



2026 Top Solicitations to Target

1/22/2026

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AGENDA



OST GLOBAL SOLUTIONS



- About OST
- Current State Of Gov't Contracting
- What to Watch For
- Top 2026 Solicitations
- Building Your Pipeline
- How OST Can Help You





HIGHLIGHTS

- Won \$27B+ for our clients in funded awards since 2005
- Nearly 20 years in GovCon BD: home of the GovCon Incubator
- AI in BD course (launched 2024) delivered to 112 companies

Bid & Proposal Academy

- 18 Courses: Foundations through Advanced Capture and Proposal Management
- Customized Corporate Training
- DoL-certified Government BD Apprenticeship Program

GovCon Catalyst

- Pipeline services that deliver a full business development strategy backed by real human intel that results with winnable opportunities and measurable ROI.

Capture and Proposal Services

- A **Capture** process that includes customer engagement, intelligence gathering, win strategy development, competitive analysis, teaming, and solution development.
- Developing entire **Proposals** from start to finish, collaborating with SMEs, providing surge support, or offering targeted proposal guidance and color team reviews.



2026 Government Contracting:

- is expected to improve compared to 2025 (more solicitations and task orders)
- will remain highly competitive and structurally different from pre-2024 norms
- is primarily focused on consolidating buying: established GWACs, IDIQs, BPAs, and GSA Schedule



Budget Growth / Stability

- **DoD:** \$848.3B → **\$961.6B** | +\$113.3B (+13.4%)
- **DHS:** \$65.1B → **\$107.4B** | +\$42.3B (+64.9%)
- **VA:** \$129.2B → **\$134.6B** | +\$5.4B (+4.1%)
- **DOT:** \$25.2B → **\$26.7B** | +\$1.5B (+5.8%)
- **GSA:** -\$0.9B → **\$0.5B** | +\$1.3B (Reversal)



Budget Declines

- **HHS:** \$127.0B → **\$93.8B** | -\$33.3B (-26.2%)
- **NSF:** \$8.8B → **\$3.9B** | -\$4.9B (-55.8%)
- **EPA:** \$9.1B → **\$4.2B** | -\$5.0B (-54.5%)
- **NASA:** \$24.8B → **\$18.8B** | -\$6.0B (-24.3%)
- **DOE:** \$49.8B → **\$45.1B** | -\$4.7B (-9.4%)

Significant Increases:

- **\$113B+** for the Pentagon= **\$961.6B**
- **\$42B+** for DHS= **\$107.4B**

Major Cuts:

- **(\$163B)** cut to non-defense spending
 - **(\$33B)** for HHS **(-26.2%)**

2026 favors firms aligned to defense, security, infrastructure, and GSA-led vehicles



2026 Government Contracting Milestones

What Private-Sector GovCon Firms Should Watch

FY27						
JAN	Feb–Mar 2026	Feb 2026	Spring–Summer 2026	Aug 2026	Sept 30, 2026	Oct 1, 2026
Jan 30, 2026 CR Funding Deadline Potential award delays Limited new starts	Feb–Mar 2026 Appropriations Clarity RFPs & awards accelerate	Feb 2026 FY27 President's Budget Future priorities signaled	Spring–Summer 2026 Hill Markups & NDAA Requirements refined	Aug 2026 Pre-Q4 Planning Task orders queued	Sept 30, 2026 FY26 Closeout Q4 spending surge	Oct 1, 2026 FY27 Begins Possible CR drag

Funding drives opportunity timing. Firms that align capture ahead of these milestones are best positioned to win in 2026.



Top Solicitations



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1. THE STORE (CIO-CS FOLLOW-ON) **\$20B**
2. OASIS+ **\$60B**
3. OMNIBUS IV – SMALL BUSINESS ON-RAMP **\$10B**
4. HRS GENERATION VI (HRS GEN VI) **\$7.6B**
5. 2GIT (2ND GENERATION IT FOLLOW-ON) **\$5.5B**
6. GSA ASCEND **\$5B**
7. ARMY MAPS **\$50B**



Items of Interest

- All are geared for small business and have set aside options
- **\$158B+** in funding
- All 6 solicitations are:
 - Owned or Transitioning to GSA
 - Dependent on GSA MAS/SIN alignment

1. THE STORE (CIO-CS FOLLOW-ON)



The Store

- Follow-on to CIO-CS (Chief Information Officer–Commodities and Solutions)
 - Under CIO-CS, small businesses won 68% of all obligated dollars
- Best-in-Class IT marketplace
 - hardware, software, cloud, cybersecurity, collaboration tools, health IT, and integration services.

What's changing is administration?

