



# Researching and Finding Opportunities in Today's Environment

Lisa Wood

Statewide Director  
Virginia APEX Accelerator

June 2, 2026



# Agenda

- Contracting Trends for 2026
- Top Federal Agencies to watch
- Creating a Marketing Plan
- Searching for Opportunities

# \$Follow the Money\$

- **Increased Spending on Infrastructure:** There will be a significant focus on infrastructure modernization and spending.
- **Rise of AI and Automation:** Expect advancements in artificial intelligence and automation within federal procurement processes.
- **Sustainability Initiatives:** Climate-driven procurement practices will gain traction, emphasizing sustainability.
- **Cybersecurity Compliance:** There will be a stronger emphasis on cybersecurity compliance, including CMMC requirements.
- **Focus on Small Businesses:** Increased attention on small business set-asides and certifications.

# On Big Beautiful Bill Act (OBBBA)

- Defense Budget Growth
- Homeland Security Investment
- Simplified Acquisition Threshold
- New Funding Tools

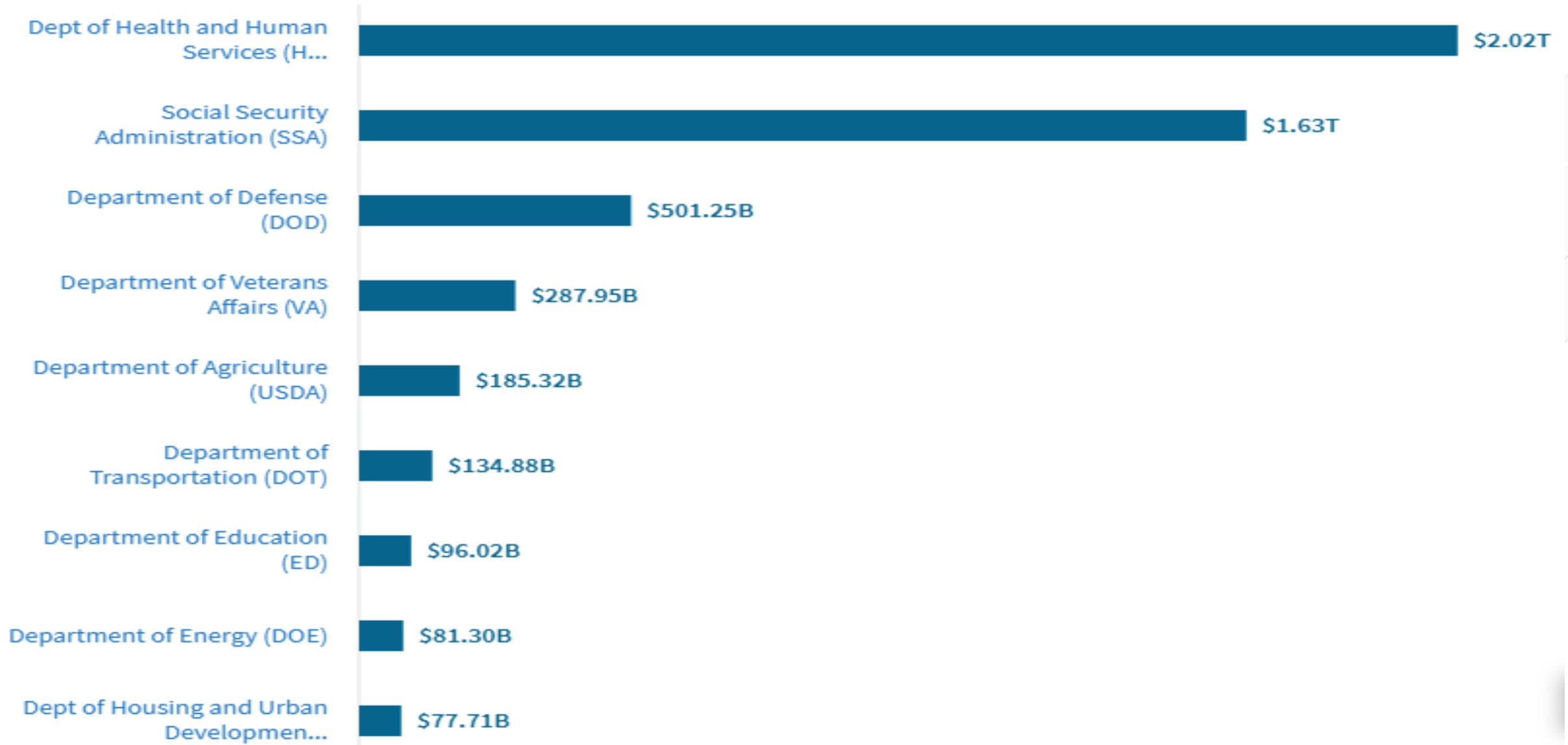
# Supply Chain Resiliency

Some trends we can anticipate within supply chain resiliency include:

