OST GLOBAL SOLUTIONS

Strategies for the 2025 Federal Shutdown

28 October 2025

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Agenda

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- A Little Bit About OST
- The Government Shutdown Impacts
- Suggestions and Options
- Q&A

About OST

OST GLOBAL SOLUTIONS

WE'VE WON OUR CLIENTS OVER $28 BILLION IN GOVERNMENT CONTRACTS SINCE 2005

BUSINESS DEVELOPMENT, CAPTURE, AND PROPOSAL CONSULTING

- Build Portfolio of Indefinite Delivery Vehicles
- Develop Opportunity Pipelines
- Capture Opportunities
- Win Proposals
- Optimize Your Processes

REGISTERED APPRENTICESHIP IN GOVERNMENT BUSINESS DEVELOPMENT; 18 COURSES IN ALL ASPECTS OF FEDERAL BUSINESS DEVELOPMENT

B&P ACADEMY

- Certified Business Developer
- Certified Capture Manager
- Certified Proposal Manager
- Certified Proposal Coordinator
- Certified Proposal Writer

SBIR/STTR Proposal Lab for Maryland and Alabama SBA FAST Grant

GovCon Incubator

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The State of
Federal
Contracting

The 2025 Shutdown: Where We Are

- Full appropriations lapse – longest in history
  - **1995–96:** 5 days in Nov. 1995 and 21 days Dec. 1995–Jan. 1996
  - **2013:** Oct. 1–16
- We're on Day 29
- Agency guidance dictates allowable activities
  - Anti-Deficiency Act Rules Apply: a law that prohibits federal agencies from spending or obligating funds in advance of or more than an appropriation unless specifically authorized by law.
  - Furloughs: approximately 750K employees (25%-out of est. 3M employees) on unpaid leave.

Inconsistent Revenue Generation and a Dwindling Opportunity Pipeline

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- Current active contracts
  - Contract pauses
  - Contract performance depends on available obligation and written CO direction
  - Delayed payments, approvals, protests, and court timelines may slip
  - Administrative backlogs build-affecting evaluations, closeouts, and mods
  - Reduced government engagement due to furloughs
  - Many invoices are not being paid
- Limited solicitations
  - New opportunities
  - Awards are paused
  - RFIs/RFPs release delays and cancellations
  - Lack of opportunities
  - Unable to connect with CO's and COR's

By the Numbers

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- Over the last 10 months an uptick in RFI's and significant decrease in RFP's, RFQ's and TO's
- Nearly 7 in 10 small businesses lost active contracts by mid-summer 2025 and are struggling to identify new opportunities.
- Pipeline drag is hampering new growth and BD forecasts.
- Federal solicitation volume is down 74% from 2024.
  - 2024: 56,929
  - 2025: 14,807 (Jul-Aug)
- Contract cancellations and terminations 11%+.
  - 2024: 39,920
  - 2025: 44,415 (with 2 months remaining)

Top markets affected by cancellations and terminations:

- Professional services ($10B+)
- Information Technology ($4B+)
- Research and Development ($2B+).
- International Development Contracts ($40B+)

Districts At Risk of Long-Term Federal Procurement Loss by Party

Democrats	District	Order value	Republicans	District	Order value
Eleanor Holmes Norton	DC	$4.7B	Rudy Yakym	IN-2	$1.1B
James Walkinshaw	VA-11	2.3B	Tony Gonzales	TX-23	581.4M
Don Beyer	VA-8	2.2B	Max Miller	OH-7	337.9M
Jamie Raskin	MD-8	2.1B	John James	MI-10	282.5M
April McClain Delaney	MD-6	1.5B	Chip Roy	TX-21	116.2M
Hank Johnson	GA-4	568.0M	Greg Murphy	NC-03	106.7M
Glenn Ivey	MD-4	469.9M	Michael Cloud	TX-27	82.1M
Sylvia Garcia	TX-29	370.6M	Jeff Crank	CO-5	66.5M
Suhas Subramanyam	VA-10	274.1M	Mike Haridopolos	FL-8	62.4M
Bobby Scott	VA-3	263.4M	Dan Newhouse	WA-4	59.5M

Source: Bloomberg Government
Note: Data as of Oct. 24.