- All signs point to GSA taking over from NITAAC, which could make having a GSA Schedule and the appropriate SIN alignment critical for the first eligibility gate.

- Estimated Value: \$20B
- Agency: HHS (NIH/NITAAC)
- RFP Release Q1 FY26 | Award Q3 FY26
- Why it matters:
 - Massive revenue ceiling
 - Strong small business track record
 - Eligibility risk tied to GSA readiness

CIO-CS
IT COMMODITIES STORE

2. OASIS+ On-Ramp (Phase II)



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OASIS+:

- Federal government's central platform for non-IT professional services,
- 700 awardees+
- **Five new domains** were added, 13 total
 - Business Administration, Financial Services, Human Capital, Marketing & PR, Social Services
- Uses a scorecard-based evaluation, meaning documentation quality and positioning matter as much as raw experience.
- Now able to use QP's and Past Performance across multiple domains



- **Estimated Value: \$60B+**
- **Agency: GSA**
- **Continuous On-Ramps: Starting Q1 FY26**
- **Why it matters:**
 - Represents a chance to enter or expand on one of the most powerful vehicles

2. OASIS+ Support



T&M Services: \$4,000-\$6,000

1. Scorecard Assessment, Review, and Guidance \$1,000-\$1,800

2. Resources and Forms \$3,000-\$4,200

- a. CPAR's and JP-6's
- b. Reps and Certs
- c. Past Performance Correlation and Documentation
- d. Teaming Strategy and Support
 - i. Qualify for Additional Pools and/or Domains
 - ii. Additional Past Performance and Scorecard Points
- e. Cyber Security and Supply Chain Risk Management Plan Initial Creation
- f. Submission in Symphony

Phase 1 Support

25 Companies
34+ Submissions

Phase 2 Support*

18 Companies
24 Submissions

* As of 1/21/2026

3. OMNIBUS IV – SMB ON-RAMP



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OMNIBUS IV

- Long-term medical research and development IDIQ supporting defense health and translational science
- Three years into a 10-year vehicle
- Small business on-ramp to expand participation across socioeconomic categories (8a Focus?)

OST supported proposal efforts that resulted in two awards with the prior OMNIBUS IV contract



- Estimated Value: **\$10B+**
- Agency: U.S. Army
- RFP Release **Q1 FY26** | Award **Q4 FY26**
- Why it matters:
 - Ideal for firms in biotech, medical R&D, regulatory support, and translational science
 - One of the largest small-business- health R&D vehicles through 2032

4. HRS GENERATION 6 (HRS GEN VI)



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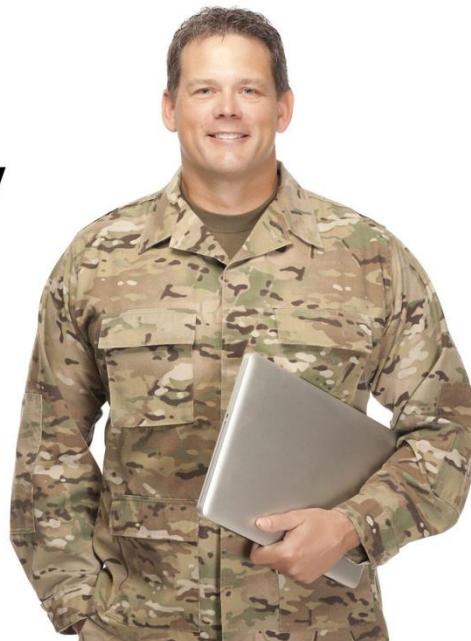
HRS GEN VI

- Next iteration of the Army's enterprise HR services contract
- Personnel Lifecycle Support (PLS) and Recruitment & Management Administrative Support (R-MAS)

U.S. Army

Common Hardware Systems
6th Generation (CHS-6)

**\$6 Billion
Solicitation**



- **Estimated Value: \$7.6B**
- **Agency: U.S. Army**
- **RFP Release Q4 FY26 | Award FY28**
- **Why it matters:**
 - Large, stable HR services spend
 - Mixed unrestricted and SB structures

HRS Gen 5:

- Awarded in late 2018, Expires mid-2028
- 28 total IDIQs
- Vendor Makeup
- PLS: 17 primes (8 small businesses)
- R-MAS: 11 primes (small business primes)

5. 2GIT (2ND GENERATION IT FOLLOW-ON)



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2GIT

- Best-in-Class IT Commodity BPA
- Scope: hardware, software, licenses, maintenance, and installation services.
- This vehicle is a replacement for Netcents-2 and aligns closely with FAR Part 8 priorities for commercial IT buying.
- Incumbent contract expires March 2026

- Estimated Value: \$5.5B
- Agency: GSA
- RFP Release Q1 FY26 | Award Q3 FY26
- Why it matters:
 - Strong small business participation
 - Streamlined Part 8 Buying*



What is Part 8 Buying?