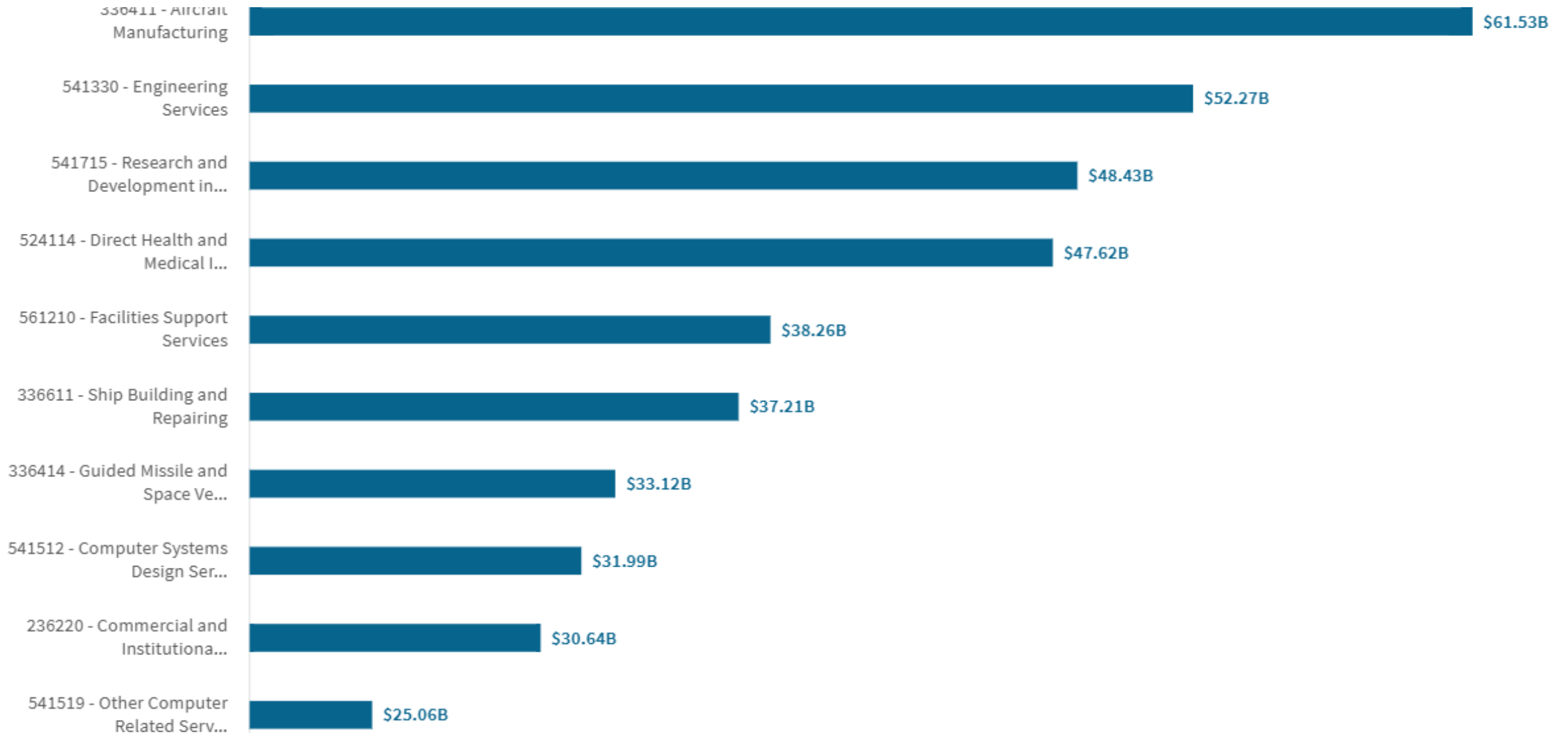
- Expect stricter “Buy American” policies and incentives for using U.S.-based suppliers.
- We’ll most likely see a tighter rein on the [Trade Agreements Act \(TAA\)](#). We suggest you review the current policies and keep an organized process in place if there’s a change in your manufacturers.

Strengthening supply chain operations and ensuring compliance with these standards will be important tasks to focus on heading into 2027.

