



Setting the Stage: All Roads Lead to GSA

Consolidation, the FAR Overhaul, and other
recent developments

Presented by:

Sam Le, Sam Le Law PLLC

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Sam Le

- Managing Member, Sam Le Law PLLC
- Former SBA Policy Director, Deputy Associate General Counsel



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Introduction

The 2026 Landscape

What's happening?

- Executive Order 14240 on Consolidating Procurement
- FAR Overhaul and policy changes
- Pressure on Value-Added Resellers
- Increased end-of-year buying



Topics

Topic 1 Review of 2025 Results

Topic 2 The Policy Push

Topic 3 Where Money is Going

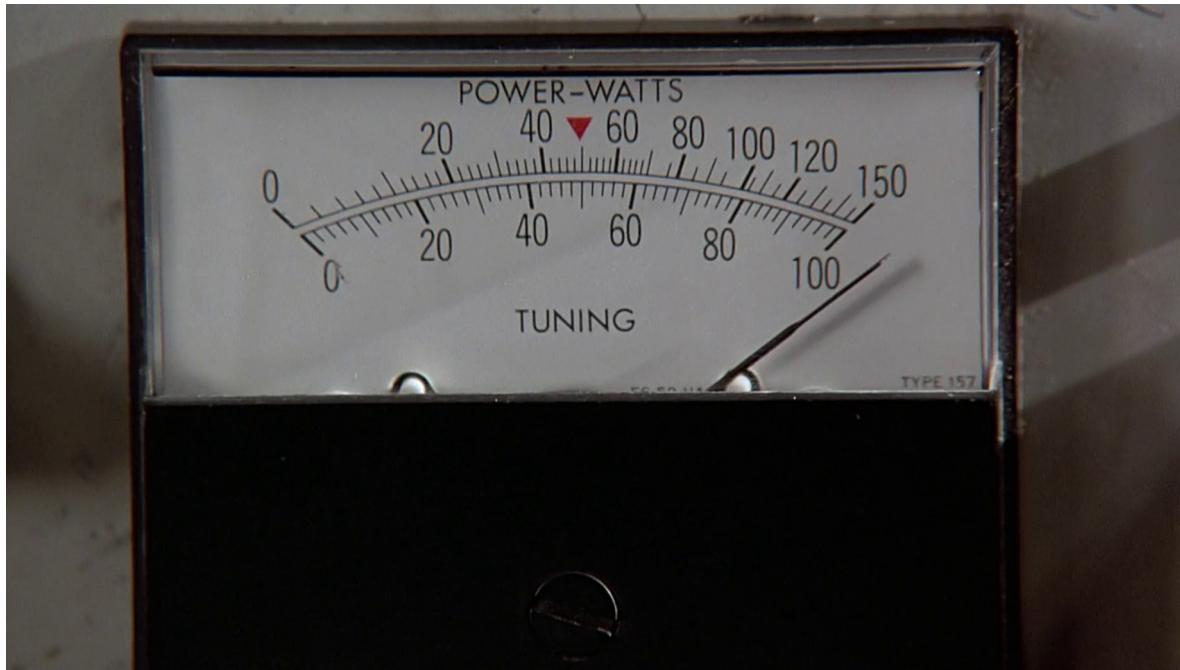
Topic 4 The Costs of Doing Business

Topic 5 Value-Added Resellers

Topic 6 How to Respond in 2026

Topic 7 Q&A

Topic 1

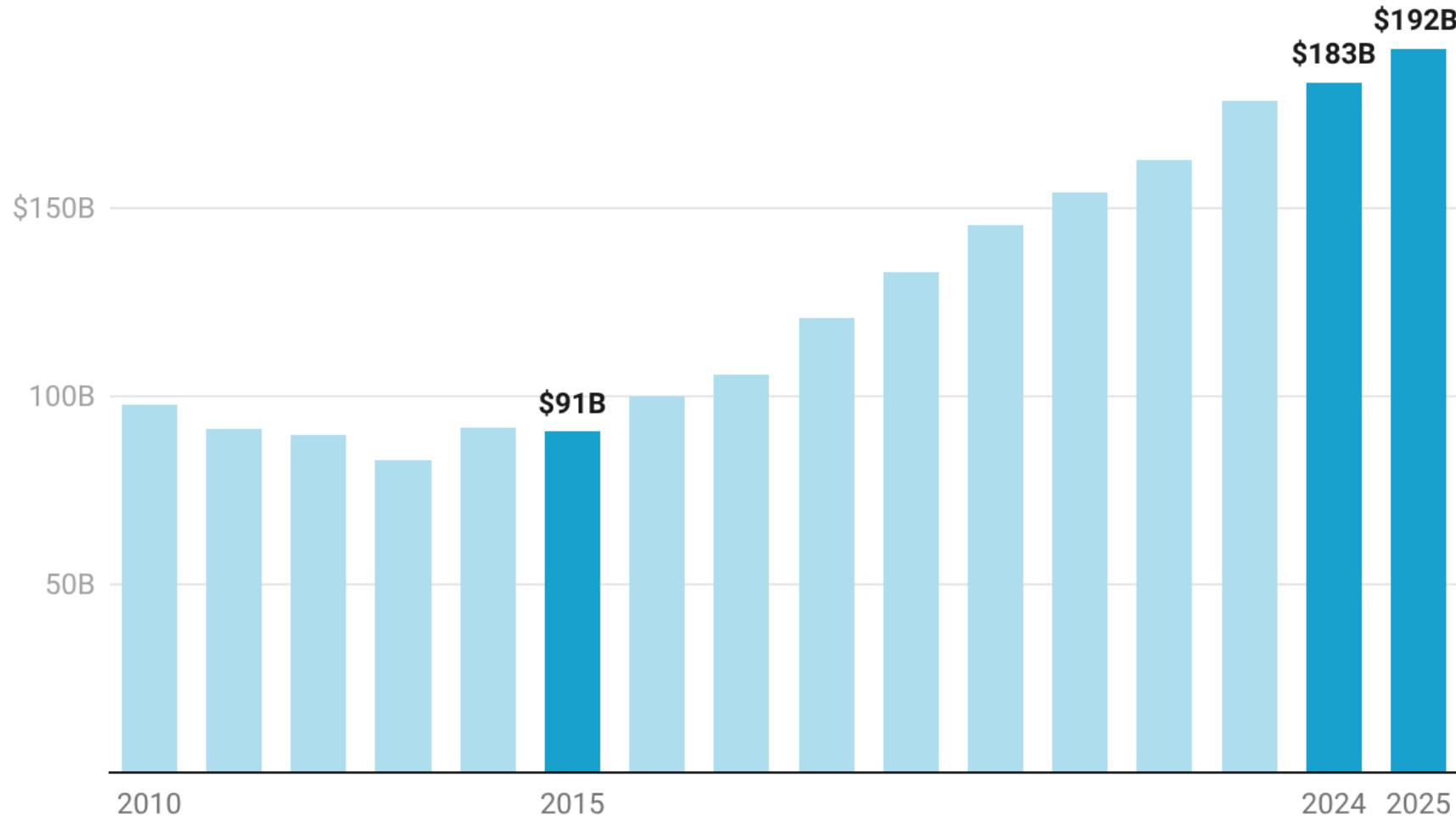


Review of 2025

Small business contracting data for 2025



For a decade, small business contracts increase \$10B/yr



FY25 data as of Jan. 2, 2026

Chart: GovConIntelligence.com • Created with Datawrapper

Annual Spending Using SBA's 8(a) Program

FY25 data as of Jan. 2, 2026, including reversed State Dept. entries

8(a) Contract Dollars

State FY25 entries

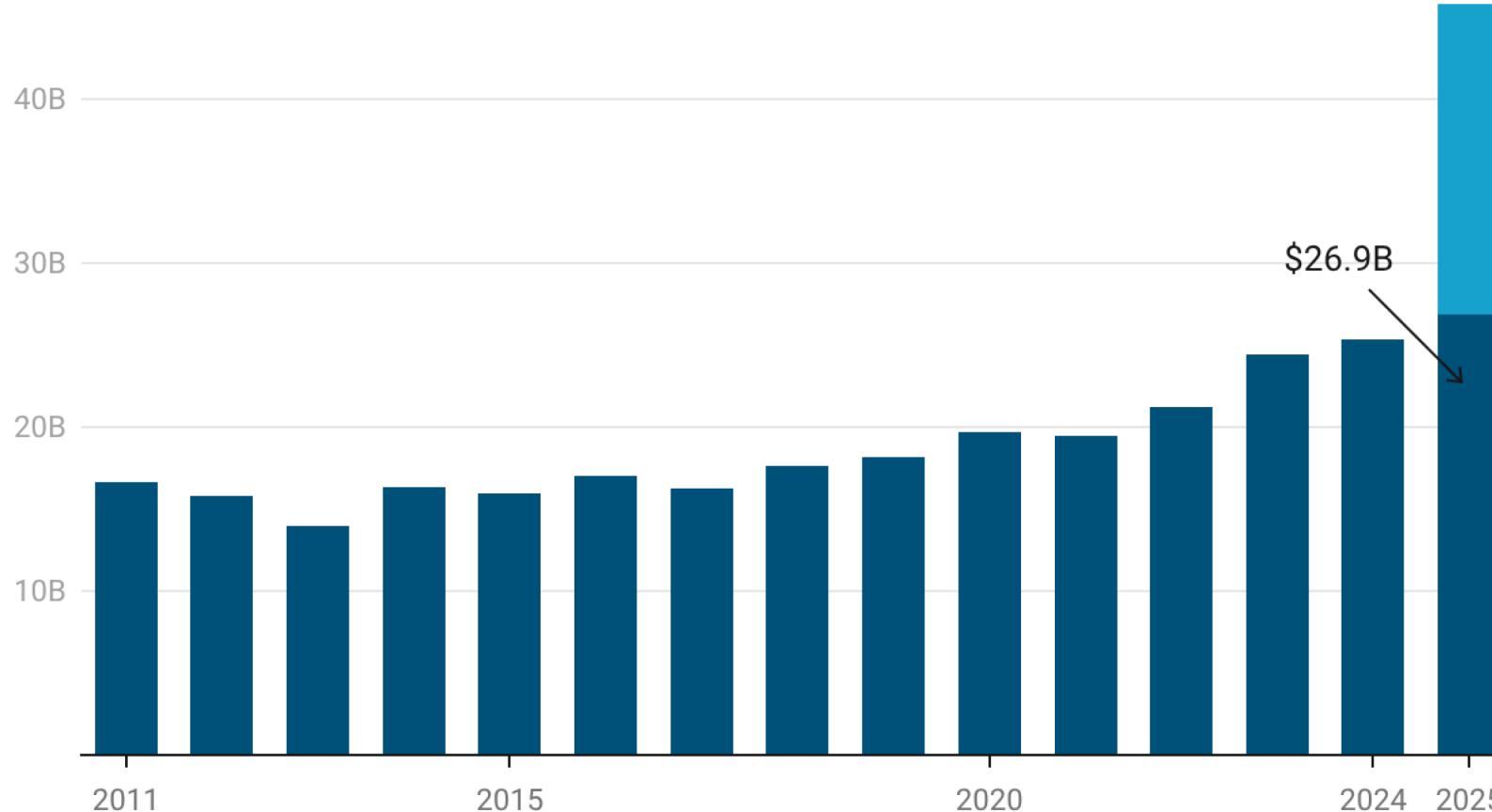
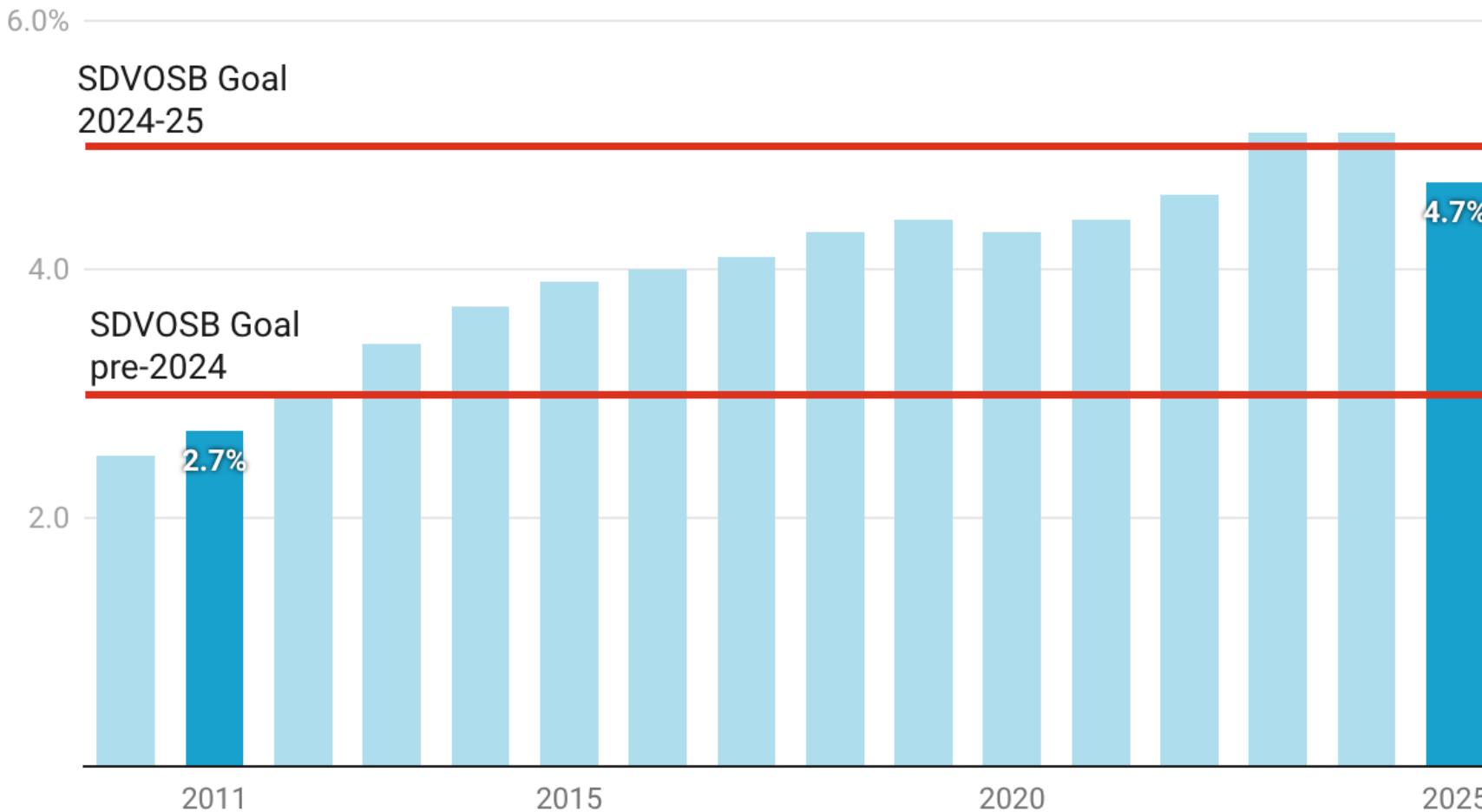


