

GovWin
from Deltek



TOP 10 SET-ASIDE Federal Opportunities FY 2024



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Purpose of this Report

Every October, Deltek identifies and assesses the top 10 small business federal contract opportunities for the new fiscal year.

The FY 2024 Top 10 small business opportunities total contract value is more than **\$21.6 B**, consisting of prime contract opportunities from a variety of agencies and industry segments.

This report reveals key trends and patterns in the procurements as compared to prior years to assist vendors in their business development.



- » Drawn from Deltek's GovWin IQ Federal Opportunities database
- » Vetted by Deltek's team of analysts
- » Bellwether opportunities for the coming fiscal year
- » Determined by total expected contract value or the anticipated ceiling value
- » Estimated solicitation dates in fiscal year 2024
- » Opportunities are 100% set-asides

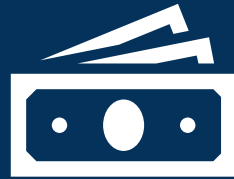
- » Deltek RFP estimate dates are based on our analysis of the earliest potential RFP release date by the government to ensure industry does not miss any procurement activity. As a result, dates will frequently shift as the government solidifies its acquisition plans.
- » The assigned values may vary between published values, government estimates and Deltek estimated values. For its estimated values, Deltek reports the highest possible contract value for any opportunity.
- » The report is intended to be viewed in presentation mode for better readability and hyperlink enablement.

Contents

- » Small Business Trends
- » Top 10 Small Business Federal Opportunities for FY 2024
- » Top 10 Small Business Federal Opportunities for FY 2023 Status Update

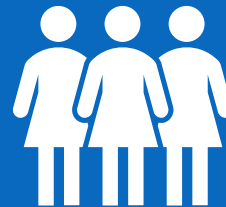
Are you a Large Business or Small? Depends.

Receipts



“Total income” (or “gross income”) plus the “cost of goods sold.”
Numbers can be found on the business’s IRS tax return forms.

Averaged receipts over latest 3 or 5 complete fiscal years. If in business less than 5 years, multiply average weekly revenue by 52



Employees

All individuals employed on a full-time, part-time, or other basis; includes temporary employees and employees of its domestic and foreign affiliates.

Average number of employees for each of the pay periods for the preceding completed 12 calendar months. If in business less than 12 months, then use employee count for each pay periods during in business

