



FAR Revisions & Your Business Strategy: *Time To PIVOT!*



FAR Revisions & Your Business Strategy: *Time To PIVOT!*



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**Founder/Managing Partner
NewTHINK Solutions, LLC**

**Originating Founder, Legislative Advisor
National Veteran Small Business Coalition (NVSBC.org)**

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NewTHINK Solutions

Joshua P. Frank MIS, MBA

- ▶ **RSM Federal - Managing Partner**
- ▶ **Executive Business Coach, Speaker, Author**
- ▶ **35 years Public Sector / Government**
- ▶ **Former Military Intelligence Officer**
- ▶ **Small Business Advocate**
 - Strategic Advisor, National Veteran Small Business Coalition (NVSBC)
 - Chairman Emeritus, Veterans Advocacy Foundation (VAF)
- ▶ **Expertise**
 - Education, Training, and Helping Companies Win Government Contracts
 - ***Tactics & Strategies*** to Accelerate Revenue and Market Entry
 - Books and publications serve as academic texts at the collegiate level
- ▶ **Client and Member Success**
 - \$14.6 Billion in Small Business Government Contracts
 - \$30 Billion in Multiple Award IDIQs

FAR Revisions & Your Business Strategy: *Time To PIVOT!*

EXPECTATIONS

- WORMS EYE VIEW
- WIP
- BAD NEWS, GOOD OPPORTUNITIES, AND CHANGE

SAFE HARBOR

- WYSIWYG
- ~~LEGAL VIEW~~ vs **BUSINESS VIEW**
- GOAL = YOUR BUSINESS GROWTH. PERIOD.



FAR Revisions & Your Business Strategy: *Time To PIVOT!*

Q&A THAT WE WILL DISCUSS

- *WHEN WILL THESE CHANGES BE IMPLEMENTED BY MY AGENCY/KO?*
- *HOW WILL THE AGENCIES I WORK WITH IMPLEMENT THESE RULE CHANGES?*
- *CAN THE NEXT ADMINISTRATION REVERSE THESE CHANGES?*
- *HOW DO WE KNOW THIS IS NOT BEING HYPED?*
- *WHAT CAN I DO TO THRIVE DURING THE COMING CHAOS?*
- *IF ALL SMALLS ARE COMPETING FOR THE SAME WORK, WILL THEY ALL SURVIVE?*



GovCon Redefined:

Business Impacts of the FAR Revisions & Contract Vehicle Realignment

Discussion Topics

- **What we KNOW – FAR 19 REVISIONS**
- What we EXPECT
- What to DO – RIGHT NOW!