Chart: GovCon Intelligence • Source: SAM.gov DataBank • Created with Datawrapper

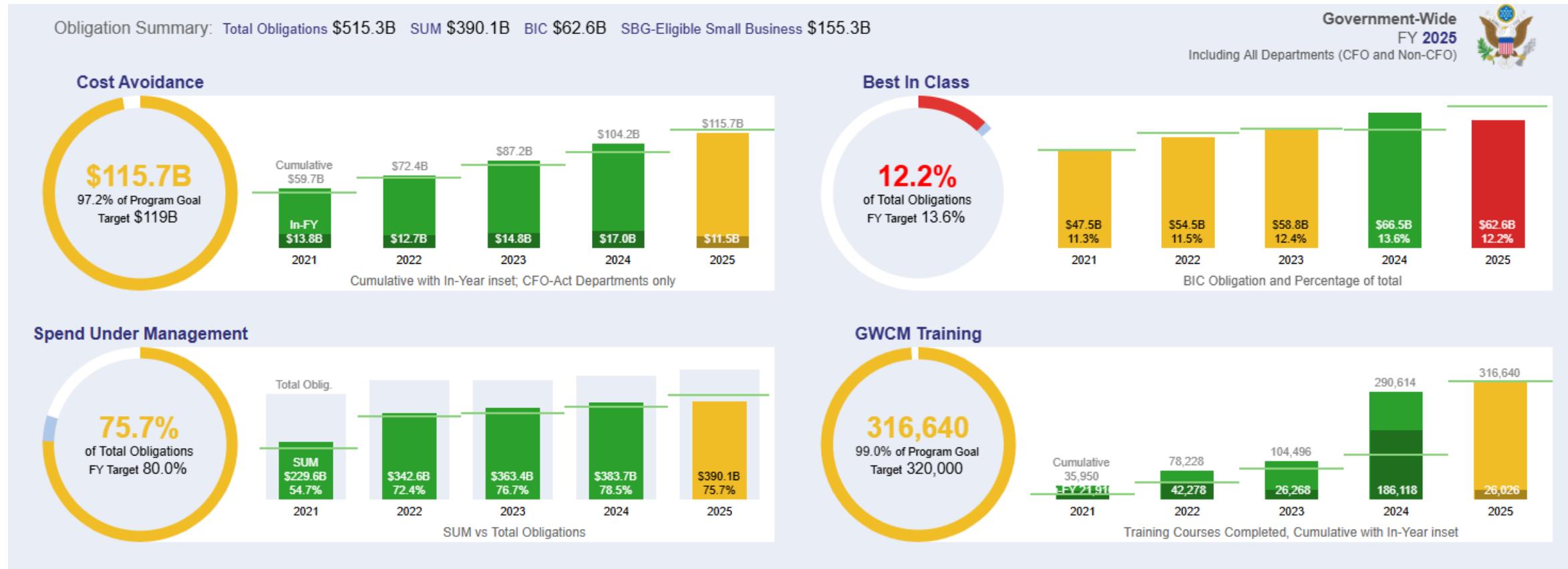
Missed service-disabled vet goal for the 1st time since '11