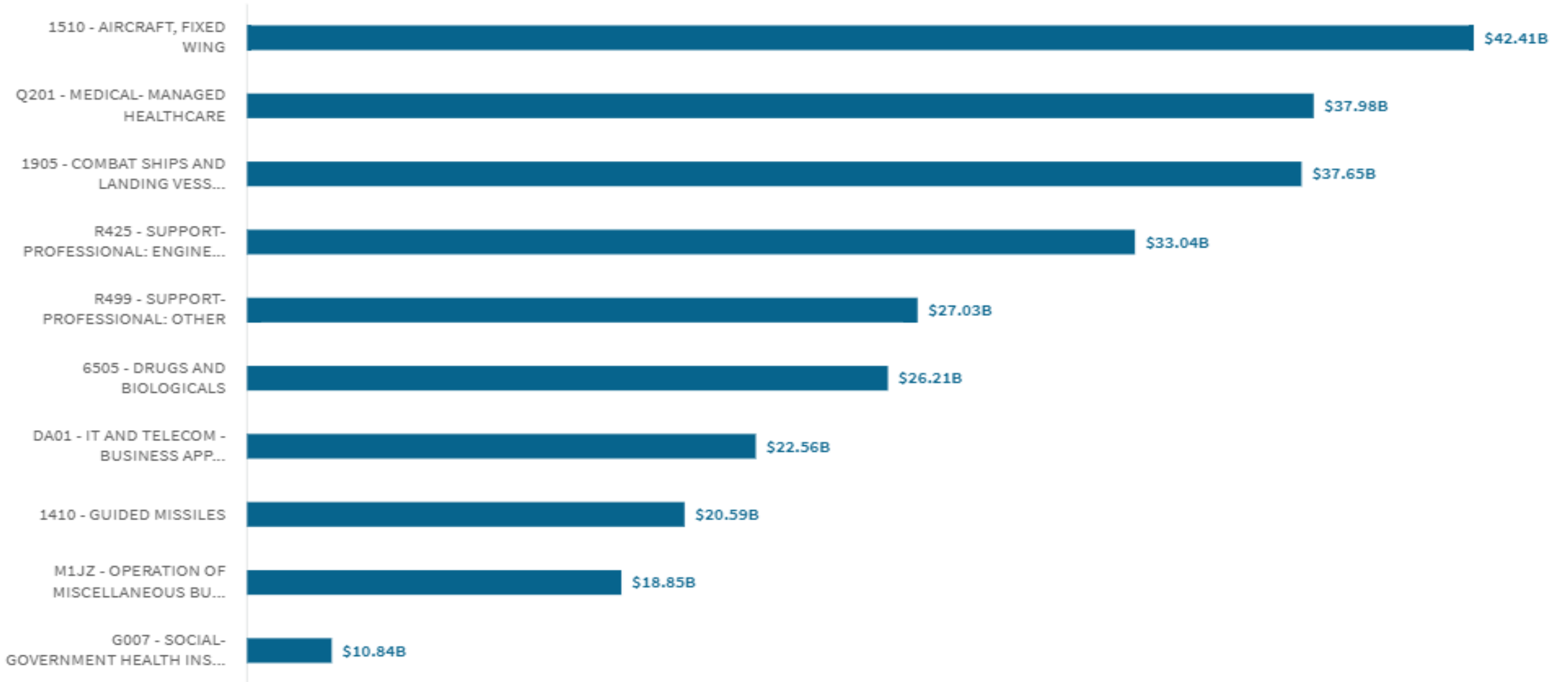
# Gov Spend 2025 by Agency



# By NAICS

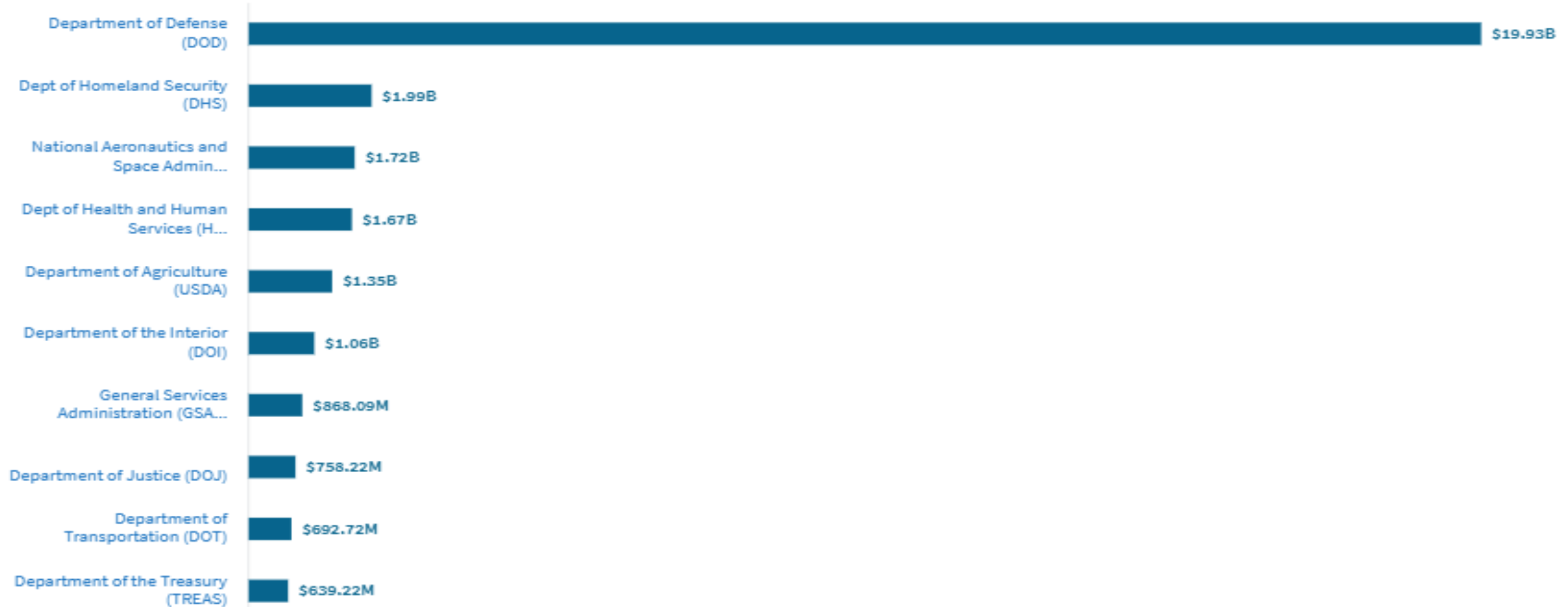


# By Product and Service Code



# Small Business Set Aside

Results by Category

Awarding Agency 

# By State 2025

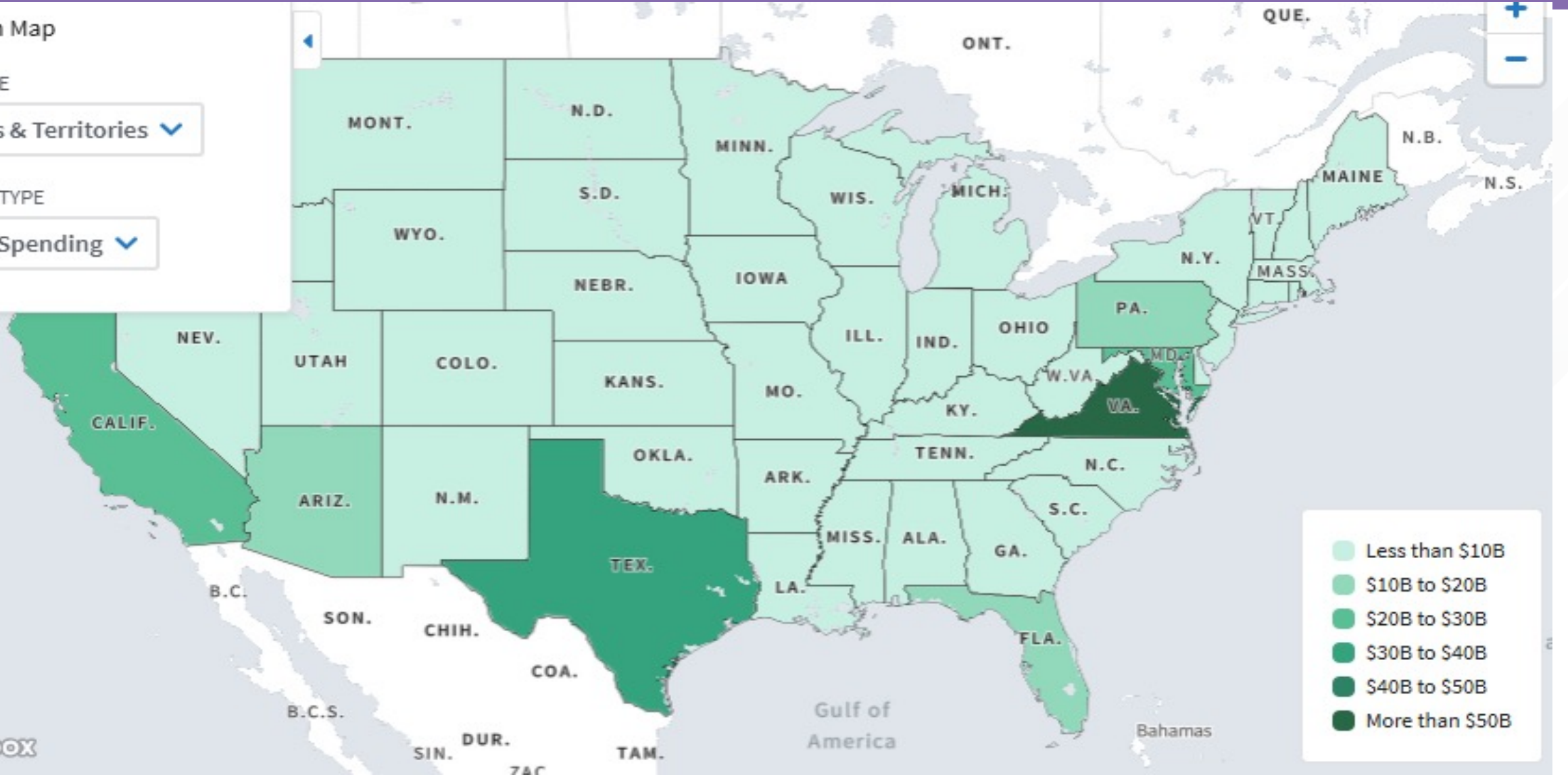
Show on Map

AREA TYPE

States & Territories

AMOUNT TYPE

Total Spending



# Revolutionary FAR Overhaul RFO



- Executive Order 14275
- Remove non-statutory rules and transition to “buying guides”
- Use of plain language
- Streamline
- Contracting Officer Discretion

# Advancements in Artificial Intelligence (AI) Integration

UNCLASSIFIED



- Executive Order was issued to ensure AI is being developed and used safely.
- Comprehensive AI legislation failed to pass Congress in the past few years.
- In 2026, contractors can expect to see an increase in the need for AI-enabled products as the promotion of AI innovation grows.
- Stricter regulations on trade with China as it pertains to AI advancement.

UNCLASSIFIED

# Small Business and Sub Contracting Expansion

- Increase In sub contracting dollars through MAS Program (\$40 billion)
- Decrease in the number of prime contractor awards.
- Contracts will continue to get more competitive, and prime contractors will turn to more subcontractors to complete work and qualify for more opportunities.
- Looking to expanding the “rule of two” to apply to orders under Multiple Award Contracts.

If this rule passes, it means that if a Contracting Officer (CO) determines there is a reasonable expectation of receiving offers from two or more small businesses under Multiple Award Contracts, then it needs to be set-aside.