Bloomberg Government

Suggestions
and Options

Looking Forward – The Next 6-Months

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Word on the street: Government reopens between Nov 1st – Nov 7th

GOVERNMENT SCHEDULE: SHUTDOWN OVER / NEXT STEPS		
	Active Awards	**New / Pending Solicitations**
Week 1	• OMB/OPM issue lapse-end guidance • Agencies stand up return-to-operations cells • COs/CORs inventory stop-work and excepted work • CFO/finance re-open funds control; payment/obligation systems come back online	• Acquisition executives review portfolio & funding • Validate which draft/final RFPs have executable funds • Identify cancels/rescopes/deferrals. • Working groups reopen acquisition planning boards
	• COs send written resume-work / lift stop-work notices • Issue interim funding or advise on funding gaps • Program offices re-sequence deliverables / acceptance events	• Contracting offices prepare amendments to reset proposal due dates • Decide on industry-day reschedules.
	• Triage mods: no-cost time extensions, POP realignments, bilateral admin mods • Finance validates remaining obligation balances and drafts incremental-funding mods for cost-type/IDIQ TOs	• Post amendments re-opening Q&A's • Update Section L/M as needed • Repost paused RFIs.
	• Evaluation/acceptance events resume • CORs restart inspections/testing • CPARS schedules re-aligned • Program offices issue recovery schedules to stakeholders	• Source-selection teams reconvene • Finalize amendment text; repost in portals (SAM/eBuy). Post updated acquisition forecasts; publish new tentative drop dates
Week 2	• Issue incremental-funding and resume-work mods at scale • Payment offices begin working invoice backlogs	• Final RFP/RFQ waves release (often in compressed batches) • Evaluation timelines tightened; down-select notices go out
Week 3	• Program/COs negotiate no-cost extensions where Government-caused delay is documented • Schedule re-baselines/IBR (if EVMS) and updated IMS approvals	• ENs/Discussion letters issued • Pre-award debrief schedules placed on calendar for near-term awards
Week 4	• COs establish negotiation priorities and target resolution windows	• Awards on ready packages • Debriefs conducted • Cancellations/rescopes posted with rationale
Week 5–6	• Backlog burn-down: closeouts, sustained QA, and contract administrative actions (GFP, property, security) catch up	• Second surge of releases as slow-to-fund programs finalize approvals • Corrective-action notices posted

Looking Forward – The Next 6-Months

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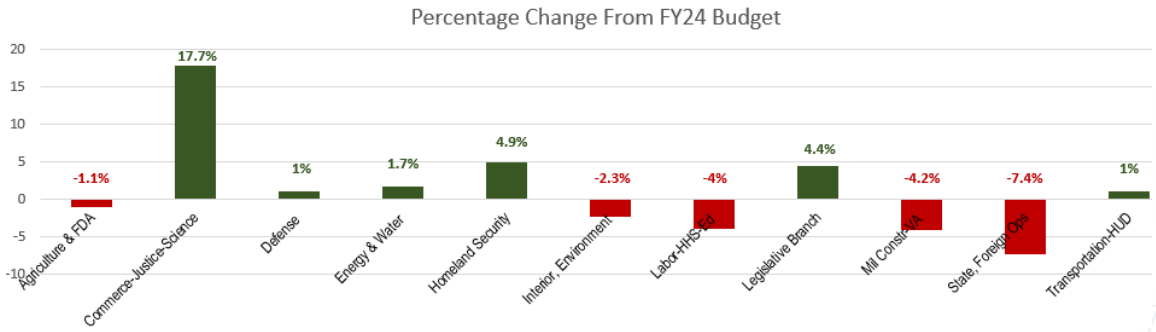
- Likely industry will see increased solicitations to reduce the backlog and delays caused by the shutdown
- New acquisitions will likely be delayed
- May see more industry days
- Things to keep in mind:
  - Procurement consolidation is continuing with GSA trying to "rationalize" the IDIQ/GWAC portfolio for common goods and services
    - NASA SEWP Program Office is fighting to keep control of SEWP V
    - GSA Schedules are continuing to be consolidated
  - GAO's funding is forecasted to be cut by 50%
    - Protests will likely be delayed or take longer
    - Oversight of improper contracting practices will be diminished



Proactive Steps to Prepare

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- Catch up on pipeline hygiene: audit and Reassess Current Pipeline
  - Reprioritize opportunity priorities – assume a 1.5-2 month delay on new opportunities (i.e. opportunities that were not being acvitily solicited before the shutdown)
  - Combat pipeline drag: ensure your pipeline is 4-5x your growth goals (up from the traditional 2-3x)
  - Revise quarterly revenue/new bookings projections as awards will be delayed
  - Catch up on qualifying your opportunities
  - Verify POCs, status, and whether dates are active or paused by amendment
  - Open Proposals: Continue the proposal development process – they are still due by the due date until an amendment changes the due date
  - Anecdotal: furloughed employees have nothing to do and are willing to meet
  - Upskill the BD team – take advantage of the lull in activity to take new courses and cross train the team
- Active Contracts
  - Open the lines of communication with the CO's
  - Verify funded backlog and burn; slow discretionary spend on unfunded scope
  - Target Attainable Revenue
    - Accounts with no-year/multi-year appropriations or working capital funds typically keep buying
    - IDIQs/GWACs/BPAs with prior-year funds tend to move faster once staff return
    - Watch for task-order competitions that re-appear quickly post-lapse

