

THE POWER GRADIENT

Inspiring Future Entrepreneurs

WinAContract.com

WinAContract.com helps start-ups secure contracts with simple tools and guidance, offering tender support, competitor insights, and buyer connections to turn opportunities into wins.

<https://www.winacontract.com>

Key Takeaways

Global Perspective

Living abroad taught him flexibility, cultural awareness, and economic insight.

Early Wins

Momentum comes from small victories that build confidence and reinvestment potential.

Trusted Partnerships

Collaborating with a close friend provided accountability and shared values.

Strong Networks

Mentors and peers helped him avoid pitfalls and accelerate growth.

The Earlier The Better

David learned that taking action earlier would have created more opportunities.

Small Empowerment

WinAContract.com helps start-ups and small businesses compete for government contracts.



Connect with David Harding:
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Meet David Harding

Welcome to this week's edition of The Power Gradient. In this issue, I'm excited to share the inspiring story of David Harding, founder of [WinAContract.com](https://www.winacontract.com). David's journey; from serving as an Engineering Officer in the Royal Air Force, to becoming an entrepreneur is a testament of how discipline, adaptability, and bold decision-making can shape a successful business. His story highlights not only his personal growth, but also the vision behind a platform that helps start-ups and small businesses secure contracts, build resilience, and compete with confidence in an often intimidating marketplace. By stepping out of a highly structured military career into the uncertainties of entrepreneurship, David has demonstrated what it means to embrace risk, learn quickly, and chart a course that reflects both values and ambition.

The Journey to Entrepreneurship

David's career began with responsibility and leadership in the Royal Air Force, where he managed people, equipment, and complex operations. Yet the experiences that most shaped his entrepreneurial outlook came later, during six years of living overseas. Exposure to different cultures and ways of doing business taught him adaptability, flexibility, and the ability to navigate change. During that time, he also explored economic ideas through the writings of Peter Schiff, whose work influenced how he thinks about markets, risk, and long-term value creation. Those two strands gave him the confidence to take initiative, question conventional approaches, and pursue entrepreneurship with a renewed perspective. The true turning point came when he realised that his potential extended beyond the RAF structure, where promotions and progress were tied to slow processes. Choosing to leave was difficult, but became the defining catalyst that set him on his current path.

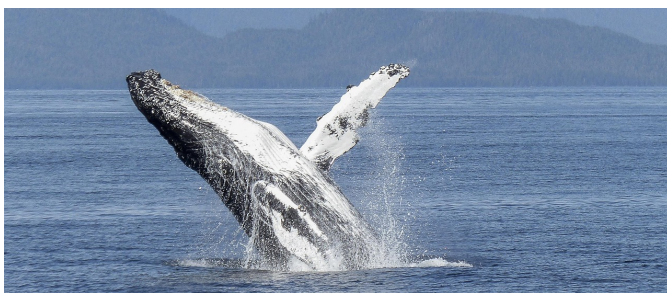
Find Momentum

Looking back on his journey, there's emphasis on the role of momentum. Many aspiring entrepreneurs wait for the "perfect time" to begin, but that perfect time rarely arrives. Instead, David encourages building small but meaningful early wins that generate the confidence and funds needed to reinvest in bigger ideas. He stresses that setbacks are not failures but lessons that offer insight into what to do differently next time. In the early stages of his own business, working closely with a trusted friend proved invaluable. It created a foundation of shared values and mutual accountability that made daunting challenges manageable. Just as important was deliberately building a strong network of mentors, peers, and partners. That network provided guidance, opened doors, and accelerated progress by helping him avoid common pitfalls. The right people, the right environment, and an openness to collaboration can make all the difference.



In a Nutshell

At its heart, WinAContract.com exists to level the playing field for small businesses. Many entrepreneurs feel that public sector contracts are out of reach reserved only for big companies with dedicated teams. David set out to change that perception by creating a platform that breaks down the process into simple, manageable steps. Instead of being buried in red tape, entrepreneurs can focus on what matters: presenting their strengths clearly, identifying the right opportunities, and learning how to stand out in competitive markets. By offering guidance, practical tools, and market insights, WinAContract.com helps transform daunting procurement challenges into achievable milestones, giving small businesses the confidence to compete and win.



The Challenge is to Be Bold Enough

If there is one thing David wishes he had done differently, it is simply starting sooner. He spent time waiting, over-preparing, and searching for the right moment to take the leap. What he has since learned is that action itself is the best teacher. Every obstacle along the way has built his resilience, but starting earlier would have given him even more experience to draw from. He has since become more decisive and proactive, which he now considers among his biggest strengths. His message to readers is: governments spend billions every year with businesses of every size, and opportunities are not reserved for large corporations. With the right mindset, preparation, and willingness to claim a share of those opportunities, even a small start-up can win a government contract and use it as a springboard for growth. As David puts it, the funding is already there, the challenge is to be bold enough to step forward and claim it.