# Increased Emphasis on Cyber Security Compliance

- **CMMC:** Department of War (DoW) finally released the Final Rule for [Cybersecurity Maturity Model Certification \(CMMC\)](#), it is now enforceable **as of the end of 2025.**
- **FAR (Federal Acquisition Regulation) Case 2021-017 Cyber Threat and Incident Reporting and Information Sharing:** Recently proposed FAR [Case 2021-017 Cyber Threat and Incident Reporting and Information Sharing](#),
- The Trump Administration intends to ramp up cybersecurity
- [www.Projectspectrum.io](http://www.Projectspectrum.io)
- FAR 52-204-21

# Overhaul of Outdated IT

- 2021 Technology Modernization Fund (TMF)
- 24 Major government agencies each with individual needs
- Over \$100 billion per year spent on IT
- Constant maintenance of old systems with high cyber threat
- TMF lending money to agencies for upgrades
- Technology Modernization Fund – The work of TMF represents a close partnership between the TMF Board, TMF Program Management Office (PMO), and the Office of Management and Budget (OMB).

# Best-in-Class Contracts Reach Record High

- Pre-vetted, governmentwide contract solutions;
- Governmentwide migration to solutions that are mature and market-proven
- Optimization of spend, within the governmentwide **category management** framework
- Increases the transactional data available for agency level and governmentwide analysis of buying behavior.
- [Acquisition Gateway](#)