Struggles with Traditional BD Organizations

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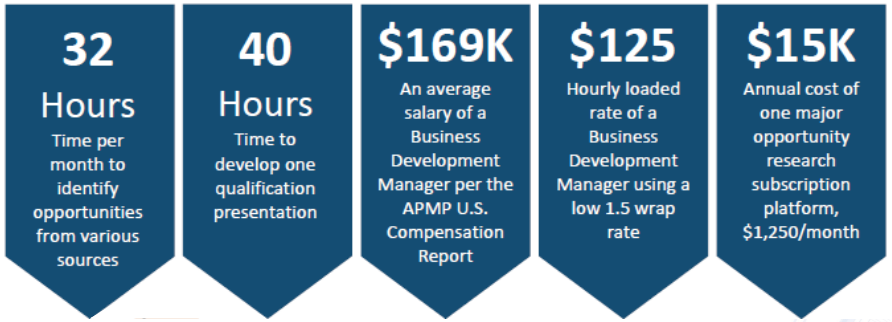
- Difficulty prioritizing strategic opportunities
- Pipeline is full of opportunities that are not real
- Pipeline focuses on opportunity quantity vs. quality
- Not enough resources to dedicate to opportunity qualification
- Not bidding on enough opportunities
- Ineffective gate review process
- Lack of knowledge limits decision making
- Pursue/don't pursue decisions take too long or are based on feelings and guesswork



GovCon Catalyst

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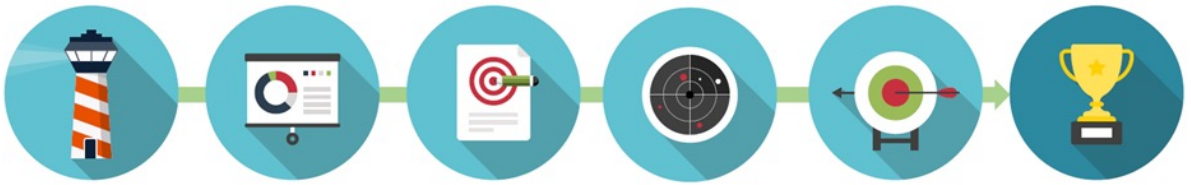
- **Human intelligence** from contracting officers, agency insiders, and industry incumbents confirming which opportunities are real and active
- **Opportunities that align** with your business model, growth objectives, and past performance. On average our clients see a minimum of 6-10 qualified opportunities every , including with GWACs and IDIQs to future proof growth
- **Pipeline Management** across yours and government portals and schedules
- **Actionable results** by providing capture plans, incumbent analysis, gap assessments, and teaming strategies, which are supported by a trusted team of OST's experienced BD professionals



Strategy Session
Compile BD-relevant details about your company and growth goals, and baseline ideal opportunity search parameters

Market Analysis
Provide intelligence to focus on the right agencies, contract vehicles, customer contacts, competitors, and teaming partners across the government

Account Planning
Design a detailed playbook for success at a specific agency, complete with an action plan to grow your footprint at the agency

Opportunity Identification
Identify opportunities monthly to pass Interest/No Interest Decision Gate 1

Opportunity Qualification
Qualify opportunities monthly to pass Pursue/Don't Pursue Decision Gate 2