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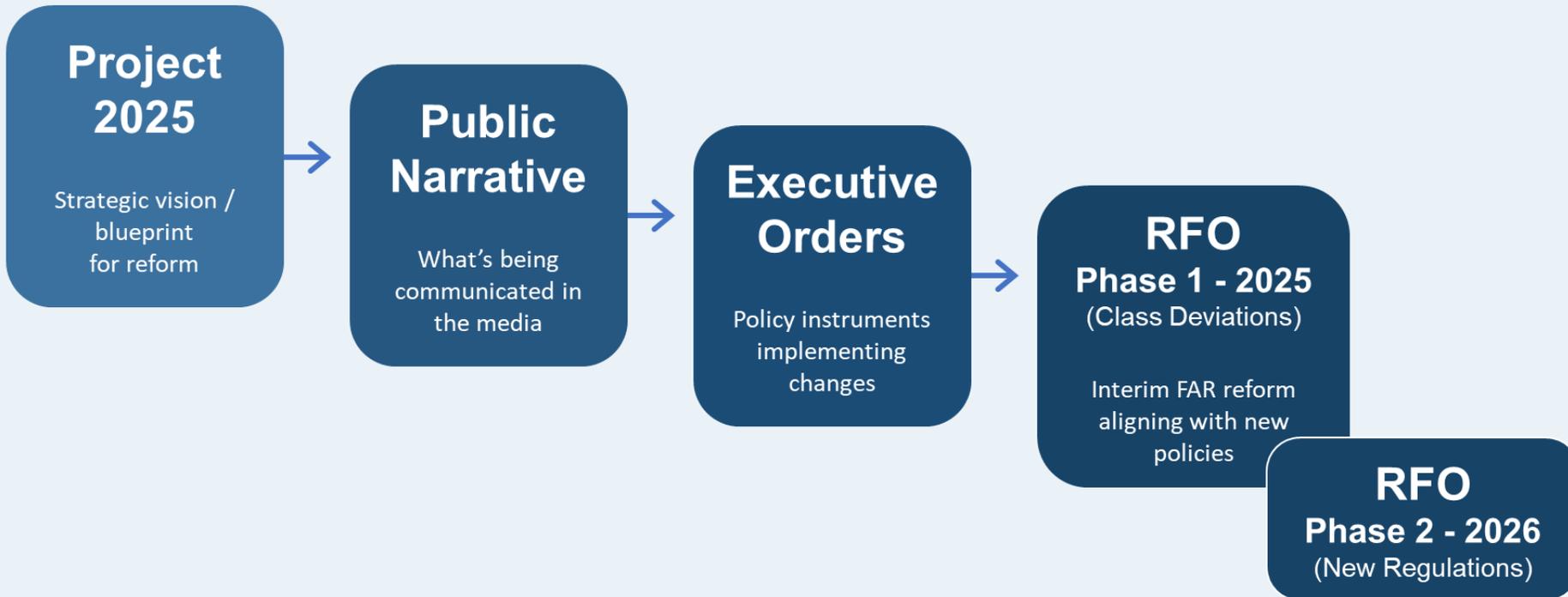


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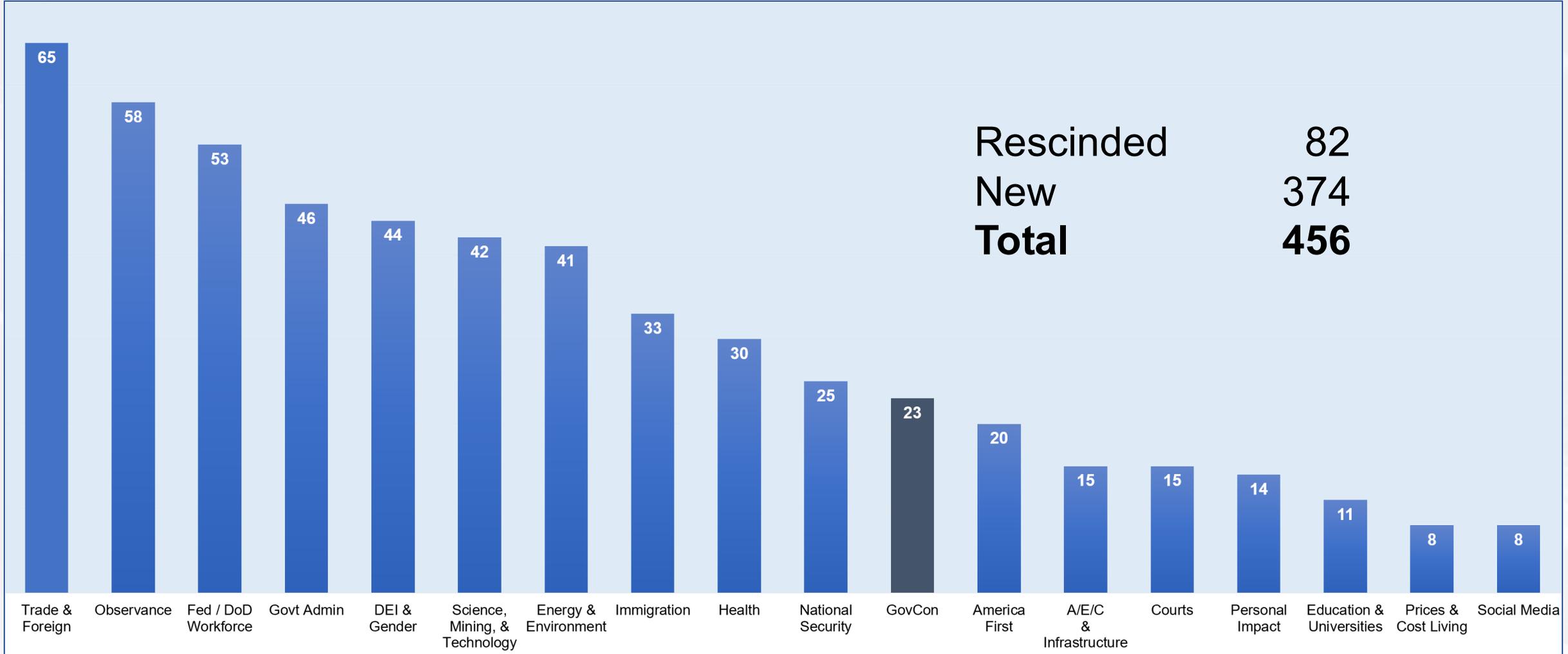
Business Impacts of the FAR Revisions & Contract Vehicle Realignment