If average above results = **Large Business**

If average below results = **Small Business**

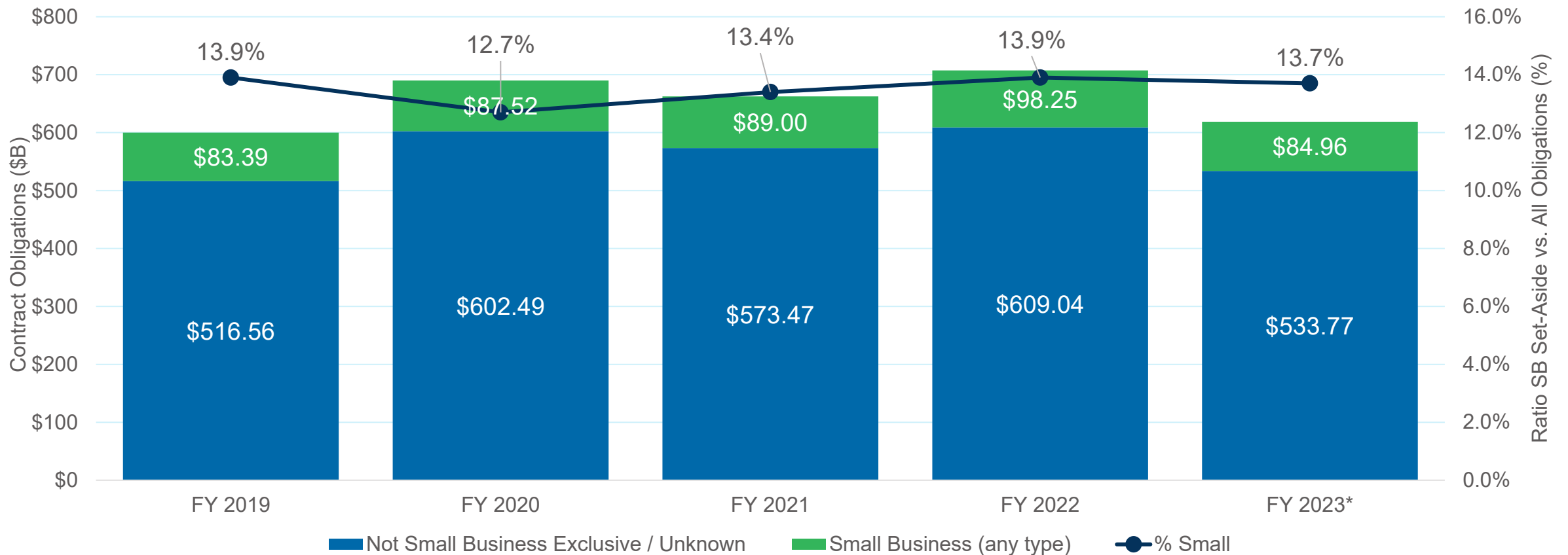
Recommended Resource

[SBA Table of Size Standards](#)
List of Size Standards by NAICS Code

Source: 13 CFR 121.104, 13 CFR 121.106; SBA

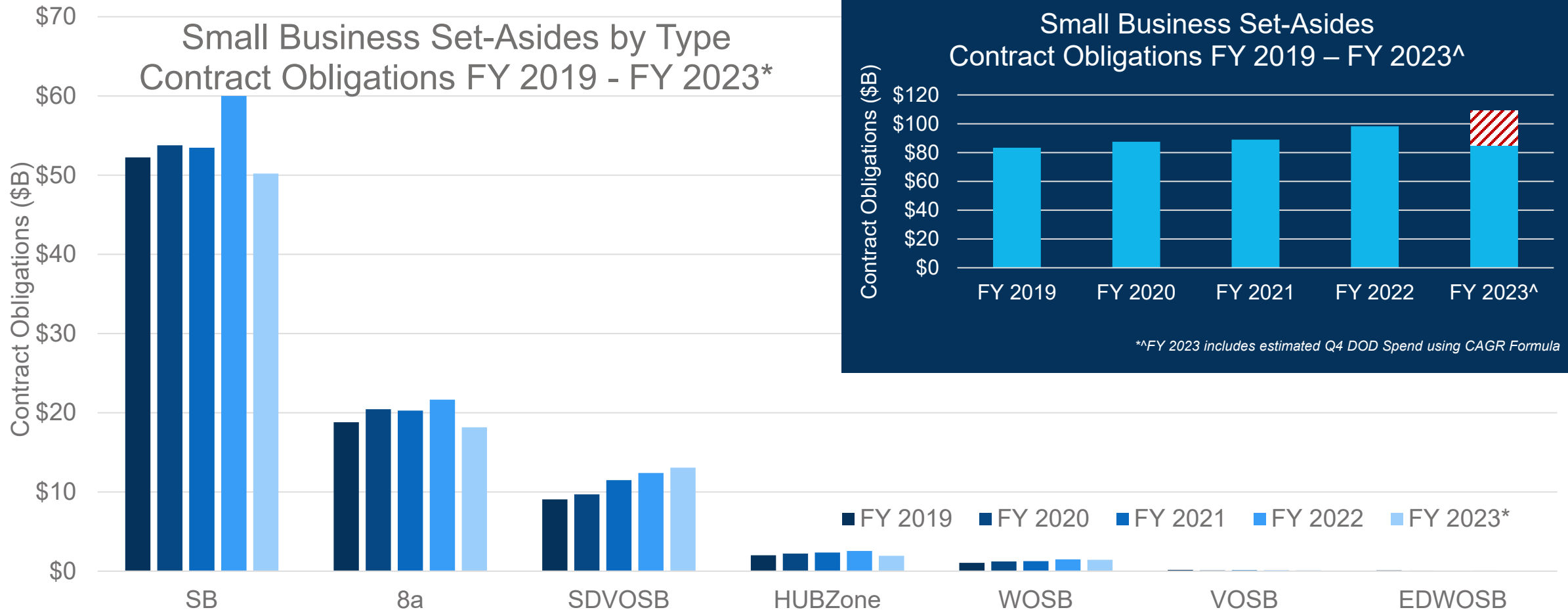
Once Q4 DOD Spend Reported, Expect FY 2023 to Meet or Exceed FY 2022 Small Business Spend

Ratio of Small Business Set-Aside Contract Obligations versus All Contract Obligations



* FY 2023 Spending does not reflect Q4 Defense due to 90-day reporting delay; Source: Deltek, Federal Spending Analytics

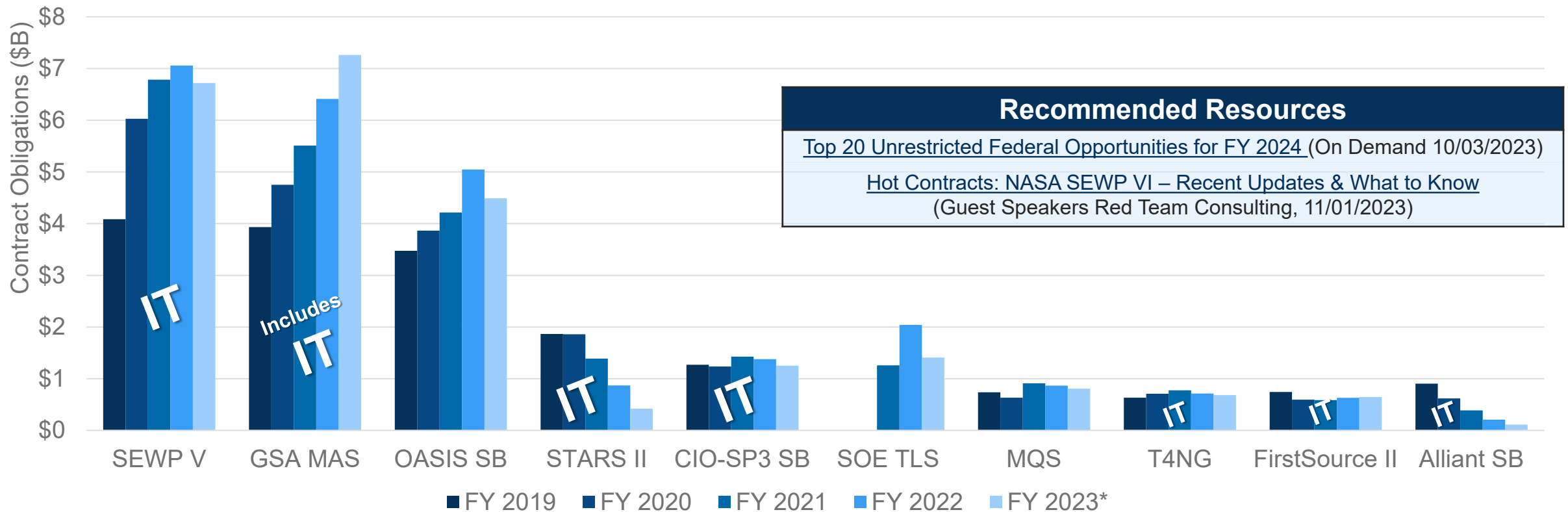
SDVOSB on the Rise



* FY 2023 Spending does not reflect Q4 Defense due to 90-day reporting delay; Source: Deltek, Federal Spending Analytics

If You Provide Information Technology Goods or Services, I Hope You're On One of these Vehicles

Top 10 Contract Vehicles by Obligated Dollars Awarded to Small Businesses (Any Type)
FY 2019 – FY 2023*



* FY 2023 Spending does not reflect Q4 Defense due to 90-day reporting delay; Source: Deltek, Federal Spending Analytics

8(a) Program Eligibility

Social Disadvantage Eligibility

Racial or ethnic prejudice or cultural bias due to identification as members of groups without regard to their individual qualities

Economic Disadvantage Eligibility

Socially disadvantaged individuals with impaired ability to compete in the free enterprise system due to diminished capital and credit opportunities

Ownership Eligibility

51% or more owned by the disadvantaged individuals

Control Eligibility

One or more socially and economically disadvantaged individuals are key decision makers and run the firm