FY25 data as of Jan. 2, 2026

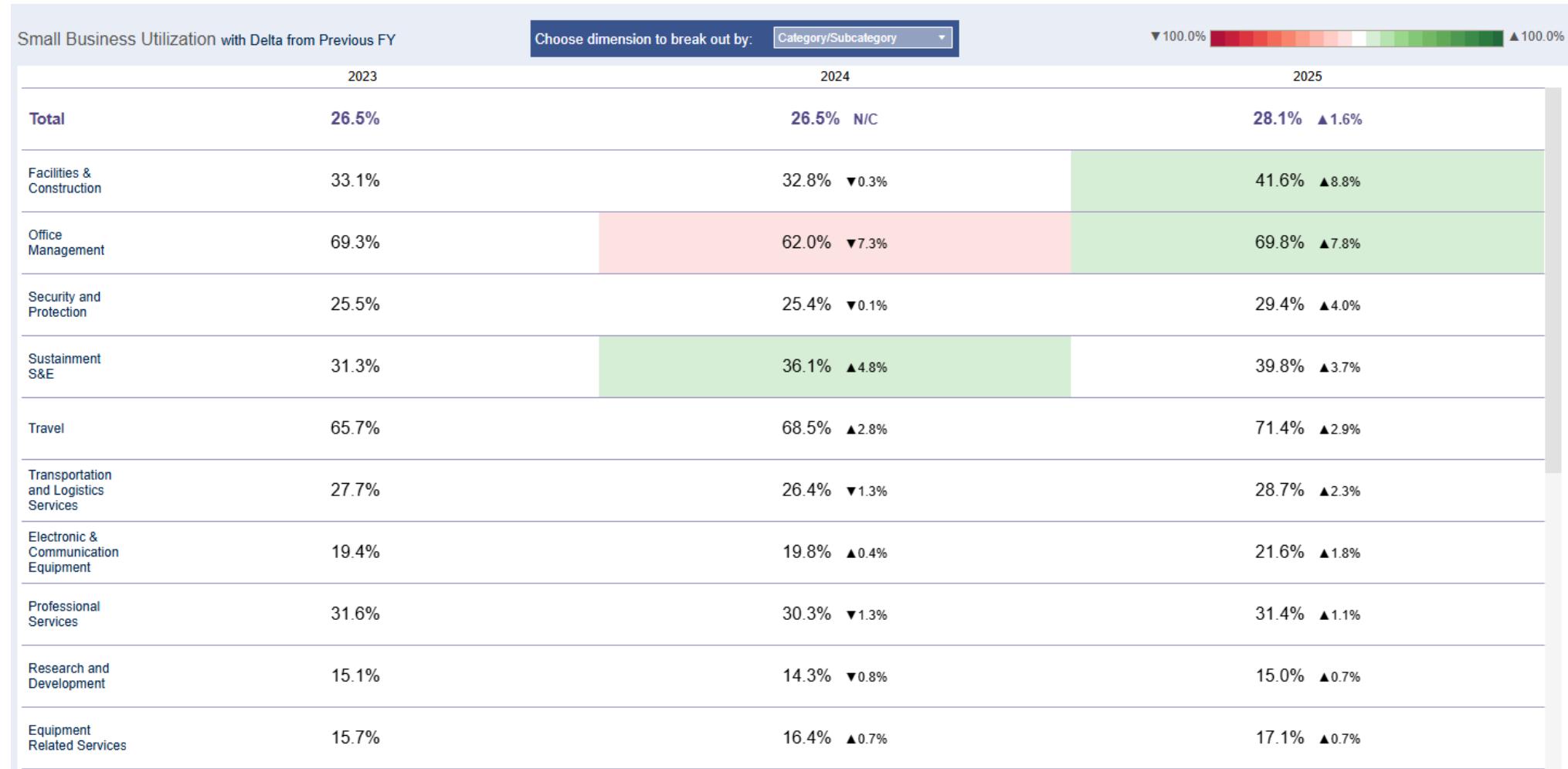
Chart: GovConIntelligence.com • Created with Datawrapper

Use of Best-in-Class and Category Mgmt decreased



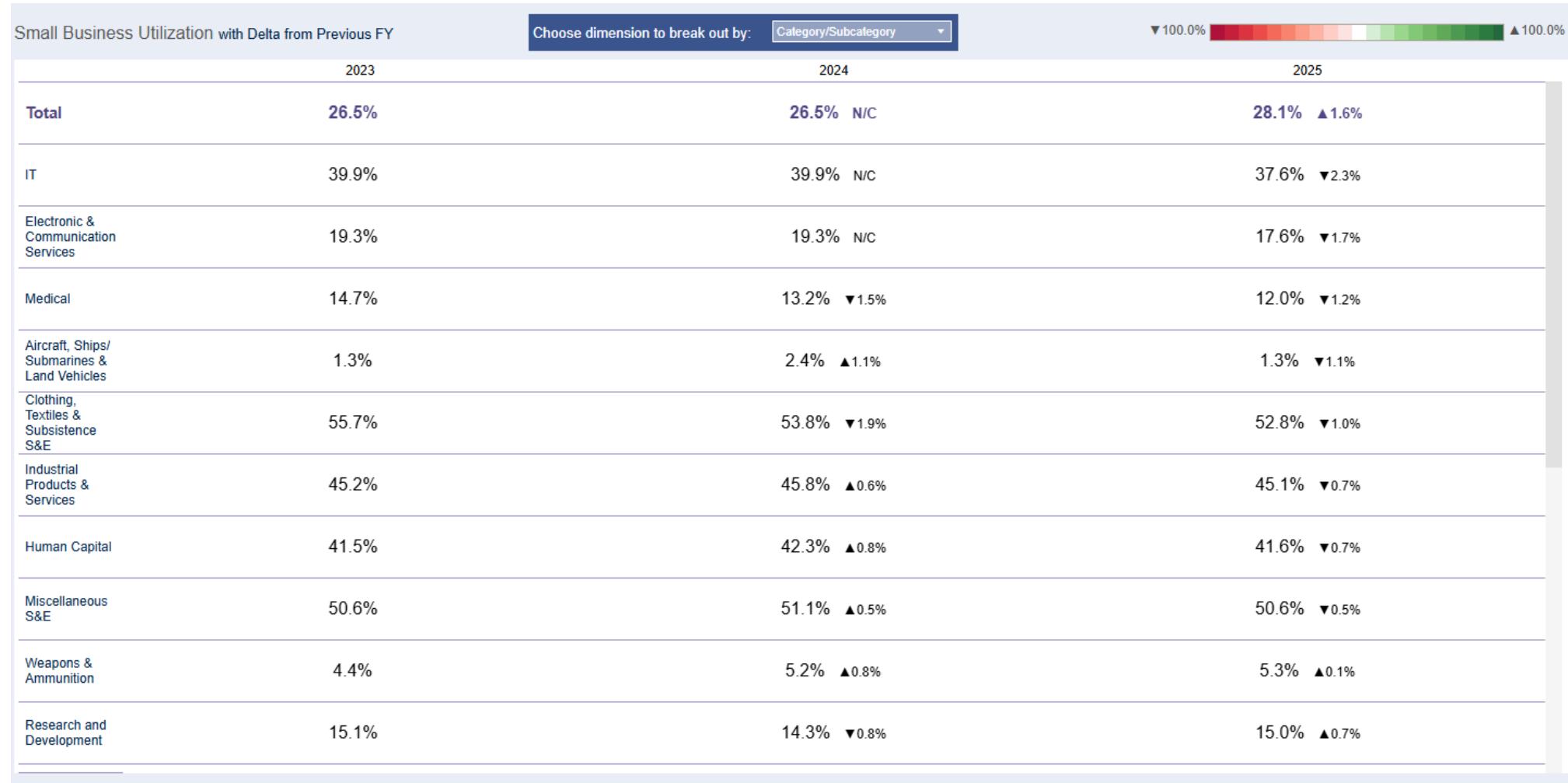
Source: GSA Data to Decisions (1/2/26)