Federal agencies are directed (under FAR Part 8) to use 2GIT BPAs as their preferred source for IT hardware, software, and related services before pursuing a separate open competition, assuming 2GIT meets the requirement.

6. GSA ASCEND



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GSA Ascend

- New multi-pool BPA
- Focused on cloud services
 - IaaS, PaaS, SaaS, and cloud-related services
- Awards will be made by pool
 - All qualifying Pool 1 vendors will be eligible for award

- Estimated Value: **\$5B**
- Agency: GSA
- Pool 1 RFP Release **Q1 FY26** | Award **Q2 FY26**
- Why it matters:
 - Cloud spending has surged
 - FY25 small businesses received \$7.8B
 - Multiple award pools
 - Clear SIN requirements (518210C, 54151S)



7. ARMY MAPS

ARMY MAPS

- Multiple-award IDIQ
- Consolidates of Army's ITES-3S and RS3 Contracts
- Knowledge-Based Professional Services
- DOMAINS: Technical, RDT&E, Management & Advisory, Emerging IT Services, Foundational IT Services
- Industry Day (Pre-Solicitation Walk-Through): 1/28/2026

- Estimated Value: **\$50B**
- Agency: U.S. Army
- Pool 1 RFP Release **Q2 FY26** | Award **Q3-Q4 FY26**
- Why it matters:
 - Forecasted for 100 awards
 - 20 awards per domain
 - w/ small business reserves per domain



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Scorecard

- **Systems and Rates:** Up to 2 points are awarded for certified systems, including Forward Pricing, Billing, and Property Management.
- **Certifications:** Ensure you meet essential requirements, such as CMMC Level 2 and ANSI/EIA-748 certifications, with each certification earning 1 point.
- **Past Performance:** Demonstrate technical capability and strong past performance aligned with NAICS codes in your target domain, scoring up to 15 points.
- **Recruitment and Retention:** Earn up to 3 points each by showcasing a high-confidence approach to recruiting and retaining qualified personnel.
- **Risk Management:** Highlight proactive risk management plans to earn up to 3 points by illustrating a clear, structured approach to addressing potential challenges.

Building Your 2026 High-PWin Pipeline



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Target the Right Opportunities

- Past Performance and Capabilities

Qualify with Intelligence

- Research + Human Intel:
 - COs, incumbents, interested parties
- Bid/No-Bid discipline (Gates 1-4)

Start Capture Early

- Gap Analyses
- Customer Engagement
- Teaming and Win Theme Creation
- PTW

Execute with Discipline

- Compliance and Compelling Proposals
- Pricing Realism



Agencies are buying more through: GWACs, IDIQs, BPAs, GSA Schedules

Firms without early positioning are being screened out before evaluation and less likely to pass initial review gates

GovCon Catalyst Pipeline Services: ROI

- 6–10 qualified opportunities per month
- ≥90% designated for bid
- ≥85% PWin on pursued bids*

* When OST is the Proposal Manager

In 2026, winning is less about chasing more opportunities and more about pursuing the right ones early!

OST's Pipeline Solution



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Service Delivered	Option 1	Option 2	Comments
WinMoreBD.AI License/Integration	✓	✓	Access to OST's Proprietary AI Capture and Proposal support application that offers solutions that increases pipeline value and proposal Pwin.
Opportunity Identification	✓	✓	<ul style="list-style-type: none"> 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	✓	✓	<ul style="list-style-type: none"> 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.

Let Us Help You



How OST Can Help

- **Opportunity Qualifications**
- **Gap Analyses**
- **Teaming Strategies: OST Teaming Portal (200+ Partners)**
- **Win Theme Development**
- **Scorecard Assessment, Review, and Guidance**
- **Prior, Draft, or Final RFP Delivery:**
 - Creating Annotated Outlines, Compliance Matrices, Schedule Plans (w/ Color Team Reviews)
 - Proposal Management and Writing, Desktop Publishing, Graphics, Cost/Pricing (many other support LCAT's)
 - Separate Compliance SME Support

**OST SUPPORTS 8 COMPANIES
BEING AWARDED MDA SHIELD:
100% WIN RATE**



**Sign-Up for OST's GovCon Catalyst Monthly Pipeline Services & Receive a Free GSA OASIS+ or ARMY MAPS Scorecard Assessment
(multiple pools and domains w/ teaming solutioning and introductions)**

Let's Partner in Winning Business



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