Size Eligibility

Meets size standard based on average receipts or number of employees

Additional Eligibility Criteria

Show Good Character, One-and-Done, No Brokers or Nonprofit Organizations

Special Requirements for Tribally Owned and Alaska Native Corporations

Recommended Resources

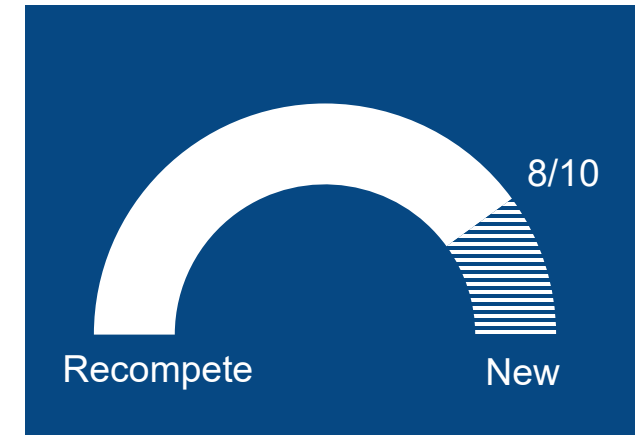
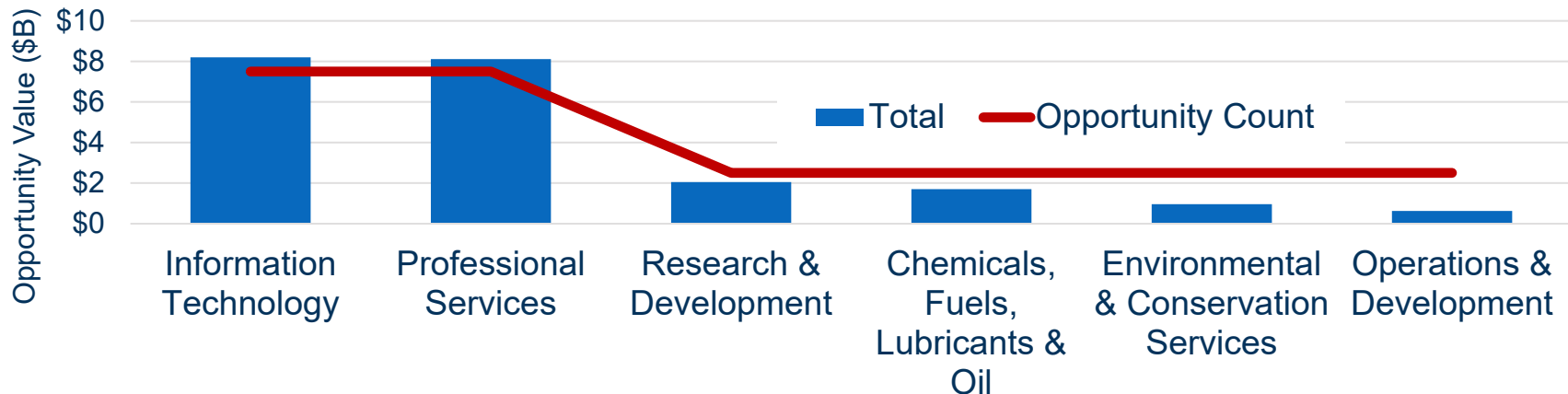
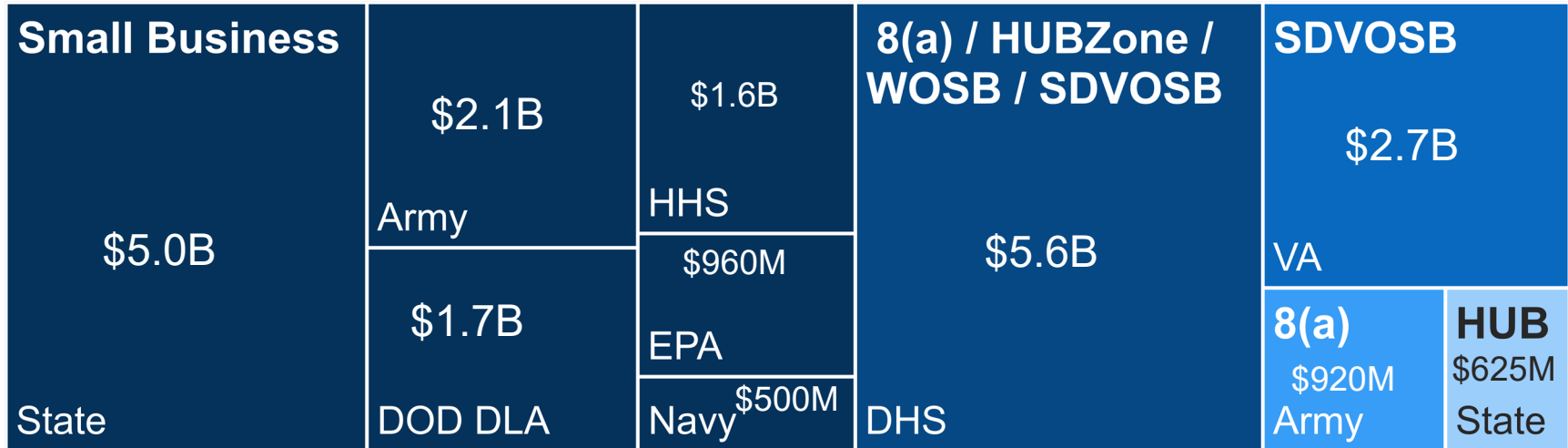
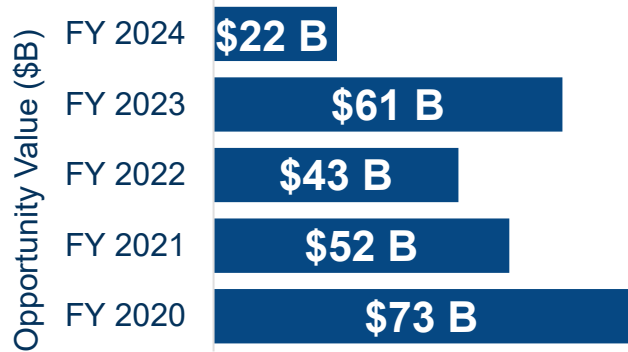
[A Guide to Federal Small Business Set-Aside Contracts and Eligibility](#) (On Demand 09/07/2023, Guest Speaker Maria Panichelli)