Government 2.0



Executive Orders

As of 10/10/25



Government 2.0

Revolutionary FAR Overhaul (RFO) – Published Deviations

Part 1	Federal Acquisition Regulation System	Part 19	Small Business	Part 37	Service Contracting
Part 2	Definitions of Words and Terms	Part 20	Reserved	Part 38	Reserved - <i>Former Federal Supply Schedule</i>
Part 3	Improper Business Practices / Personal COI	Part 21	Reserved	Part 39	Acquisition of IT and Communication Tech
Part 4	Administrative and Information Matters	Part 22	App Labor Laws to Government Acquisitions	Part 40	Info Security and Supply Chain Security
Part 5	Publicizing Contract Actions	Part 23	Sustainable Acquisition, Material Safety	Part 41	Acquisition of Utility Services
Part 6	Competition Requirements	Part 24	Protection Privacy & Freedom of Information	Part 42	Contract Administration and Audit Services
Part 7	Acquisition Planning	Part 25	Foreign Acquisition (Buy American)	Part 43	Contract Modifications
Part 8	Required Sources of Supplies and Services	Part 26	Other Socioeconomic Programs	Part 44	Subcontracting Policies and Procedures
Part 9	Contactor Qualifications	Part 27	Patents, Data, and Copyrights	Part 45	Government Property
Part 10	Market Research	Part 28	Bonds and Insurance	Part 46	Quality Assurance
Part 11	Describing Agency Needs	Part 29	Taxes	Part 47	Transportation
Part 12	Acq of Commercial Products and Services	Part 30	Cost Accounting Standards Administration	Part 48	Value Engineering
Part 13	Simplified Proc for Noncommercial Acquisition	Part 31	Contract Cost Principles and Procedures	Part 49	Termination of Contracts
Part 14	Sealed Bidding	Part 32	Contract Financing	Part 50	Extraordinary Contractual Actions
Part 15	Contracting By Negotiation	Part 33	Protests, Disputes, and Appeals	Part 51	Reserved – Former Use of Government Sources By Contractors
Part 16	Types of Contracts	Part 34	Major System Acquisition	Part 52	Solicitation Provisions and Contract Clauses
Part 17	Special Contracting Methods	Part 35	Research and Development Contracting	Part 53	Forms
Part 18	Emergency Acquisitions	Part 36	Construction / Architect-Engineer Contracts		

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Business Impacts of the FAR Revisions & Contract Vehicle Realignment

RULE OF 2

- SURVIVED, CHANGED, CHANGING
- AFTER ELIMINATION OF FAR 10 THIS IS A RELIEF ... WE THINK

SMALLS ARE ... SMALL. PERIOD

- ORDER OF CONTRACTING PREFERENCE = SMALLS. PERIOD.
- CATEGORIES DO NOT ENGENDER PREFERENCE OR SET ASIDE
- THIS ADMINISTRATION WILL USE ALL MEANS TO ELIMINATE ANYTHING THAT HINDERS A FREE MARKET



