

# All Roads Lead to GSA

Moving Forward with GSA and GWACs

**Presented by:**

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## **Brian Friel**

Owner, BD Squared LLC

Brian Friel is a federal contracts expert with two decades of experience analyzing the business of government.

Using a big data approach, Brian and his company BD Squared have assisted dozens of companies win major contract vehicles including Alliant 2, OASIS, OASIS+, Polaris, FBI ITSSS-2, CIO-SP4, STARS III, SeaPort-NxG, MDA SHIELD and VETS 2.

His company has also provided Gate Zero reviews of more than 9,000 task order level opportunities, aiding contractors in winning more than \$6 billion in task orders on those vehicles in the past six years.

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# Moving Forward with GSA and GWACs

Governmentwide contracts managed by GSA are now the go-to choice for buyers to acquire billions of dollars in goods and services. These contracts must be a part of any company's business strategy if they wish to succeed in the federal market.

This presentation is an overview of the GSA and GWAC landscape. We will provide a blueprint for gaining access to these contracts as a prime over the next five years.

# The Contract Vehicles to Know

01

Government-wide Acquisition Contracts (GWACs): Alliant 2, VETS 2, STARS 3, Polaris (SB, HUBZone, WOSB, SDVOSB), CIO-SP3, CIO-SP3 SB, CIO-CS, SEWP V

02

Government-wide and Enterprise-Wide Contracts: OASIS+, Navy SeaPort-NxG, VA T4NG, DLA JETS 2.0, Army RS3, Army ITES-3S

03

GSA Schedules

04

Blanket Purchase Agreements: BPAs include AMCOM EXPRESS, FBI ITSSS-2, DOT SWES 2.0

# OASIS+

- Opens Jan. 12 and will remain open for bidders through at least December 2029.
- Scope includes 13 domains: Management & Advisory; Technical & Engineering; Research & Development; Intelligence; Enterprise Solutions; Environmental; Facilities; Logistics; Business Administration; Human Capital; Financial; Social Services; Marketing & Public Relations
- Qualifications Matrix: 36 credits to win Small Business; 42 credits to win Unrestricted

# VETS 2

- Runs through February 2028. There won't be a VETS 3. Polaris SDVOSB will replace VETS 2.
- Scope includes IT Services.
- Just over 30 primes.

# Polaris

- In Source Selection now. Polaris SDVOSB and Polaris HUBZone are up and running. More awards and notices to proceed in 2026 for SB, WOSB, SDVOSB and HUBZone. Next on-ramp in 2029 at the earliest
- Scope includes IT Services
- This is the most competitive small business GWAC. You need sizable contracts, DCAA audit, CMMI, several ISOs, Top Secret FCL

# Alliant 3

- In Source Selection now. Contract to begin in 2026. On-ramp expected in 2029 at the earliest
- Scope includes IT Services
- This is the most competitive GWAC. Few small businesses could even qualify. You need very large contracts, DCAA audit, CMMI, several ISOs, Top Secret FCL



# SEWP VI

- In Source Selection now. Contract begins May 1, 2026. On-ramp likely in late 2028/early 2029.
- Scope includes commodities in Category A; Enterprise Services in Category B and Targeted Services in Category C
- Pass/fail evaluation criteria include demonstrated experience, ISO 9001 and (for Category B) CMMI Level 2 or greater

# STARS 3

- Runs through July 2029. The three-year option will be exercised in July 2026. Doubtful there will be a STARS 4
- Scope includes IT Services.
- Just over 1100 primes, which will drop to under 400 when the option is exercised.
- GSA Schedules in MAS 54151S and 54151HACS have identical scope. STARS 3 is duplicative of the schedules' 8(a) component

# CIO-SP3 and CIO-SP3 SB

- Runs through April 2026.
- Scope includes IT Services.
- The replacement contract, CIO-SP4, has been in source selection and protest for four years. If awarded in 2026, the next opportunity to bid would be no earlier than 2028.
- We expect these vehicles may shut down in 2026 or become exclusive to HHS.

# CIO-CS

- Runs through April 2026.
- Scope includes IT commodities.
- The replacement contract, “The Store”, has not been competed.
- We expect this vehicle to shut down in 2026.

# Key Steps

- Assess your readiness for OASIS+, Polaris and SEWP VI.
- Subcontracts count as experience for all three vehicles.
- Consider certifications including ISO 9001, CMMI, ISO 27001, and CMMC.

# Questions?



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