[Updates on the 8\(a\) Business Development program](#) SBA, 09/29/2023

Source: SBA

Snapshot: Top 10 Small Business Set-Aside Federal Opportunities FY 2024

Top Opp Totals FY 2020 – FY 2024



FY 2024 Top 10 Small Business Quick Reference List

Rank	Agency	Program Name	RFP Date	Award Date	Est. Value	GovWin IQ ID
1	DHS	Program Management Administrative Clerical and Technical Services III (PACTS III)	10/2023*	08/2024	\$5.6 B	187447
2	State	Access	11/2023*	05/2024*	\$5.0 B	193020
3	VA	VA Secure Performant Reliable and User Centered Experiences IDIQ (SPRUCE)	10/2023*	08/2024*	\$2.7 B*	230782
4	Army	Information Integration and Data Exploitation for Design Development Demonstration and Integration Small Business Set Aside (D3I2 Domain 2)	01/2024	02/2025	\$2.1 B	208510
5	DOD DLA	Chemicals Packaged Petroleum Oil and Lubricants in Support of all US Military Foreign Military and Non-Military Customers (Chem/POL)	02/2024	10/2025	\$1.7 B	235209
6	HHS	NIH Public Information and Communications Services III (PICS III)	10/2023*	04/2024*	\$1.6 B*	207936
7	EPA	Great Lakes National Program Office Remediation and Restoration Services II (GLNPO-RRS-II)	10/2023*	03/2024*	\$960 M	227793
8	Army	NGB Consequence Management Support Center Lexington KY (CoMSupCen)	01/2024	08/2024	\$920 M	209155
9	State	INL Office Of Western Hemisphere Programs FA4 Operations Logistics and Facilities Support Services (INL WHP FA4)	08/2024*	06/2025*	\$625 M*	224359
10	Navy	Enterprise Engineering, Operations and Hosting Support Services	Q2 FY 2024	Q4 FY 2024	\$500 M	182273

* Deltek Estimate

Program Management Administrative Clerical And Technical Services III (PACTS III)

At a Glance

- Opportunity ID:** 187447
- Buying Organization:** DHS
- Solicitation Date:** 10/2023 (Deltek Estimate)
- Award Date:** 08/2024 (Govt Estimate)
- Value:** \$5.6 Billion (Govt Estimate)
- Competition Type:** 8(a), HUBZone, SDVOSB and WOSB
- Primary Requirement:** Administrative, Logistics & Management

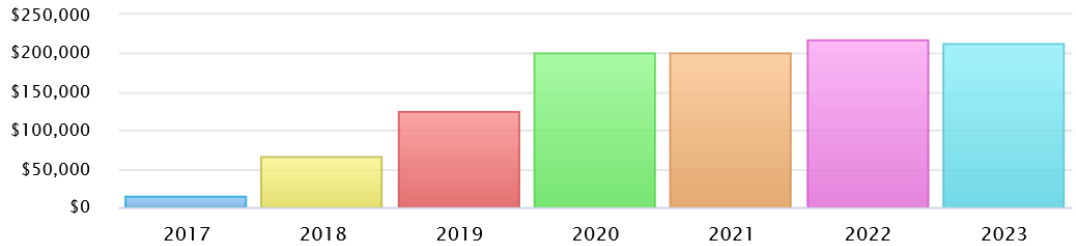
Summary

The Department of Homeland Security’s Program Management Administrative Clerical and Technical Services (PACTS) vehicle provides a wide variety of professional and information technology services. Compared to previous iterations of PACTS, PACTS III will include engineering services.

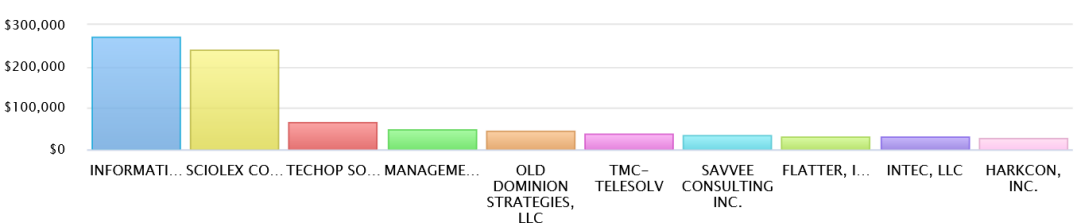
What You Should Know

- » According to the June 2023 Draft, the maximum value is \$5,642,188,950
- » There were 39 awards for PACTS II, out of 156 proposals submitted
- » There are 3 NAICS associated with this opportunity, each representing a different functional categories:
 - » Functional Category 1 (FC1): NAICS 541611, Administrative Management and General Management Consulting Services, \$24.5 million size standard
 - » FC2: NAICS 561110, Office Administrative Services, \$12.5 million size standard
 - » FC3: NAICS 541330, Engineering Services, \$25.5 million size standard

Spending Analysis (000s)



Competitive Analysis (000s)



ACCESS

At a Glance

Opportunity ID: 193020
Buying Organization: State
Solicitation Date: 11/2023 (Deltek Estimate)
Award Date: 05/2024 (Deltek Estimate)
Value: \$5.0 Billion
Competition Type: Small Business
Primary Requirement: Information Technology

Summary

The U.S. State Department, Bureau of Information Resource Management (IRM), wants to create a simpler infrastructure acquisition effort for a range of commodity and specialized IT products and services. It will provide a total solution one-stop-shop in the Information Technology market to meet the needs of the US Department of State.

What You Should Know

- » Originally planned as a BPA under GSA Schedule
 - » May instead use one or more Best in Class GWACS (NASA SEWP, GSA, NITAAC)
- » Primary customer will be the Global IT Modernization (GITM) Program, but will be available department-wide
- » Draft released in May 2021 (!)
- » NAICS 334111, Electronic Computer Manufacturing; Size Standard 1250 Employees
 - » There may be items with a Waiver of Nonmanufacturer Rule (NMR)



Deltek confirmed this is a new requirement; therefore, there are no incumbents.

VA Secure Performant Reliable and User Centered Experiences IDIQ (SPRUCE)

At a Glance

- Opportunity ID: 230782
- Buying Organization: VA
- Solicitation Date: 10/2023 (Deltek Estimate)
- Award Date: 08/2024 (Deltek Estimate)
- Value: \$2.7 Billion (Deltek Estimate)
- Competition Type: SDVOSB
- Primary Requirement: IT Services

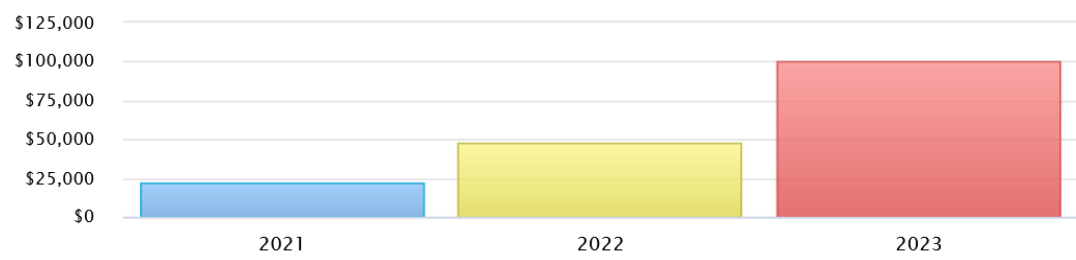
Summary

The Department of Veterans Affairs (VA)'s requirement, SPRUCE (Secure, Performant, Reliable, and User-Centered Experiences) is looking for service-disabled veteran-owned small businesses (SDVOSBs) that specialize in agile software development and user-centered design using modern technologies for a contract which will promote rapid delivery, apply private sector best practices, and measure outcomes.