Success
Higher bid, capture, and win rates

GovCon Catalyst Support

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Service Delivered	Companies <$6M	Companies >$6M	Comments
WinMoreBD.AI License/Integration	✓	✓	Access to OST's focused capture and proposal support application that increases the value of your pipeline and Pwin.
Opportunity Identification	✓	✓	• Support the identification of Federal and SLED opportunities. • Perform all services identified for opportunities that the client presents to OST. • Provide timely updates to notify the client when there are opportunity status changes and new solicitations are identified.
Pipeline Management and Presentation	✓	✓	• Manage OST's Technomile Pipeline application and any applicable client related pipeline tools. • Provide presentation reviews and reports that correlate to opportunities identified.
Monitor IDV Portals	✓	✓	Manage the client's GSA schedule(s) and other applicable portals (e.g.: MAS, 70, OASIS+, STARS III, Seaport, etc.).
Verify Opportunity w/ Customer	✓	✓	Complete human intel coordination with applicable strategic contacts.
Gap Analysis	✓	✓	Review the client's portfolio to assist leveraging capabilities and/or past performance that could assist the client's teaming objectives and potentially increase their PWin.
Streamlined Capture Plan		✓	Supports creation of a plan that strategizes master techniques for customer engagement, intelligence gathering, win strategy development, competitive analysis, teaming, and solution development.
Customer and Incumbent Intelligence		✓	Complete human intel coordination with applicable strategic contacts and facilitate introductions as requested.
Proposal and RFI/Sources Sought Response Support		✓	The services listed are illustrative; effort will be flexibly allocated within the firm-fixed-price retainer at our discretion. Limited proposal support is offered only if retainer funds remain and are not guaranteed.

WinMoreBD.ai

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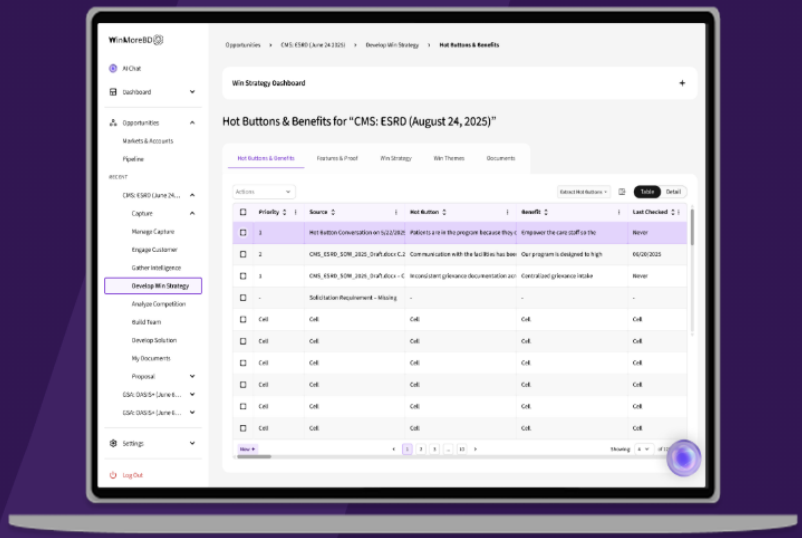
Stop Losing Winnable Contracts

WinMoreBD.ai™ transforms how government contractors win by automating capture strategy with AI that actually understands BD

Our AI thinks like your best business developers, automates the capture grind, and delivers win strategies that work – doubling your win probability (Pwin). While profit margins remain thin for government contractors, the difference between pursuing winnable versus unwinnable opportunities will determine who will thrive, who will survive, and who will not.

Request Early Access Deal | Schedule a Demo



AI-Powered Strategies to Win Government Contracts | WinMoreBD.ai

Special Offer: Limited to first 50 Companies

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- 33% off the first-year AI license cost when it launches in December 2025; we're deferring payment to 2026 to accommodate cash flow issues due to the shutdown.
  - Quarterly fee of $6,000/quarter; or
  - Annual fee of $20,500 ($3,500 savings)
- 5 licenses included to OST's self-paced training courses, which is a $60,000 value.
- 310 hours of training in full lifecycle BD (foundations and advanced).
- Optional U.S. Department of Labor certificate.

Time to Strategy 75% Reduction

Focused capture and proposal efforts on what it takes to win in less time, allowing you to position yourself for success

Win Probability 2x Improvement

Average PWin increase for pursued opportunities, moving you closer to high performers

Pursuit Costs 50% Reduction

Decrease in labor hours per opportunity pursued while maintaining capture and proposal quality

Time to First Draft 4x Reduction

Easy transformation of win strategies and solution into persuasive proposal content, contributing to higher Pwin

Next Steps
& Resources

Next Steps & Resources

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- We provide market analysis, BD strategy, pipeline management, opportunity qualification, and other capture support.
- We are happy to schedule time to discuss your business development needs:
  - https://calendly.com/ostglobalsolutions/bdconsulting?month=2023-09
- We have a subcontractor portal where you can upload your capabilities for opportunities:
  - https://www.ostglobalsolutions.com/teaming-partner-match-portal/
- We regularly publish updates to major contracts through our newsletter and blog:
  - Blog: https://www.ostglobalsolutions.com/blog/
  - Newsletter sign up: https://www.ostglobalsolutions.com/tag/email/

Let’s Partner in Winning Business

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