# Cutting Edge Technology

- Improved hacking resistant encryption
- Quantum technology
- Pentagon spending tens of billions just to keep up on a global scale
- DoW continues to spend heavily on R&D
- 61% of all cyber threats originate in the Asia Pacific and near east regions
- Key areas in artificial intelligence, autonomous systems and large weapons systems
- Things are booming in Australia

# Top Federal Agencies to Watch



# Department of War

- Weapons systems and manufacturing
- Logistics and supply chain
- Software, AI, and cloud services
- Cybersecurity support
- Know DoW Key Technology Areas
- [Critical Technology Areas – DoW Research & Engineering, OUSW\(R&E\)](#)

# General Services Administration (GSA)

- Government-wide acquisition contracts (GWACs)
- IT services and cloud computing
- Office supplies and furnishings
- Facilities management
- [Multiple Award Schedule | GSA](#)

# Department of Transportation (DOT)

- Road and Bridge Construction
- Rail and Transit System upgrades
- Traffic management systems
- Environmental Consulting
- [Doing business | Virginia Department of Transportation](#)

# Department of Homeland Security

- Border and port security technology
- Cybersecurity and information systems
- Emergency management services
- Building and security upgrades
- [Do Business with DHS | Homeland Security](#)

# Department of Energy (DOE)

- Clean energy projects
- Laboratory R&D support
- Facility maintenance and decontamination
- Nuclear safety and storage
- [Doing Business with DOE | Department of Energy](#)

