipment demand. Other sales relevance does not imply equipment-financing fit.

VangarSignal scores are outreach-prioritization estimates, not credit underwriting or evidence that a contractor is seeking financing.

Illustrative Example | Award details: fictional facts | Scores, fit and triggers: analytical inferences

3 Summit Demo Supply, LLC

PRIORITY SCORE **89**

Illustrative network hardware, setup and support for a fictional health-services agency.

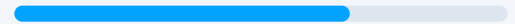
Award Details

Agency	Demo Health Services Agency
Award ID	DEMO-HW-00003
Obligated Amount	\$1.30M
Current Award	\$1.30M
Potential Value	\$1.30M
Performance	Nov 9, 2026 - Nov 8, 2027
Potential End	Nov 8, 2027
Contract Type	Delivery Order
Set-Aside / Status	Illustrative record only

Signal Indicators

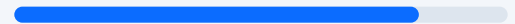
Federal Activity Materiality

Medium-High



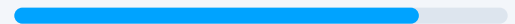
Capital Pressure

High



Confidence

High



Why This Matters

This award requires procurement and delivery of hardware plus implementation and support. Product-heavy execution can require supplier payments and inventory outlays before government payment is received.

Potential Sales Triggers

- ✓ Upfront hardware procurement
- ✓ Supplier and inventory costs
- ✓ Implementation delivery costs
- ✓ Government receivables
- ✓ Working capital for execution

Equipment Financing Fit - UNVERIFIED

Hardware supply may involve resale rather than contractor-owned assets. Ownership and financing relevance remain unverified.

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Illustrative Example | Award details: fictional facts | Scores, fit and triggers: analytical inferences

4 Demo BuildWorks, Inc.

PRIORITY SCORE **88**

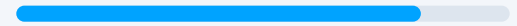
Illustrative facilities renovation and repair for a fictional public authority.

Award Details

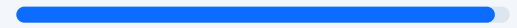
Agency	Demo Facilities Authority
Award ID	DEMO-CN-00004
Obligated Amount	\$3.50M
Current Award	\$3.50M
Potential Value	\$3.50M
Performance	Nov 9, 2026 - Nov 8, 2027
Potential End	Nov 8, 2027
Contract Type	Definitive Contract
Set-Aside / Status	Small Business (fictional)

Signal Indicators

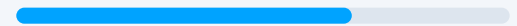
Federal Activity Materiality

High


Capital Pressure

Very High


Confidence

Medium-High


Why This Matters

A fully obligated \$3.50M construction award can create immediate cash demands for labor, subcontractors, materials, equipment and mobilization. Construction projects often require meaningful spend before progress payments are received.

Potential Sales Triggers

- ✓ Payroll and subcontractor payments
- ✓ Materials and equipment
- ✓ Project mobilization
- ✓ Progress-payment timing
- ✓ Working capital for execution

Equipment Financing Fit - HIGH

Illustrative construction scope suggests potential equipment-capacity relevance. This is not proof of asset purchase, lease intent or financing need.

VangarSignal scores are outreach-prioritization estimates, not credit underwriting or evidence that a contractor is seeking financing.

Illustrative Example | Award details: fictional facts | Scores, fit and triggers: analytical inferences

5 Atlas Demo Operations LLC

PRIORITY SCORE **87**

Illustrative technical operations and IT support for a fictional public agency.

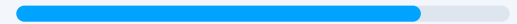
Award Details

Agency	Demo Technical Services Agency
Award ID	DEMO-OP-00005
Obligated Amount	\$7.70M
Current Award	\$7.70M
Potential Value	\$7.70M
Performance	Nov 2, 2026 - Apr 30, 2027
Potential End	Apr 30, 2027
Contract Type	Delivery Order
Set-Aside / Status	Small Business (fictional)

Signal Indicators

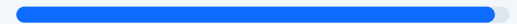
Federal Activity Materiality

High



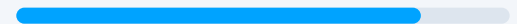
Capital Pressure

Very High



Confidence

High



Why This Matters

The \$7.70M delivery order is fully obligated and labor-intensive. Enterprise IT services can require rapid staffing, payroll and operational spend during the performance period before receivables are collected.

Potential Sales Triggers

- ✓ Technical staffing and payroll
- ✓ Service delivery costs
- ✓ Government receivables
- ✓ Rapid execution requirements
- ✓ Working capital for operations

Equipment Financing Fit - LOW

Technical operations and IT support do not establish equipment acquisition. Verify scope and asset role before equipment-related outreach.

VangarSignal scores are outreach-prioritization estimates, not credit underwriting or evidence that a contractor is seeking financing.

Illustrative Example | Award details: fictional facts | Scores, fit and triggers: analytical inferences

Report Notes

This fictional sample demonstrates how award context may inform sales outreach and product-fit review. No companies or awards in this example are real. This is not an engine validation dataset.

What the Signal Means

Illustrative Priority Scores show overall sales priority. Product fit varies by scope and market profile.

Federal Activity Materiality uses observable federal activity, not revenue, liquidity or private statements.

Capital Pressure is an analytical estimate, not a verified cash shortage or financing need.

Important Distinctions

- ✔ Obligated Amount is funding currently committed; Potential Value can include options or ceiling amounts that may never be exercised.
- ✔ Federal Activity Materiality and Capital Pressure are inferences, not statements of financial condition.
- ✔ A financing signal does not mean a contractor is seeking financing, lacks liquidity or is experiencing financial distress.
- ✔ Independently verify facts and product relevance before outreach or commercial decisions. No purchase or lease intent, financing need, financial distress, prospect response or sales outcome is established or guaranteed.

Data Sources

All company names, agencies, award identifiers, amounts and dates in this website example are fictional.

This is a demonstration of report format only. No public procurement records were used for these example awards.

VangarSignal

Federal Award Sales Intelligence

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