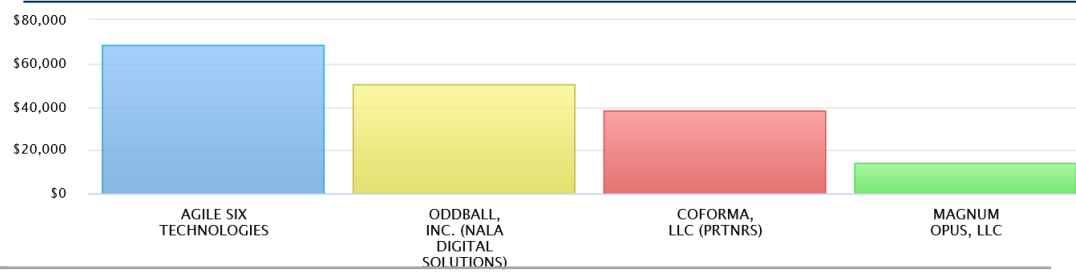
What You Should Know

- » Follow-on to the CEDAR IDIQ (Customer Experience, DevOps, and Agile Releases)
 - » 4 awardees for CEDAR, 8 planned for SPRUCE
 - » Shared award of \$247.2 Million for CEDAR, \$560 Million per year planned for SPRUCE
- » Awarded as an Indefinite Delivery/Indefinite Quantity (IDIQ)
 - » Task Orders will be issued as Time and Materials (T&M/Labor Hour and/or Firm Fixed Price (FFP)
- » NAICS 541519, Other Computer Related Services, \$34.0 million size standard

Spending Analysis (000s)



Competitive Analysis (000s)



Design, Development, Demonstration, and Integration II (D3I2) Information

Integration, Data Exploitation, And Enhanced Warfighter Capabilities (Domain 2)

At a Glance

- Opportunity ID:** 208510
- Buying Organization:** Army
- Solicitation Date:** 01/11/2024 (Government Estimate)
- Award Date:** 02/05/2025 (Government Estimate)
- Value:** \$2.1 Billion (Government Estimate)
- Competition Type:** Small Business
- Primary Requirement:** Research and Development

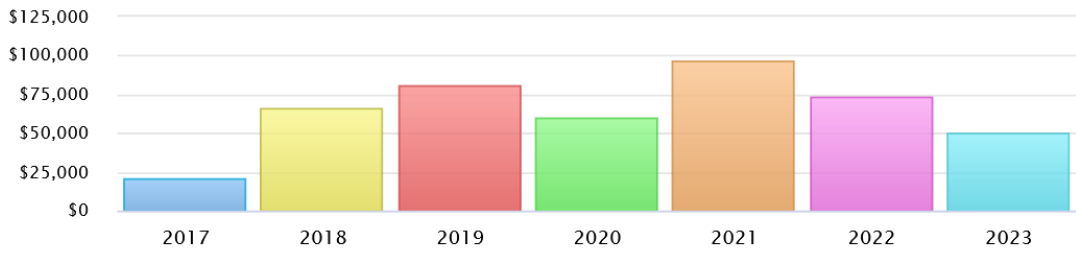
Summary

The D3I2 will provide the U.S. Army Space and Missile Defense Command/U.S. Army Forces Strategic Command (USASMDC/ARSTRAT) with the ability to procure a broad range of missile defense, space and other applicable Warfighter solutions in support of customers' developmental and operational requirements. The requirements are divided into two separate components, called 'Technical Support Areas' (TSA): TSA 1, Enhanced Warfighter Capabilities; and TSA 2, Information Integration and Data Exploration.

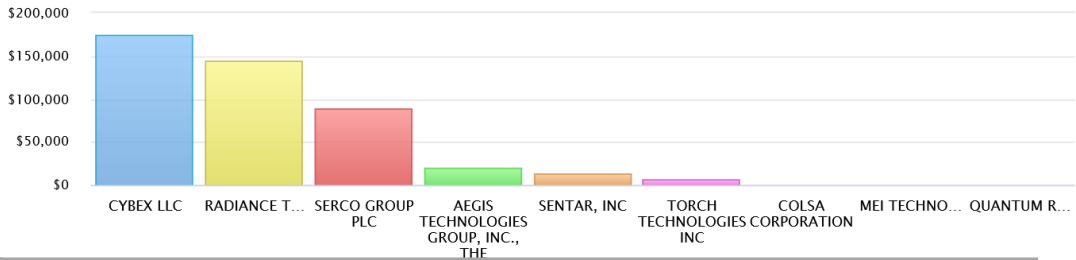
What You Should Know

- » This requirement is the follow-on to the current Domain 2 and Domain 3 D3I
 - » Domain 1 is the Space and High Altitude (HA) support area. It will use full and open competition with a ceiling value of \$2.5 B (see Opportunity ID # 208041)
 - » Deltek expects the Domain 2 solicitation will be issued before Domain 2
- » Value range between \$1.9 B to \$2.5 B
- » A CMMI certification is not required at the D3I2 basic contract level; however, CMMI certification may be required at the task order level
- » NAICS 541715, Research and Development in the Physical, Engineering and Life Sciences (except Nanotechnology and Biotechnology), Exception 3 – Guided Missiles and Space Vehicles, their Propulsion Units and Propulsion Parts, size standard 1300 employees
 - » Of the 10 incumbents, 3 may no longer be small businesses under this NAICS

Spending Analysis (000s)



Competitive Analysis (000s)



Chemicals Packaged Petroleum Oil and Lubricants in Support of all US Military Foreign Military and Non-Military Customers (Chem/POL)

At a Glance

- Opportunity ID:** 235209
- Buying Organization:** DOD DLA
- Solicitation Date:** 02/24/2024 (Government Estimate)
- Award Date:** 10/2025 (Government Estimate)
- Value:** \$1.7 Billion (Government Estimate)
- Competition Type:** Small Business
- Primary Requirement:** Chemicals, Fuels, Lubricants & Oil