# Create a Marketing Plan



# VOBC



- Veteran Business Outreach Center Program
- [Veterans Business Outreach Center \(VBOC\) program | U.S. Small Business Administration \(sba.gov\)](#)

# SBA's Subcontracting Opportunities Directory

- <https://www.sba.gov/document/support--directory-federal-government-prime-contractors-subcontracting-plans>
- Generated from FPDS
- All primes with subcontracting plans
- Posted annually on November 2<sup>nd</sup> displaying awards from the previous fiscal year
- Data is removed after 5 years

# Office of Small Business Programs

- List of extensive links to all divisions of the military
- SBIR/STTR
- Marketing to the DoW
- Acquisition forecasts
- Socio Economic data breakdown
- [Home \(defense.gov\)](https://www.defense.gov)
- Resources Partners
- LYNX

# Contracts Awarded by DoD

- Contracts values at \$7 million or more
- Subcontracting opportunities
- Updated each business day at 5:00PM
- <https://www.defense.gov/Newsroom/Contracts/>

# Contracts

[NEWS STORIES](#)

[FEATURES](#)

[FROM THE SERVICES](#)

[PRESS PRODUCTS](#)

[LIVE EVENTS](#)

[Contracts for June 1, 2026](#)

[Contracts for May 29, 2026](#)

[Contracts for May 28, 2026](#)

[Contracts for May 27, 2026](#)

[Contracts for May 26, 2026](#)

SB Strategy Strategy & Small Business Performance

## SEARCH CONTRACTS



Advanced

Search

## PRESS PRODUCTS

Today in DOW

Releases

November 7, 2022

29

Advisories

## Awarded May 29th 2026

Peckham Vocational Industries Inc.,\* Lansing, Michigan, has been awarded a maximum \$15,454,037 fixed-price with economic-price-adjustment, indefinite-delivery/indefinite-quantity contract for warehousing, storage, logistics and distribution functions for a wide variety of clothing items. This is a two-year base contract with three one-year option periods. The ordering period end date is May 31, 2028. Using customers are Navy and Coast Guard. Type of appropriation is fiscal 2026 through 2027 defense working capital funds. The contracting activity is Defense Logistics Agency Troop Support, Philadelphia, Pennsylvania (SPE1C1-26-D-N020).

\* Small Business

# Procurement Forecasts

- <https://acquisition.gov/>
- [Home | Acquisition Planning Forecast System \(dhs.gov\)](#)
- Search Forecasts
- Opportunity tracking
- Forecast by contracting vehicle
- Vendor Communication Plans

# Development of a Reference Library

- FAR and Agency FAR supplements

<https://www.acquisition.gov/content/regulations>

Code of Federal Regulations (CFR) <https://www.govinfo.gov/help/cfr>

- U.S. Code <https://uscode.house.gov/search/criteria.shtml>

- Federal Register <https://www.federalregister.gov/>

- Defense Pricing and Contracting

[OUSD A&S - ASD\(A\) - Defense Pricing and Contracting \(osd.mil\)](https://osd.mil)

- Contract Forms <https://www.gsa.gov/reference/forms>

# Searching for Opportunities



# USA SPENDING

- [Government Spending Open Data | USAspending](#)
- Tools for understanding agency spending
- Insights into federal award recipients
- Federal Spending Over time
- Competitive Intelligence
- Market Research

# System of Award Management (SAM)

- Marketing research tool
- Shows contracts greater than \$25,000
- Used for set-aside opportunities
- Used to gather information
- Sources Sought, RFI, Draft Proposals
- [SAM.gov | Home](https://sam.gov)

## Contract Opportunities for Federal Users

Contract opportunities are procurement notices from federal contracting offices. Federal users with a contracting officer or contracting specialist role can use the features on this page to create, post, and manage opportunities.

### Search Contract Opportunities

e.g. W91QVN-17-R-0088, light bulbs

Show active only

Advanced Search



The Contract Opportunities workspace provides additional information and features including:

- A dashboard to track the status of your opportunities.
- Tools to create, update, and manage opportunities.