GovCon Redefined:

Business Impacts of the FAR Revisions & Contract Vehicle Realignment

NON-NATIVE 8A (NN8A)

- NN8A CONTRACTING PREFERENCE ELIMINATED
- THE ONCE 8A ALWAYS 8A RULE IS ELIMINATED
 - REPRESENTS 126K+ AWARDS THAT HAVE NEVER BEEN AVAILABLE TO NON NN8A FIRMS AND ARE NOW AVAILABLE TO ALL SMALLS

ANC's & TRIBAL 8A

- NOT DIRECTLY IMPACTED BY FAR 19 REVISIONS AT THIS TIME ...

HUBZone

- ON LIFE SUPPORT?
- REPRESENTS < 2% OF CONTRACTING \$



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Business Impacts of the FAR Revisions & Contract Vehicle Realignment

VETERAN – VOSB & SDVOSB

- Likely the ‘safest’ of small business classifications
- VOSB likely to become primary government set-aside for small business (not SDVOSB)
- VOSB expected to increase from 5% to 10% through Statute, EO and/or Class Deviations
- **STILL SUBJECT TO ‘ALL SMALL FIRST’ PRIORITIZATION**



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Business Impacts of the FAR Revisions & Contract Vehicle Realignment

WOSB & 8A

- September 24th - U.S. District Judge in Kentucky ruled that the U.S. DoT consideration of race or gender when awarding billions of dollars in federal highway set asides for disadvantaged small businesses is unconstitutional
- The judge further stated that setting-aside contracts based on race or gender violates the principles of equal protection under the U.S. Constitution. This finding was predicated on the Supreme Courts ruling on affirmative action policies used by college admissions.
- The decision is being used by this administration to make 8(a) and WOSB set-asides unconstitutional. When will this happen? When it makes it to the Supreme Court.



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Business Impacts of the FAR Revisions & Contract Vehicle Realignment

SMALL BUSINESS SIZE RECERTIFICATION

- OFPP and the FAR Council removed language requiring contracting officers to re-verify if a company is still small business when awarding at the order level

NON-MANUFACTURERS RULE ELIMINATED

- Non-Manufacturer Rule (NMR) has been lined-out
- Consistent with recent actions



GovCon Redefined:

Business Impacts of the FAR Revisions & Contract Vehicle Realignment

SUBCONTRACTING PLANS ARE NO LONGER REQUIRED

- Primes are no longer required to provide documentation to prove subcontracting compliance.
- Primes are no longer required to provide information on the extent of their use of socioeconomic set-asides.
- Eliminates regulation encouraging large prime contractors to subcontract with small business.
- Prime is no longer allowed to prohibit subcontractors from talking to the contracting officer about getting paid or how they're being utilized by the Prime.
- The government is getting out of the business of telling primes how to run their contracts, how to staff and team, or meet subcontract goals



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SBA STRIPPED OF POWER TO INFLUENCE ACQUISITIONS

- Contracting officers can now recompet 8a contracts under a different socioeconomic set-aside without notifying SBA
- No longer required to facilitate socioeconomic Scorecard
- Eliminates SBA PCR duties for periodic reviews of assigned agency or for sponsorship or support of conferences in order to increase small business participation
- Eliminates SBAs input, impact, or actions regarding small business Certificate of Competency
- Eliminates SBAs role in making sure agencies and commands are documenting how prime contractors are following their subcontracting plans



MESSAGE CURRENTLY ON THE TOP OF EVERY SBA WEBPAGE ...



sba.gov/federal-contracting/contracting-data/disaggregated-data/fy-2024-disaggregated-data?utm_source=substack&utm_medium=email



Relaunch

 An official website of the United States government [Here's how you know](#) ▾

Special announcement

Senate Democrats voted to block a clean federal funding bill (H.R. 5371), leading to a government shutdown that is preventing the U.S. Small Business Administration (SBA) from serving America's 36 million small businesses.