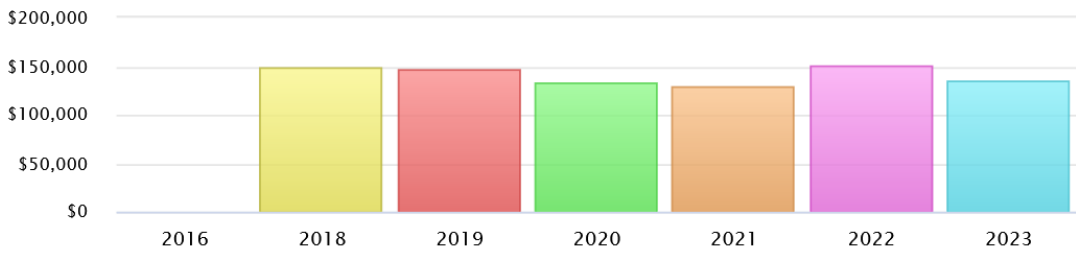
Summary

The contractor shall provide integrated logistics support for Chemicals, Packaged Petroleum, Oil, and Lubricants (Chem/POL) in order to support all US Military, Foreign Military and non-military customers. The procurement is managed by Defense Logistics Agency (DLA) Aviation, the aviation demand and supply manager for the DLA.

What You Should Know

- » Previous procurement used Full and Open competition
 - » Incumbent Science Applications International Corporation (SAIC) will be unable to prime the follow-on
 - » SAIC also held the previous ChemPOL contract (#SPM4AR07D0001)
- » Industry Day was held in May 2023
- » Presolicitation Notice issued in September 2023
- » 325998, All Other Miscellaneous Chemical Product and Preparation Manufacturing; size standard 650 Employees

Spending Analysis (000s)



Competitive Analysis (000s)

The current contract is held by Science Applications International Corporation (SAIC)

Public Information and Communications Services III (PICS III)

At a Glance

- Opportunity ID:** 207936
- Buying Organization:** HHS
- Solicitation Date:** 10/2023 (Deltek Estimate)
- Award Date:** 04/2024 (Deltek Estimate)
- Value:** \$1.6 Billion (Deltek Estimate)
- Competition Type:** Small Business (based on previous competition)
- Primary Requirement:** Administrative, Logistics & Management

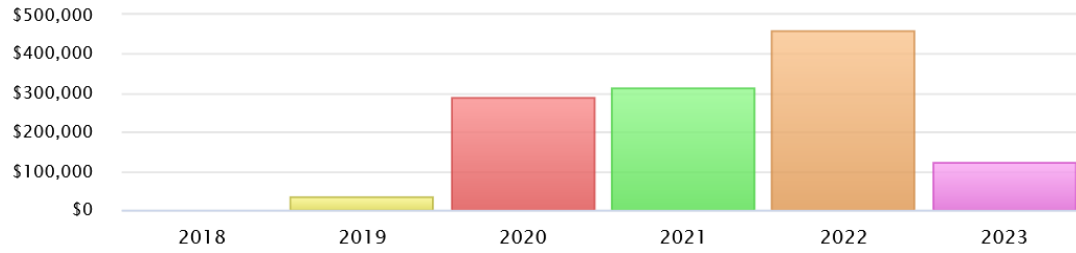
Summary

The Public Information and Communication Services (PICS) contract vehicle offers Institutes and Centers at the National Institutes of Health (NIH) communications and outreach; graphic design; web and database; materials development and distribution; and exhibit support. This is the third iteration of the vehicle.

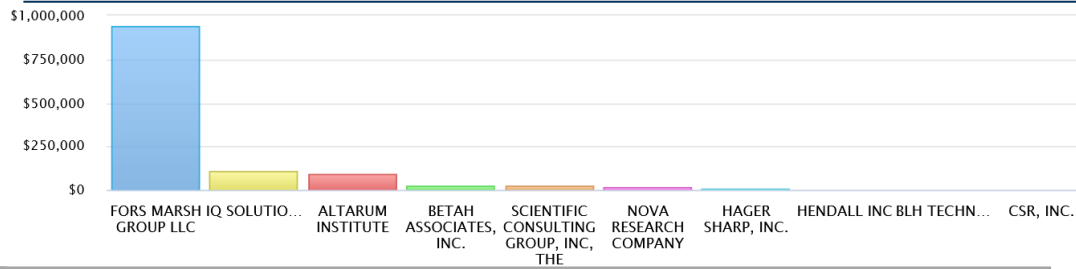
What You Should Know

- » PICS II is not a mandatory-use contract, but 'highly encouraged' and contributes towards small business goals
- » PICS III will be open to agencies outside of HHS on a case-by-case basis, though only HHS bought off the PICS II vehicle
- » The original PICS II vehicle had a \$500 million ceiling, which was increased significantly due to COVID-19 response
 - » The follow-on may not reach the same spending levels as a result
- » All Task Orders are competitive (no sole source tasks)
- » Performance primarily will occur at the contractor facilities or NIH in Bethesda, Maryland
 - » Other locations may include Baltimore, Maryland, Montana, and North Carolina
- » PICS II was awarded NAICS 511199, but this code retired in 2022 and was replaced by NAICS 513199, All Other Publishers, Size Standard: 1000 Employees

Spending Analysis (000s)



Competitive Analysis (000s)



Great Lakes National Program Office Remediation and Restoration Services II (GLNPO-RRS-II)

At a Glance

- Opportunity ID:** 227793
- Buying Organization:** EPA
- Solicitation Date:** 10/2023 (Deltek Estimate)
- Award Date:** 03/2024 (Deltek Estimate)
- Value:** \$960 Million (Government Estimate)
- Competition Type:** Small Business
- Primary Requirement:** Environmental & Conservation Services

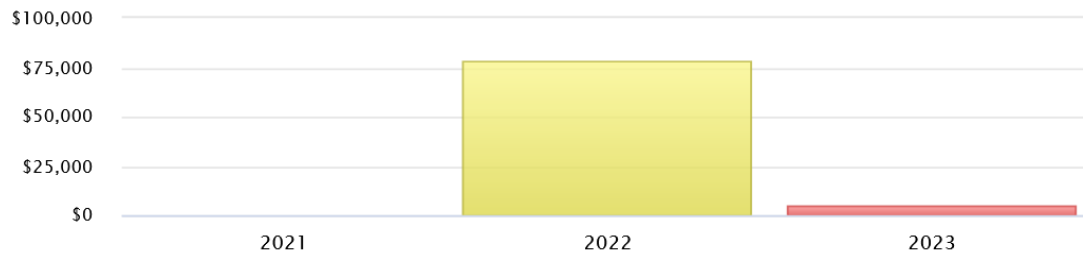
Summary

The United States Environmental Protection Agency (EPA), Region 5 in Chicago, IL, in support of the Great Lakes National Program Office (GLNPO) has a requirement for Remediation and Restoration Services (RRS). The contractor will provide environmental dredging in Great Lakes rivers and harbors and dredged material handling of sediments.