Construction led increase in SB utilization

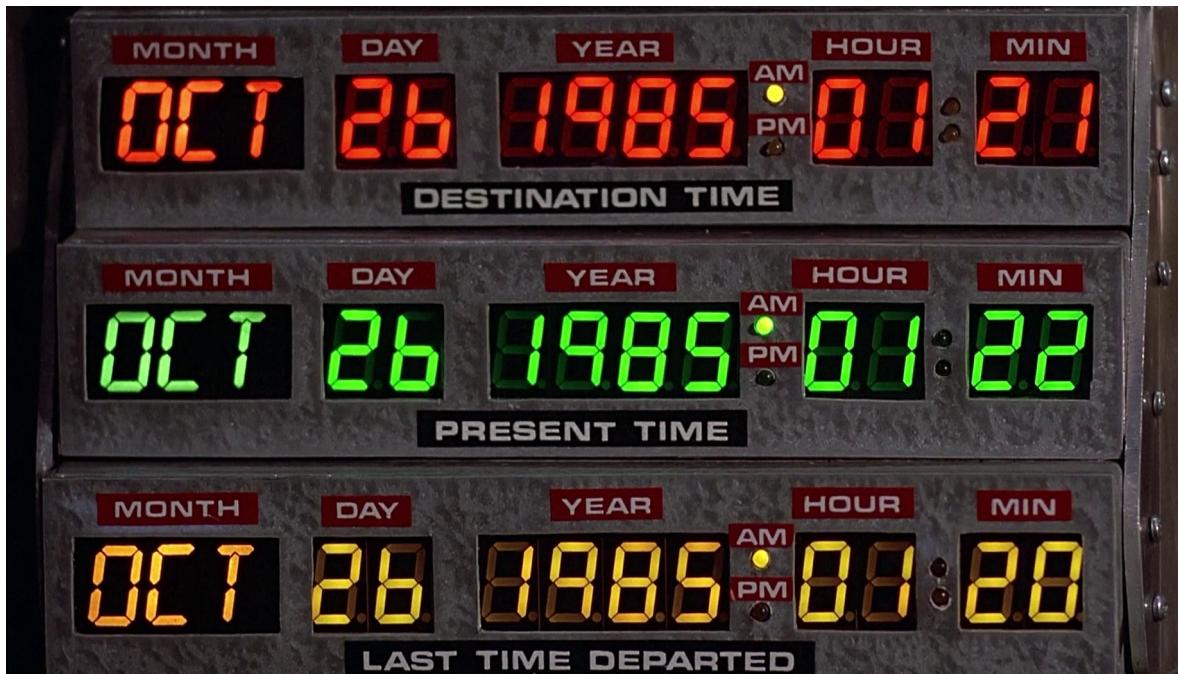


Source: GSA Data to Decisions (1/2/26)

While IT and ICT services declined the most



Source: GSA Data to Decisions (1/2/26)



The Policy Push

Back to the Future



Consolidation policy

- [EO 14240](#) directs agencies to consolidate common goods/services through GSA
- “Return GSA to its original purpose” to eliminate waste and save dollars
- Possible consolidation of alternative vehicles (NASA SEWP, NIH CIO-SP) into GSA’s orbit

Consolidation history

- The Federal government has tried to consolidate procurement throughout its history:
 - Alexander Hamilton (1795) – creates the Office of Purveyor of Public Supplies
 - FDR (1933) – Procurement Division at Treasury
 - Brooks ADP Act (1965) – GSA oversight of all IT

Poll Question

Will this time be different?

01

YES, because of politics or leadership

02

YES, because of some other reason (e.g., industrial trends, economic pressures)

03

NO, because of politics or leadership

04

NO, because of some other reason (e.g., staff training, need for innovation)

Executive Order 14275: The FAR Overhaul

Restoring Common Sense to Federal Procurement (April 2025)

- Transform an “onerous bureaucracy” to “streamlined set of essential regulations”
- “Only provisions required by statute or essential to sound procurement”
- Establishes a 4-year sunset preference for nonstatutory FAR rules
- Overhauled FAR available at acquisition.gov/far-overhaul

Overhaul Part 8: Required Sources of Supply

- Must use ~~best-in-class~~ required-use contracts
- Should consider other governmentwide contracts
- All GSA Schedule procedures moved to a separate manual
 - Now allows for time-unlimited, dollar-unlimited single-source BPAs