Every day that Senate Democrats continue to oppose a clean funding bill, they are stopping an estimated 320 small businesses from accessing \$170 million in SBA-guaranteed funding.

As a result of the shutdown, we wanted to notify you that many of our services supporting small businesses are currently unavailable. The agency is executing its Lapse Plan and as soon as the shutdown is over, we are prepared to immediately return to the record-breaking services we were providing under the leadership of the Trump Administration.

If you need disaster assistance, please visit sba.gov/disaster.



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[Business Guide](#) ▾ [Funding Programs](#) ▾ [Federal Contracting](#) ▾ [Learning Platform](#) ▾ [Local Assistance](#) ▾ [Priorities](#) ▾ [About SBA](#) ▾

[Home](#) > [Federal Contracting](#) > [Contracting data](#) > [Disaggregated data](#) > FY 2024 disaggregated data

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Business Impacts of the FAR Revisions & Contract Vehicle Realignment

AGENCY SMALL BUSINESS OFFICES

- **Requirement for federal agencies to have small business (OSDBU / OSBP) Offices eliminated**
- Transfers formal recommendation for use of FAR 19 / set-asides from small business offices to the contracting officers.
- Eliminates requirement for agencies and Defense to provide annual reviews (Scorecards) to SBA. The regulation retains requirement to measure SB participation but responsibility of the agency, not SBA.
- Eliminates regulation requiring hiring / appointment of small business specialists.



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Discussion Topics

- **What we KNOW – CONTRACT VEHICLE REALIGNMENT**
- What we EXPECT
- What to DO – RIGHT NOW!

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Why is OneGov happening?

“My Administration will enforce existing laws directing the Federal Government to utilize, to the maximum extent practicable, the competitive marketplace and the innovations of private enterprise to provide better, **more cost-effective services to taxpayers.**”

- President Donald Trump

How is OneGov implemented?

“**Consolidating domestic Federal procurement in the General Services Administration** — the agency designed to conduct procurement — will eliminate waste and duplication, while enabling agencies to focus on their core mission of delivering the best possible services for the American people.” – *President Donald Trump*

When is OneGov kicking off?

“Over the coming months, we are going to ingest all domestic, commercial goods and services inside the GSA. We’re not going to do all \$900 billion, but we will do about \$400 billion, so we’re going to quadruple our size.”

-Josh Gruenbaum, the head of GSA’s Federal Acquisition Service, March 2025

GSA to ‘quadruple’ in size to centralize procurement across the government



GovCon Pipelines & FAR 19 Revisions: Growth Strategies in the age of LARGE and SMALL

CONTRACTS

- MASTER THE IMPENDING CONSOLIDATION CORNUCOPIA!

CAPTURE INFORMATION TECHNOLOGY					
VEHICLES	GSA IT BIC			GSA MAC	DATE
	ALLIANT 3	POLARIS	SEWP VI	MAS IT	
DHS FirstSource II			✓	✓	Immediate
VETS 2		✓			Immediate
Army CHES			✓	✓	Feb. 2026
Army R2P			✓	✓	FY 2026
Treasury TIPSS - 5	✓		✓	✓	FY 2026
Navy Seaport NxG	✓				FY 26/27
8(a) STARS III	✓			✓	FY 26 Q4
CIO SP3	✓	✓			FY 26 Q4
Army ITES - 3S	✓	✓			FY 2027
Army RS3	✓	✓			FY 2027
SEC ONE OIT	✓			✓	FY 2028
Encore III	✓				Mar. 2028

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CAPTURE PROFESSIONAL SERVICES CONSOLIDATION CHART			
VEHICLES	OASIS + BIC	GSA MAS	DATE
BMO	✓		SB Zone 1 March 2026 Zones 2-4 Nov. 2027
HCaTS	✓		3(a) Dec. 31, 2023 UNR Sept. 29, 2026 SB Nov. 9, 2026
PACTS II	✓	✓	Now
VA FSS	✓	✓	FY 26 & 27
Army R2P	✓	✓	FY 26 & 27
Navy Seaport NxG	✓		FY 26 & 27
VHA ICSP	✓	✓	FY 26 & 27
IRS IPM BPA	✓		FY 26 & 27