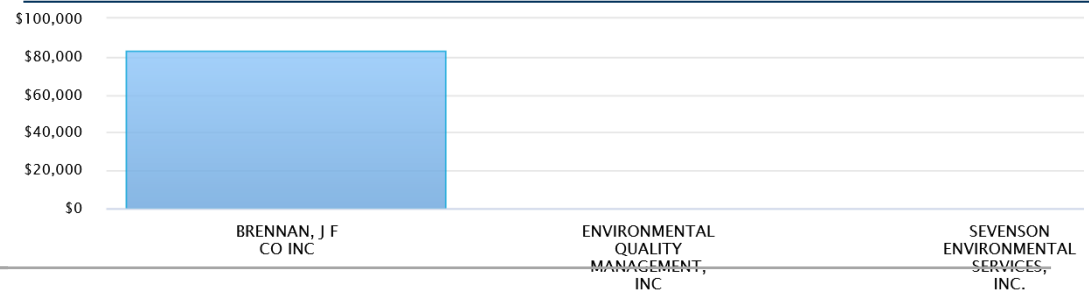
What You Should Know

- » GLNPO-RSS-I had a ceiling of \$300 Million
 - » Three proposals were received, and three contracts were awarded
 - » All three incumbents remain small businesses
- » Contractors will work alongside the Great Lakes Architect and Engineering Services II contractor (CH2M Hill) on projects (see GovWin Opp ID # 204270)
- » Services will be performed in the Great Lakes rivers and harbors – areas of concern for the Great Lakes Legacy Act (GLLA)
- » NAICS 562910, Environmental Remediation Services, size standard 1000 Employees

Spending Analysis (000s)



Competitive Analysis (000s)



NGB Consequence Management Support Center Lexington KY (CoMSupCen)

At a Glance

- Opportunity ID:** 209155
- Buying Organization:** Army
- Solicitation Date:** 01/2024 (Government Estimate)
- Award Date:** 08/2024 (Government Estimate)
- Value:** \$920 Million (Government Estimate)
- Competition Type:** 8(a)
- Primary Requirement:** Administrative, Logistics & Management

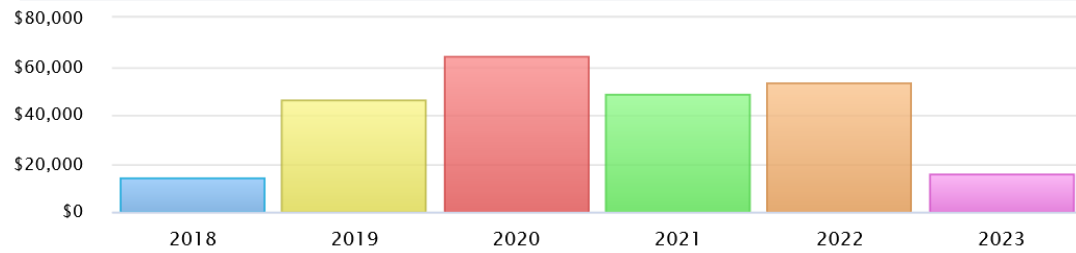
Summary

This contract provides all personnel, equipment, tools, materials, supervision, and quality control necessary to perform the Consequence Management Support Center (CoMSupCen) support services. The contractor charged with operating CoMSupCen is responsible for developing and executing a logistics support system customized to meet the operational requirements of the NGBs specific homeland defense mission with the capability to support contingency operations (i.e., major exercises and national security events) 24 hours a day, 7 days a week when ordered.

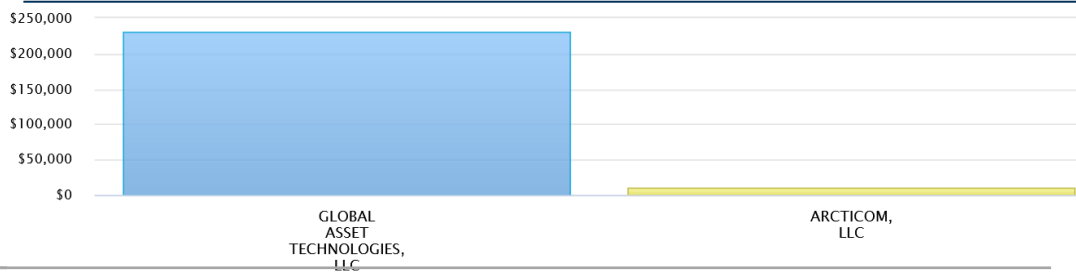
What You Should Know

- » The current contract was for an original duration of 5 years. The follow-on is expected to be 10 years total.
- » The competitive contract with Global Asset Technologies, LLC (Bering Straits Native Corporation subsidiary), ended in 2023
 - » An 8(a) sole source bridge contract was awarded to Arcticom, LLC (also a Bering Straits Native Corporation subsidiary) for an ordering period of June 2023 to December 2024
- » According to the Draft, the total ceiling value over the life of this contract is not-to-exceed \$919,975,851.09
- » **NAICS 541614**, Process, Physical Distribution and Logistics Consulting Services, \$20.0 million size standard
 - » Neither Global Asset Technologies nor Arcticom are small businesses under this NAICS
 - » Arcticom remains an 8(a) (thru 2026), but Global Asset Technologies exited the program in 2020

Spending Analysis (000s)



Competitive Analysis (000s)



INL Office Of Western Hemisphere Programs FA4 Operations Logistics and Facilities Support Services (INL WHP FA4)

At a Glance

Opportunity ID: 224359
Buying Organization: State
Solicitation Date: 08/2024 (Deltek Estimate)
Award Date: 06/2025 (Deltek Estimate)
Value: \$625 Million (Deltek Estimate)
Competition Type: HUBZone
Primary Requirement: Operations & Maintenance

Summary

The US Department of State, Bureau of International Narcotics and Law Enforcement Affairs (INL) may have a continuing requirement to provide support for Western Hemisphere Programs (INL/WHP) via Functional Area 4: Operations, Logistics, and Facilities Support Services.