Go to workspace

Go to Contract Opportunities home

|  |   |  |
|--|---|--|
| <p><b>Federal Organizations</b></p> <p>Enter Code or Name</p> <p><b>Dates</b></p> <p>Response/Date Offers Due</p> <p>Next 3 months</p> <p>Updated Date</p> <p>Anytime</p> <p><b>Notice Type</b></p> <p>Sources Sought</p> <p><b>Product or Service Information</b></p> <p>NAICS Code</p> <p>Example: 621511</p> <p>Product and Service Code</p> <p>Example: C1LB</p> <p>R499 - SUPPORT- PROFESSIONAL: OTHER</p> <p><b>Set Aside</b></p> <p><b>Place of Performance</b></p> <p><b>Contract Awardee</b></p> <p><b>Status</b></p> | <p>Department/Ind.Agency<br/><b>DEPT OF DEFENSE</b></p> <p>Subtier<br/><b>DEPT OF THE AIR FORCE</b></p> <p>Office<br/><b>FA4890 ACC AMIC</b></p> <p>Updated Date<br/><b>Jul 27, 2021 (1)</b></p> <p>Published Date<br/><b>Jul 27, 2021</b></p> <hr/> <p><b>Private Sector Strengthening Activity (PSSA)</b></p> <p><b>Notice ID: RFI-621-EG-21-DA01</b></p> <p>The United States Agency for International Development (USAID) Mission in Dar es Salaam, Tanzania posts this Request for Information (RFI) to seek ...</p> <p>Department/Ind.Agency<br/><b>AGENCY FOR INTERNATIONAL DEVELOPMENT</b></p> <p>Subtier<br/><b>AGENCY FOR INTERNATIONAL DEVELOPMENT</b></p> <p>Office<br/><b>USAID/TANZANIA</b></p> <p>Updated Date<br/><b>Aug 12, 2021</b></p> <p>Published Date<br/><b>Aug 12, 2021</b></p> <hr/> <p><b>R--Ecological and Global Change Assessment Research</b></p> <p><b>Notice ID: 68HERC21R0209</b></p> <p>The Environmental Protection Agency (EPA) is performing a "market search" for small businesses in preparation for a future procurement. This is NOT a ...</p> <p>Department/Ind.Agency<br/><b>ENVIRONMENTAL PROTECTION AGENCY</b></p> <p>Subtier<br/><b>ENVIRONMENTAL PROTECTION AGENCY</b></p> <p>Office<br/><b>CINCINNATI ACQUISITION DIV (CAD)</b></p> <p>Updated Date<br/><b>Aug 12, 2021 (1)</b></p> <p>Published Date<br/><b>Aug 12, 2021</b></p> <hr/> <p><b>R--CARLSBAD LAW ENFORCEMENT SERVICES</b></p> <p><b>Notice ID: 140L2221Q0012</b></p> <p>Sources Sought</p> <p>The Bureau of Land Management (BLM) Carlsbad Field Office (CFO), Carlsbad, New Mexico is issuing this sources sought synopsis as a ...</p> <p>Department/Ind.Agency<br/><b>INTERIOR, DEPARTMENT OF THE</b></p> <p>Subtier<br/><b>BUREAU OF LAND MANAGEMENT</b></p> <p>Office<br/><b>FARMINGTON DISTRICT OFFICE</b></p> <p>Updated Date<br/><b>Aug 20, 2021</b></p> <p>Published Date<br/><b>Aug 20, 2021</b></p> | <p><b>Contract Opportunities</b></p> <p>Current Response Date<br/><b>August 26, 2021, 12:00 AM EDT</b></p> <p>Notice Type<br/><b>Original Sources Sought</b></p> <p><b>Contract Opportunities</b></p> <p>Current Response Date<br/><b>September 13, 2021, 04:30 PM EDT</b></p> <p>Notice Type<br/><b>Updated Sources Sought</b></p> <p><b>Contract Opportunities</b></p> <p>Current Response Date<br/><b>August 27, 2021, 07:30 PM EDT</b></p> <p>Notice Type<br/><b>Original Sources Sought</b></p> |
|--|---|--|

# NASPO

- National Association of State Procurement Professionals <https://www.naspo.org/>
- Directory of Procurement info for each State
- List of State contracts with start and end date
- Procurement staff Directory
- Content

# DLA

- Procurement Gateway, DLA's online bidding system  
<https://www.dla.mil/webgateway/Pages/category.aspx>
- DLA's internet Bid Board System (DIBBS)  
<https://www.dibbs.bsm.dla.mil//>
- DIBBS Pocket Guide <https://gtpac.org/wp-content/uploads/2018/06/DIBBS-Pocket-Guide-updated-June-2018.pdf>

# SBA Sub Net

- Subcontracting Network System

## [SBA SubNet](#)

- Search by State
- Details opportunity by contract number
- NAICs code
- Contact information
- Place and dates of performance

Need help? Contact [subcontracting@sba.gov](mailto:subcontracting@sba.gov) .