VEHICLES	OASIS + BIC	DOMAINS	DATE
DHA Omnibus IV Market Segment 2	✓	Research & Development or Management & Advisory Domains	TBD
DHA Omnibus IV Market Segment 3	✓	Management & Advisory Domains	TBD
DHA Omnibus IV Market Facilities Support Contracts	✓	Facilities Domain	TBD
DHA Omnibus IV Some IT Support Contracts	✓	Management & Advisory or Technical & Engineering Domains	TBD

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SOURCE:
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Capture411.com



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Business Impacts of the FAR Revisions & Contract Vehicle Realignment

Discussion Topics

- What we **KNOW**
- What we **EXPECT**
- What to **DO – RIGHT NOW!**

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DoTRANS AND FED COURT DECISION

- BECOMES THE BASIS FOR THE TOTAL ELIMINATION OF NN8A, WOSB, & SDB PROGRAMS

MAJORITY OF AGENCY LEVEL OSDBU FUNCTIONS ELIMINATED

- AGENCY SB ADVOCACY & MONITORING
- AGENCY-LED EVENTS & CONFERENCES
- SOME EXCEPTIONS – ENERGY? VA? STATE?

FEDERAL PROGRAMS WILL SHAPE FUTURE OF THE SMALL BUSINESS INDUSTRIAL BASE

FEDERAL PROGRAMS WILL SHAPE CENTERS OF FUNDING

- HUNTSVILLE #1 (GOLDEN DOME, SPACE FORCE)
- ??? ARMY READINESS
- TAMPA
- OTHER TOP 10 FED CENTERS (SAN ANTONIO, NORFOLK, SAN DIEGO, ETC.) WILL FOCUS ON M& O ACTIVITIES



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Business Impacts of the FAR Revisions & Contract Vehicle Realignment

SMALLS

- 174,800,000,000 REASONS TO SEE UPSIDE
 - Every solicitation above SAT (\$350k) is subject to Ro2 evaluation and set aside for small business
 - Your firm is now eligible for all \$175 billion of these solicitations not a 3% or 5% slice
 - Your pipeline is not predetermined based on socioeconomic category, SBA prejudice, or CO bias
 - Your pipeline just went ballistic



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SMALLS

- EXAMPLE – NN8a recompetes!
 - There are 126K awards with a value of over \$250 BILLION in NN8a recompetes that have never been available to non 8a firms and are now available to ~~all~~ smalls **YOUR FIRM**
 - That's 484 recompetes each week
- USACE
 - 6678 recompetes in NAICS 236220 WITH A VALUE OF \$4.9B
- Why focus on NN8a recompetes?



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SMALLS

- INCREASED PIPELINE OPPORTUNITIES FOR THE 20% OF SMALLS THAT:
 - LIVE BY THEIR QUALS NOT THEIR SOCIOECONOMIC STATUS
 - MAKE **SALES** A **NATIVE** SKILL OF THEIR ENTIRE ORGANIZATION
 - PIPELINE MANAGEMENT SYSTEMS AND SALES PROCESSES WILL DEFINE SUCCESS
 - ACT LIKE BIGS
 - RELEARN GOVCON QUICKLY AND APPLY EVERY TRICK IN THE NEW BOOK



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Business Impacts of the FAR Revisions & Contract Vehicle Realignment

UNKNOWNNS

- JV/MPA
 - 2020 merger of the SBA's separate 8(a) and "All Small" Mentor-Protégé Programs (MPP) into a single, streamlined MPP
 - As with most SBA programs this is inconsistent with FAR 19 revisions and a free market
 - It is also heavily in disfavor by this administration
- Continuance of Existing Category-based Swim Lanes & Set Asides
- VA VetFIRST Acquisition Policy



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Business Impacts of the FAR Revisions & Contract Vehicle Realignment