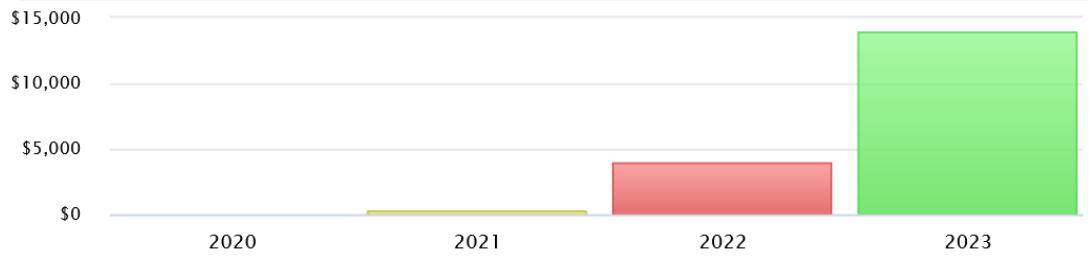
What You Should Know

- » One of 7 original INL/WHP Functional Area (FA) Multiple-Award IDIQs
 - » 3 were cancelled without award
 - » 4 were awarded with potential for follow-on opportunities:

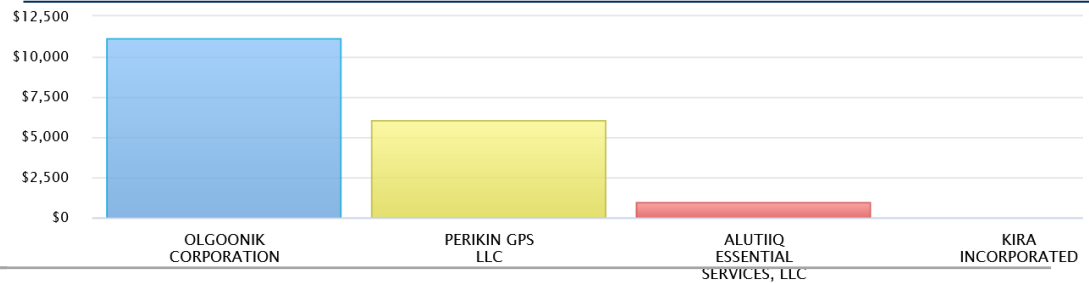
FA	Topic	Comp	Value	Follow-on RFP Est	GovWin Opp ID
FA 2	IT Services	F&O	\$350.0 M	05/2024	223375
FA 4	Operations, Logistics & Facilities Sppt Svcs	HUBZone	\$625.0 M	08/2024	224359
FA 5	Forensics & Non-Intrusive Inspection Equip	F&O	\$200.0 M	07/2025	225086
FA 6	Vehicles	8(a)	\$162.5 M	03/2025	235743

- » Task orders under the incumbent contracts were issued for locations in Haiti, Columbia, Ukraine, Mexico, and Ecuador
- » NAICS 561210, Facilities Support Services, \$47.0 size standard

Spending Analysis (000s)



Competitive Analysis (000s)



Enterprise Engineering, Operations and Hosting Support Services

At a Glance

Opportunity ID: 182273
Buying Organization: Navy
Solicitation Date: Q2 FY 2024 (Government Estimate)
Award Date: Q4 FY 2024 (Government Estimate)
Value: \$500 Million (Government Estimate)
Competition Type: Small Business
Primary Requirement: IT Services

Summary

This contract will support the Naval Air Warfare Center Aircraft Division (NAWCAD) Digital Networks & Applications Department (DNA) to provide, maintain and administer on-site, cloud based, & hybrid IT hosting and data storage solutions across the entire Naval Air Systems Command (NAVAIR) IT enterprise. Additional support includes data storage/hosting solutions systems engineering and integration services.

What You Should Know

- » Previously known as “Enterprise Hosting Support Services” and later as “Enterprise Hosting and Network Computing Support Services”
- » Though referred to as a new requirement by the NAWCAD forecast, previous forecasts identified the incumbent as Smartronix, Inc. under task order # N0042119F0422, through its Alliant 2 Contract # 47QTCK18D0007
- » NAICS 518210, Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services; \$40 million size standard
 - » Smartronix, Inc. is not a small business under this NAICS



Deltek confirmed this is a new requirement; therefore, there are no incumbents.

Top 10 Small Business Opportunities FY 2023 Status

FY 2023 Rank	Agency	Program Name	Est. Value^	GovWin IQ ID	Status
1	Defense	Medical Q Coded Support and Services Next Generation Small Business (MQS2-NG)	\$44.0B	219284	Pending Award
2	Commerce	Professional Scientific and Technical Services Program 2 Fisheries Domain (ProTech 2.0)	\$8.0B	205888	Pending Award
3	Commerce	Professional Scientific and Technical Services Program 2 Oceans Domain (ProTech 2.0)	(Shared)	205892	Pending Award
4	Army	Information Integration and Data Exploitation for Design Development Demonstration and Integration Small Business Set Aside (D3I)(DOMAIN 2)	\$2.05B	208510	FY 2024 List
5	Defense	Healthcare Environmental Cleaning (HEC)	\$4.1B	199667	Pending Award / Protested
6	DHS	Program Management Administrative Clerical and Technical Services III (PACTS III)	\$5.6B*	187447	FY 2024 List
7	HHS	Public Information and Communications Services III (PICS III)	\$1.55B*	207936	FY 2024 List
8	Navy	NAVAIR Initiative Program Management Contractor Support Services (NAVAIR PM CSS MAC)	\$960M*	206533	Archived (Seaport NxG Tasks instead)
9	Army	Medical Facilities Support Services III CONUS (MFSS IIIA)	\$840M	220622	Pending Award
10	Energy	Counter Nuclear Smuggling Systems Deployment Services (CNSSD)	\$1.0B	201570	Pending Award

^ Values may have changed since last year's report

* Deltek Estimate

Small Business Resource Center*

<https://iq.govwin.com/neo/small-business-resources>



Federal Small Business Opportunities*



Small Business Spending Data*



Small Business Innovative Research (SBIR)*



Teaming*



Agency Research*



Government Contacts*



News and Analysis



Events



Training Guides*



Small Business Administration Resources



Other Government Resources



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