Topic 3



Where the Money Goes

Trends in GSA Schedule and GWAC Utilization



GSA Schedule: Overall, small business, and vet-owned

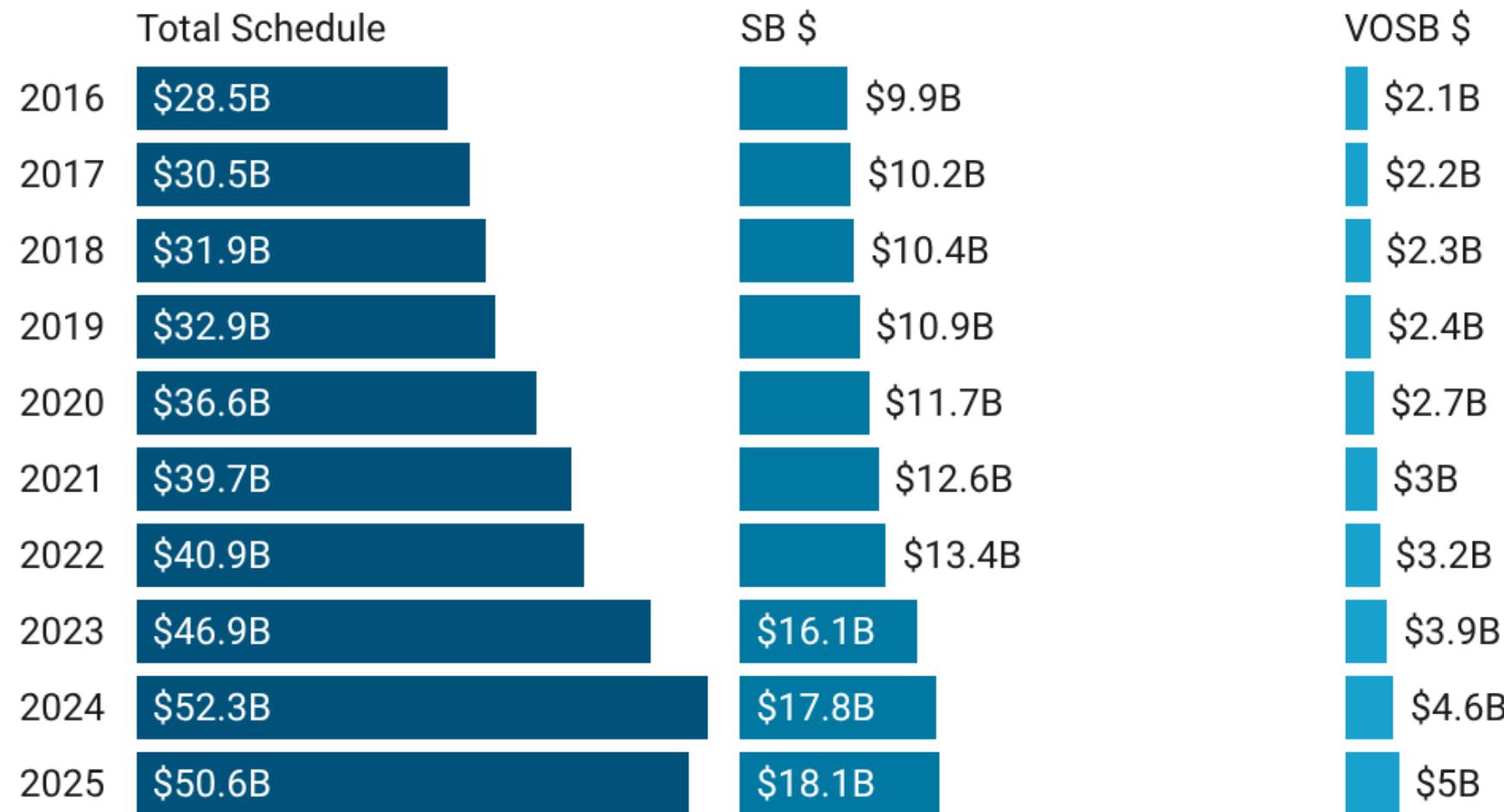


Chart: GovConIntelligence.com • Source: SSQ+ • Created with Datawrapper

Growth of Multi-Agency Contracts ended in '25

Includes FSS and GWACs

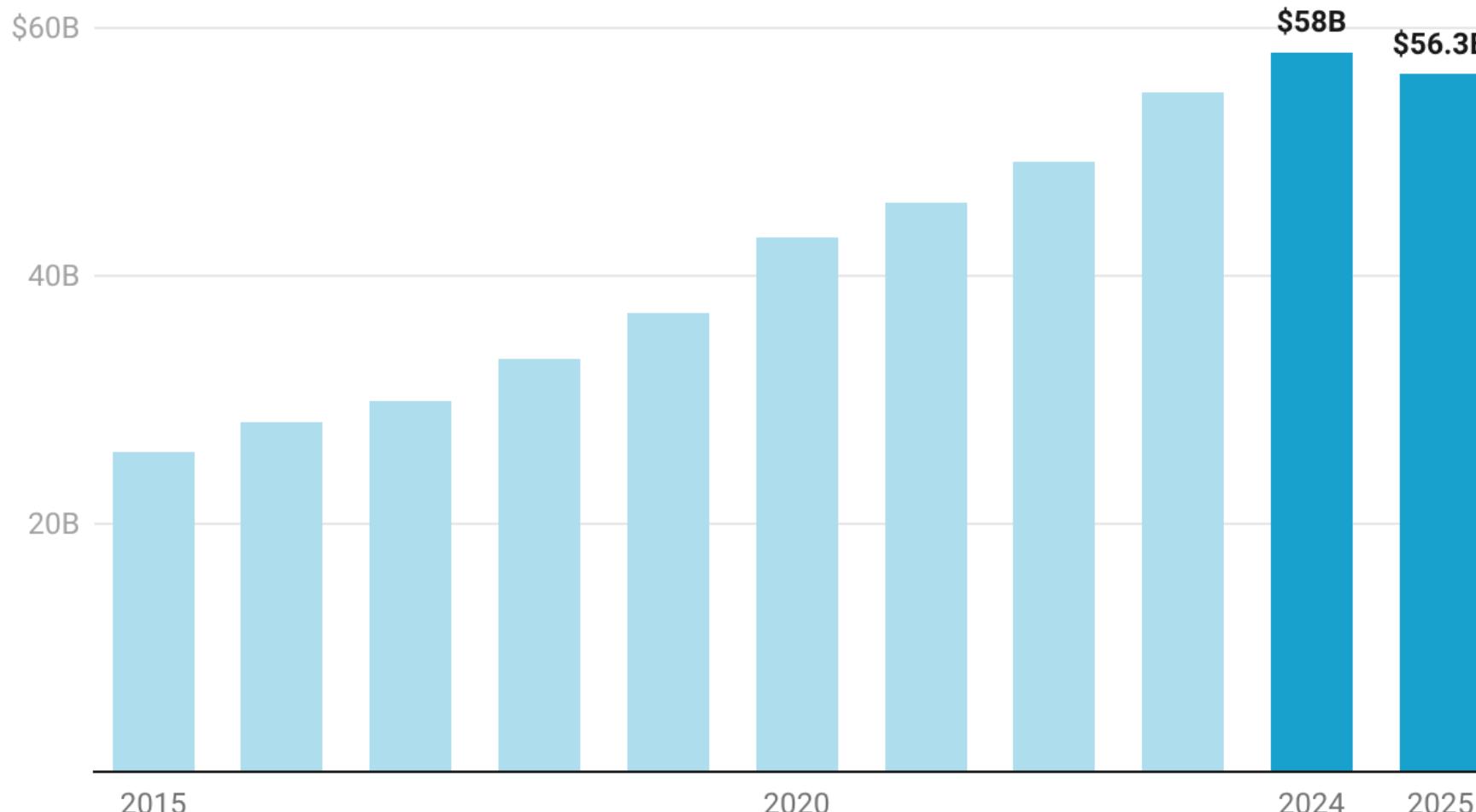


Chart: GovCon Intelligence • Source: SAM.gov DataBank • Created with Datawrapper

Percent going through FSS/GWAC stabilized at 7%

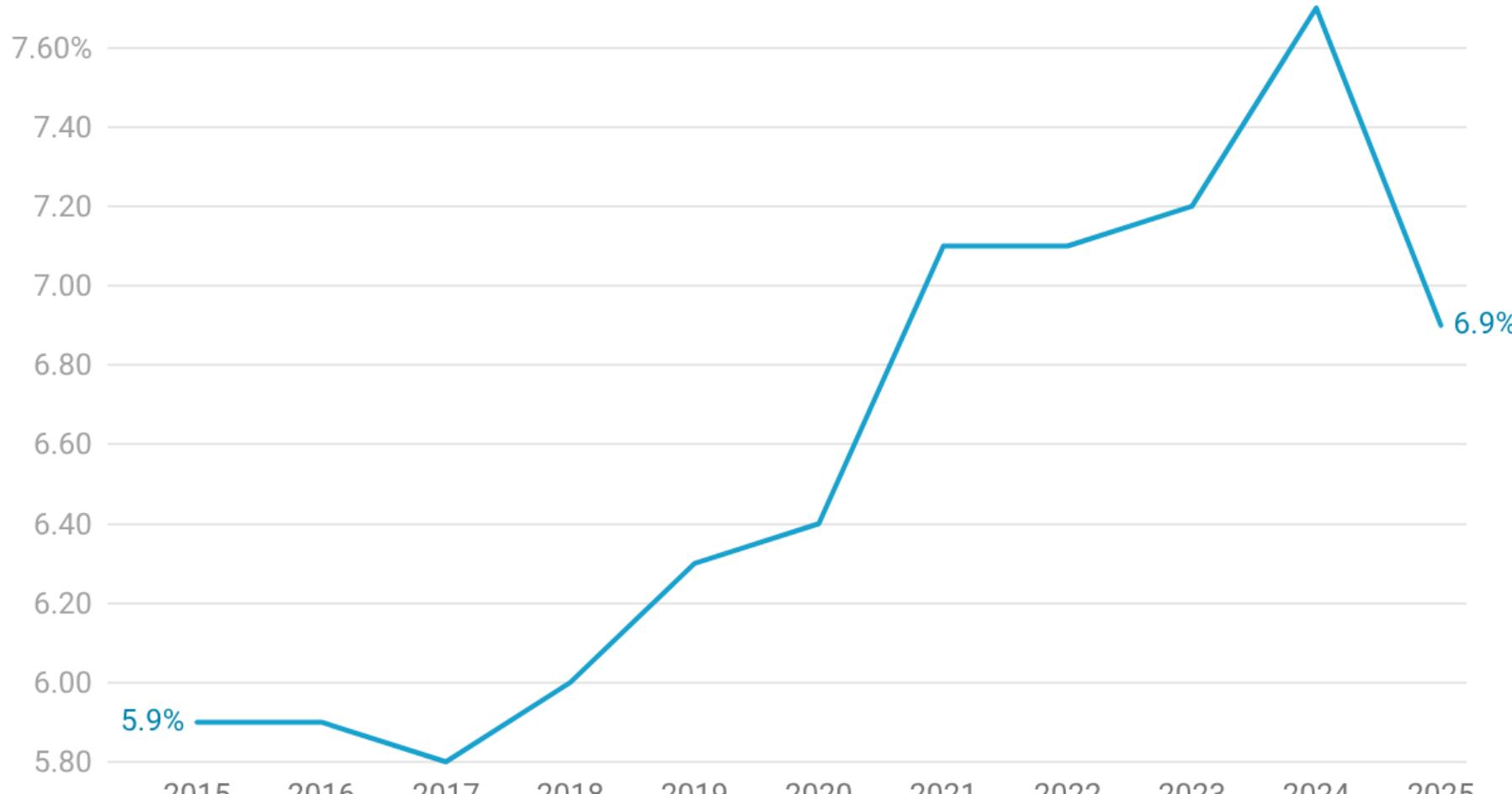


Chart: GovCon Intelligence • Source: SAM.gov DataBank • Created with Datawrapper

Why not more Schedule usage?

- DoD Class Deviation 2014-O0011 – DoD does not defer to GSA's price analysis
- NASA SEWP vs. GSA Schedule: lower fees, deeper data analytics, fast onboarding
- No cost-plus flexibility

Topic 4



The Cost of Doing Business

Consolidation of contracting at GSA



OMB orders agencies to consolidate

“Despite GSA’s successes, less than 20 percent of common spend currently goes through GSA.”



THE DIRECTOR

EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

July 18, 2025

M-25-31

MEMORANDUM TO THE HEADS OF EXECUTIVE DEPARTMENTS AND AGENCIES

FROM: Russell T. Vought
Director

SUBJECT: Consolidating Federal Procurement Activities

On March 20, 2025, President Donald J. Trump issued Executive Order 14240, *Eliminating Waste and Saving Taxpayer Dollars by Consolidating Procurement*, to ensure common goods and services are acquired in the most efficient and effective manner possible for

GSA creates Office of Centralized Acquisition Services

“By leveraging OCAS’s centralized, enterprise-wide acquisition model, you can expand their contracting capacity, especially during periods of limited staffing, while streamlining procurement processes and accelerating delivery.”

GSA awards for other agencies dropped in '25

Dollars on contracts where GSA acted as the awarding agency with other agencies' funds