STAY FOCUSED ON YOUR EXISTING PIPELINE OPPORTUNITIES

REFINE/REDEFINE YOUR SALES TARGETS & TERRITORIES

RETHINK YOUR GTM STRATEGY

RETHINK YOUR ACCESS STRATEGIES

- **PEOPLE ACCESS**
- **DOCUMENT ACCESS**



Pivot Points – Hard Signal

“...The DOT has determined that the race- and sex-based ‘presumptions’ of disadvantage in DOT’s Disadvantaged Business Enterprise (DBE) program are inconsistent with these principles, and it has asked a Federal district court to declare those presumptions unconstitutional...”

-DOT Secretary Sean Duffy

Pivot Points – Hard Signal Actions

Make more 8a friends

-It’s not too soon to make a deal to flip recompetes from 8a to VOSB prime

-There are 43K new recompetite opportunities in the next 5 years in 8a alone. Get the old RFPs and get to work!

Pivot Points – Soft Signals

The overload of responsibility heaped onto CO's combined with the pressure to adhere to written AND unwritten new federal acquisition policies creates the need for direct engagement with the CO's that are most pertinent to your firms business pipeline (recompetes and new work).

Pivot Points – Soft Signal Actions

Start shaping!

- Get the old RFPs and get to work!
- Get in front of the CO now. When a CO doesn't know what to do, it's your job to show them the easy button.
- Subcontractors can now speak to COs!!
- If you're on a BIC research the history of an agency using that BIC and ADVISE YOUR CO.

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GovCon Redefined:

Business Impacts of the FAR Revisions & Contract Vehicle Realignment

The FAR revisions + contract consolidation redefine your PIPELINE!

Can your current pipeline management platform & processes keep up?

The following slides provide a brief introduction to

NewTHINK/PCRM powered by Pipedrive[®]

*The Pipeline Management Solution Specifically Designed for
Federal GovCon & Commercial Services Firms*

SCAN TO LEARN HOW NewTHINK/PCRM CAN REDEFINE YOUR PIPELINE!



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Business Imperative: SALES!



***HOW can you ACCELERATE YOUR PIPELINE
when everybody has access to the same Market Intelligence?***



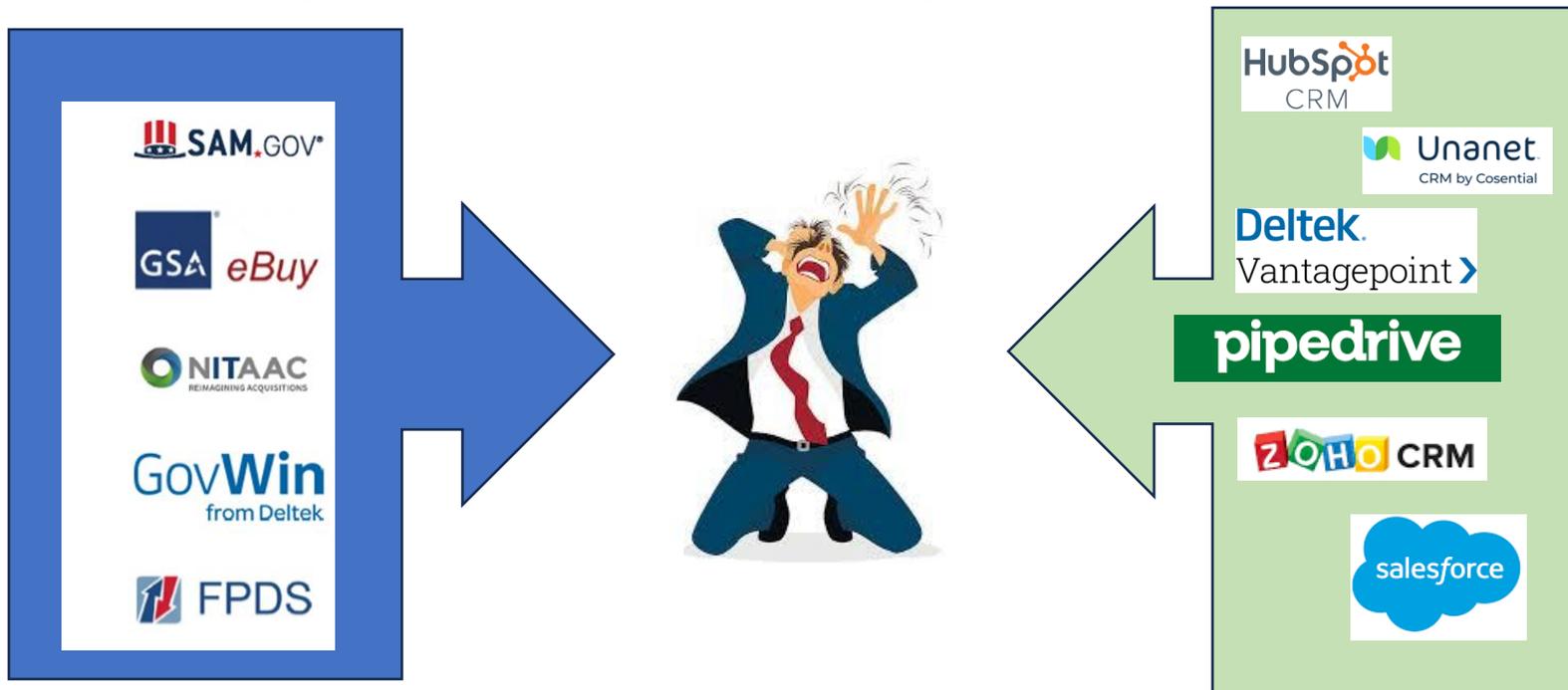
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NewTHINK/PCRM[®]:

