

# Federal Journey Map

According to the Small Business Administration (SBA.gov) website, the average small business can invest \$80,000 to \$130,000 and up to 2 years in pursuit of their first federal contract award.

<https://www.sba.gov/federal-contracting/contracting-guide/assess-your-business>

So, the big question is...how (and why) does this happen?

Here is the typical "\$100,000 Small Business Federal Contracting Journey Map":

