FEDCON Expands Government Contracting Client Base to More Than 250 Businesses in 38 States, D.C., Puerto Rico and Canada

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FEDCON, No Nonsense Contract Consulting



Marina Nicola | Director of Client Operations

TAMPA, FL, UNITED STATES, September 14, 2026 /EINPresswire.com/ -- FEDCON, formally Federal Endowment Directing Consultants, LLC, has expanded its client base to 264 businesses as of September 11, 2026, across 38 states, the District of Columbia, Puerto Rico, and Ontario, Canada. The Tampa, Florida firm advises small and mid-size businesses pursuing federal, state, and local government contracts, and closed its first client engagements in January 2025.

The largest concentrations of clients are in Texas, Florida, California, and Maryland. They work in professional and technical services, construction, facilities and administrative services, transportation, manufacturing, and healthcare. About one in seven has returned for a second engagement, most often to add a certification, to have a bid written, to build a federal website, or to extend access to the firm's research portal.

Client engagements center on the requirements a business must meet before a public agency can buy from it, including SAM.gov registration, small business certifications, capabilities statements, opportunity research, and proposal preparation. FEDCON's programs are structured so that a client's own staff take part in the work and can continue it after an engagement ends.

The firm also issued a statement confirming its corporate identity. FEDCON is an independent company. It is not a subsidiary of, owned by, or affiliated with any other government contracting

consultancy or corporate entity that shares a similar name or acronym, and its only corporate website is FEDCON.com.

"Most of our clients arrive thinking government contracting is a paperwork problem," said Bradley Egbert, CEO of FEDCON. "Registration gets you eligible. It does not get you picked. We teach the part that comes after, so a client can run a bid without us, and then they keep coming back because they want to rather than because they have to."



ABOUT FEDCON

Federal Endowment Directing Consultants (FEDCON) is a federal contracting consulting firm based in Tampa, Florida. FEDCON helps small and mid-size businesses prepare and win federal, state, and local government work through registrations, certifications, capabilities statements, opportunity research, bids and proposals support, GSA Schedule contracts, and federal-specific marketing. Learn more at FEDCON.com. FEDCON was founded in 2024 and is based in Tampa, Florida.

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