State



Keyword

- Any -



Filter

Reset

| <u>Description</u>  | <u>Closing date</u> | <u>Performance start date</u> | Place of performance | <u>NAICS code</u>  | Point of contact   |
|---|---------------------|-------------------------------|----------------------|--|--|
| <p><b><u>UPMC LINAC Replacement</u></b><br/> <i>Carl Belt, Inc.</i><br/>                     the scope of this project includes the general construction services associated with the replacement of the LINAC in the Radiation Oncology Dept. located on the first floor of UPMC Western Maryland in Cumberland, MD.</p> | 6/16/2026           | 8/1/2026                      | Maryland             | 236220: Commercial and Institutional Building Construction | <p><a href="#">Jennifer Wilson</a> <br/> <a href="tel:301-729-8303">301-729-8303</a> </p> |



- General Services Administration e-Library  
<https://www.gsaelibrary.gsa.gov/ElibMain/home.do>
- Search by category
- Contract Information
- Holder Name and contact
- Government contact information
- Catalog and price list



**Welcome!** GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit [GSA.gov](#).

**Search**  in [all the words](#)

enter *Keywords, Contract Number, Contractor/Mfr Name, Schedule/SIN/GWAC Number, NAICS*

[▶ Contractor Directory \(a-z\)](#) [▶ Total Solution Search](#)

- Category Guide**
- ▶ Facilities
  - ▶ Human Capital
  - ▶ Information Technology
  - ▶ Office Management
  - ▶ Scientific Management and Solutions
  - ▶ Transportation and Logistics Services
  - ▶ Furniture & Furnishings
  - ▶ Industrial Products and Services
  - ▶ Miscellaneous
  - ▶ Professional Services
  - ▶ Security and Protection
  - ▶ Travel

**News...**

**Use Your FAS ID to Log Into eBuy Open**  
 Changes are coming to the way you access eBuy Open! As you may have heard, MAX.gov is being decommissioned at the end of the calendar year. Starting Dec. 13, 2024, you will need your FAS ID to log into eBuy Open. Be on the lookout for further information.

**Request Quotes/Bids** [Additional Information](#)

[Customers](#) [Contractors](#)

GSA eBuy is a powerful and intuitive acquisition tool used by thousands of US

- Contract Vehicles**
- [Multiple Award Schedules](#)
  - [Blanket Purchase Agreements](#)
  - [Indefinite Delivery Vehicles](#)
  - [Technology Contracts](#)

**Schedule Contracts**

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- ▶ [View schedule contracts](#)
- ▶ [GSA schedules info](#)
- ▶ [VA schedules info](#)
- ▶ [MAS Available Offerings](#)
- ▶ [MAS Clause Applicability Matrix](#)

**Technology Contracts**

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

2022 43

- ▶ [View technology contracts](#)
- ▶ [GSA technology contracts info](#)

# VA Medical Centers

- <https://www.va.gov/opal/fo/dbwva.asp>
- How they buy
- What they buy
- Links to specific buying offices
- [Veteran Small Business Certification \(sba.gov\)](https://www.sba.gov/certification)

# Doing business with the VA

## Overview

---

The mission of the Department of Veterans Affairs (VA) is one of service to more than 27 million Veterans who have so unselfishly served their country. To accomplish this mission, VA acquires products and industry services through a nationwide system of hospitals, clinics, Veterans Integrated Service Networks (VISN), data processing centers, and National Cemeteries which require a broad spectrum of goods and services. VA purchases these goods and services on a national, regional, and local level. No matter how large or small your business is, VA is a potential customer. Each facility purchases most requirements for direct delivery through its local acquisition office. You are encouraged to contact each facility for inclusion in its procurement process.

### ← Overview

Registering in SAM

Individual offices, facilities,  
and organizations

VA Central Offices

Small Business Programs

# Some Final Thoughts

# Simplified Acquisitions

- Micro-Purchase (Credit Cards) \$15,000 (make sure you are able to accept government purchase cards and answer the question correctly in your SAM profile)
- Unpublicized Opportunities below \$25,000
- Simplified Acquisition threshold \$530,000
- Improves opportunities for small and socio-economic firms
- Allows the Government to get to know you
- [Simplified Acquisition Threshold: A Guide for 2026 | SamSearch Blog](#)

# Federal Government Goals

- [www.sba.gov/aboutsba/sbaprograms/goals/index.html](http://www.sba.gov/aboutsba/sbaprograms/goals/index.html)
- Small Business 23%
- SDB 5%
- Women 5%
- HUBZone 3%
- Service-Disabled Veteran 3%

# Revolutionary FAR Overhaul



- [Revolutionary FAR Overhaul | Acquisition.GOV](#)
- [10 Ways the New “Strategic Acquisition Guidance” Will Change How Agencies Find You](#)
- [FAR Compliance for Small Business Contractors: What You Need to Know | AmerifusionGovCon](#)
- [FAR Overhaul - Part 19 | Acquisition.GOV](#)

# In Summary

- Have a Marketing Plan
- Make sure they can find you
- Stay on top of GovCon trends
- Have a Capability Statement
- Know who buys what you provide
- Stay on top of market forecasts
- Understand the new rules and compliance
- Stay focused!



# Questions and Suggestions