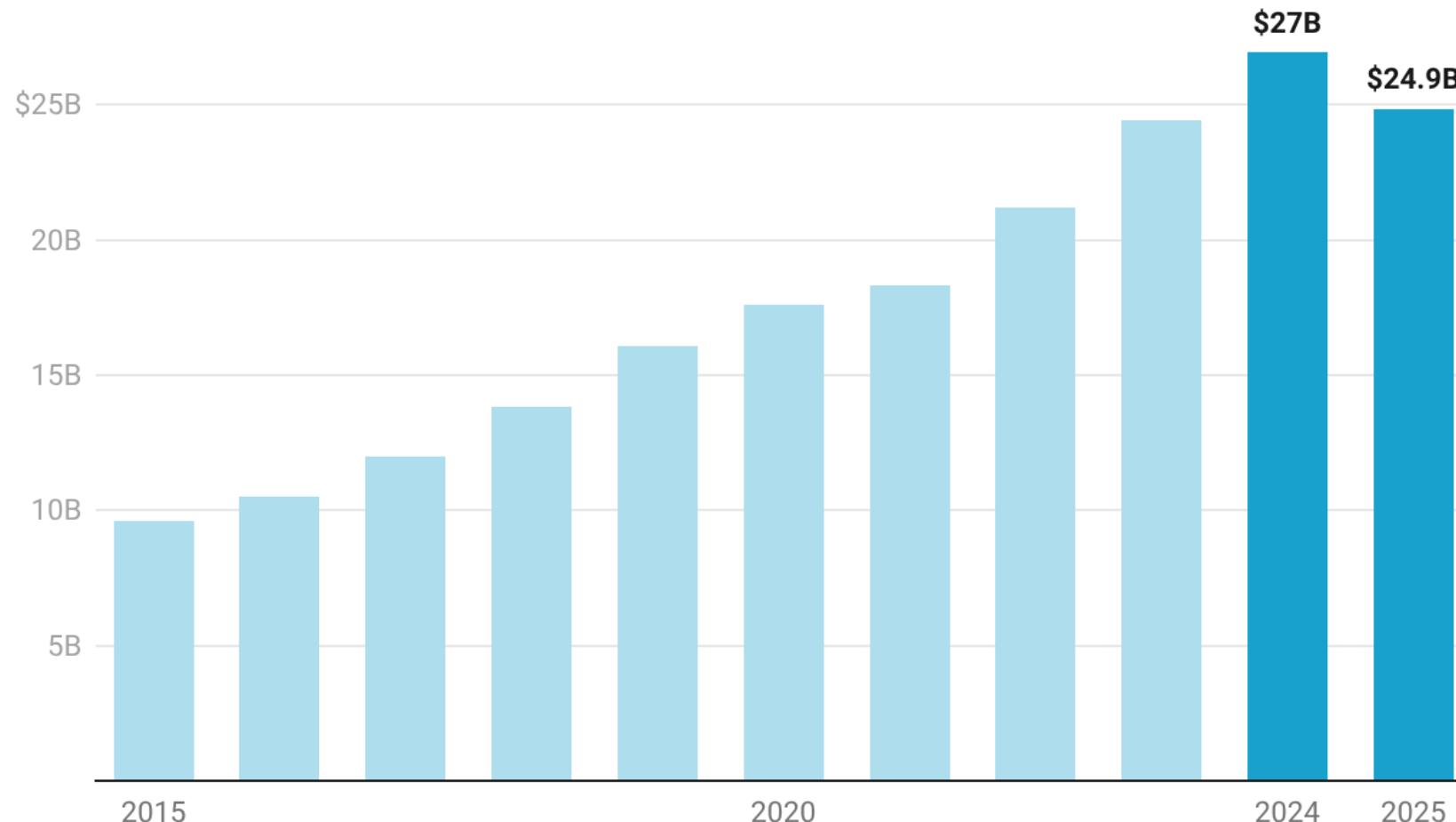


Chart: GovCon Intelligence • Source: SAM.gov DataBank • Created with Datawrapper

GSA-assisted awards: Small business, VOSB, and SDVOSB

FY2025 data

GSA-assisted Governmentwide



Chart: GovCon Intelligence • Source: SAM.gov DataBank • Created with Datawrapper

Costs of using GSA

- 0.75% IFF on GSA Schedule
- 2%+ assisted acquisition fee
- Agency maintains acquisition staff (e.g., SBA)

Topic 5



Value-Added Resellers

Defending your value



EXCLUSIVE

ACQUISITION POLICY

Draft memo details DoD plans to cap most reseller fees

The Pentagon would place a 5% cap on most fees charged by resellers starting with a specific SIN for IT products bought through the GSA schedule.



Jason Miller | [@jmillerWFED](#)

December 1, 2025 5:04 pm

7 min read



DoD looks to shake up how it works with value-added resellers



00:00:00

The Defense Department wants to shake up how it works with value-added resellers.

In a draft memo obtained by Federal News Network, the Pentagon would place a 5% cap on most fees charged by resellers starting with a specific special item number (SIN) for IT products. This cap would only apply to IT products sold through the General Services Administration's schedule contract.

DoD says it spent about \$2 billion in fiscal 2024 through the GSA schedule on these technology products.

The draft memo is one of two expected from the administration to address what it believes are higher than normal costs when buying IT products and services through resellers.

This is archived information. It may contain outdated contact names, telephone numbers, Web links, or other information. For up-to-date information visit GSA.gov pages by topic or contact our Office of Public Affairs at press@gsa.gov. For a list of public affairs officers by beat, visit the [GSA Newsroom](#).

September 02, 2025

Multi-Billion Dollar GSA OneGov Agreement with Microsoft Brings Steep Discounts for Microsoft 365, Copilot, and Azure Cloud Services

The agreement enables agencies to leverage the benefits of a unified pricing approach to drive down costs and increase innovation, helping propel the U.S. federal workforce into the AI era

WASHINGTON — Today, the U.S. General Services Administration (GSA) announced a significant advancement in its [OneGov Strategy](#) with a new agreement with Microsoft to lower costs for critical infrastructure and power the next era of AI and interoperability for the federal government.

Through this strategic partnership, Microsoft will provide discounts across its suite of cloud services, including; Microsoft 365, Copilot, Azure Cloud Services, Dynamics 365, as well as cybersecurity and monitoring tools, with potential savings of \$3.1 billion in the first year. Most notably, the offer makes Microsoft 365 Copilot available at no cost for up to 12 months for Microsoft G5 customers. The agreement will enable agencies to leverage the benefits of a unified pricing approach to drive down costs and increase innovation while propelling the country into the AI era.

“GSA is proud to partner with technology companies, like Microsoft, to advance AI adoption across the federal government, a key priority of the Trump Administration,” **said GSA Deputy Administrator Stephen Ehikian**. “We urge our federal partners to leverage these agreements, providing government workers with transformative AI tools that streamline operations, cut costs, and enhance results.”

“GSA is accelerating access to AI for federal agencies and delivering on the President’s AI Action Plan,” **said FAS Commissioner Josh Gruenbaum**. “OneGov represents a paradigm shift in federal procurement that is leading to immense cost savings, achieved

Concerns about Markup caps

- Proprietary pricing data
- Ignores value-add
- Large OEMs push most of their work through SB VARs

Topic 6



How to Respond in 2026

Takeaways



Understand the Mandate

- Some agencies are moving contracting to GSA, but slowly
- Expect exceptions for mission-specific flexibility

Watch the Best-in-Class contracts

- SEWP and CIO-SP might be moving
- Would lead to extended transition period, procurement cycles

Sell the Mission

- Market to the program office
- Reach out to agency OSBP/OSDBUs
- Minimize distance between mission and execution

Questions?



Sam Le

Sam Le Law

Email: sl@samlelaw.com

 [linkedin.com/in/samlelaw](https://www.linkedin.com/in/samlelaw)

WWW.SAMLELAW.COM