The BD Pipeline Solution Specifically Designed for Federal GovCon & Commercial Services Firms

What does NOT accelerate your BD pipeline?

- AI engines searching & dumping thousands of solicitations into your pipeline
- CRM platforms oversold as the 1-stop BD solution



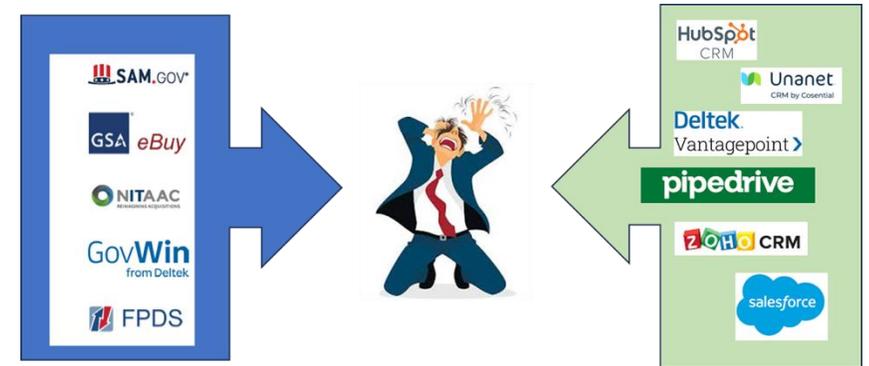
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Challenges:

- **Reactive approach:** Responding to RFPs instead of shaping opportunities
- **Poor pipeline visibility:** No systematic forecasting for growth planning; no sales team activity transparency
- **Missed relationships:** Limited early engagement with agency buyers
- **Team coordination gaps:** Siloed BD efforts across enterprise revenue base

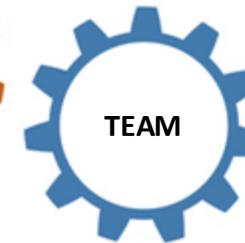
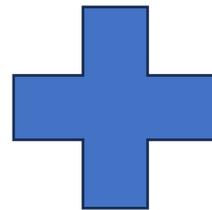


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*Best In Class Platform + Best Practices Skills Training =
Pipeline Acceleration!*

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Data Migration
Implementation
NewTHINK/PCRM [®]
Custom Design
pipedrive

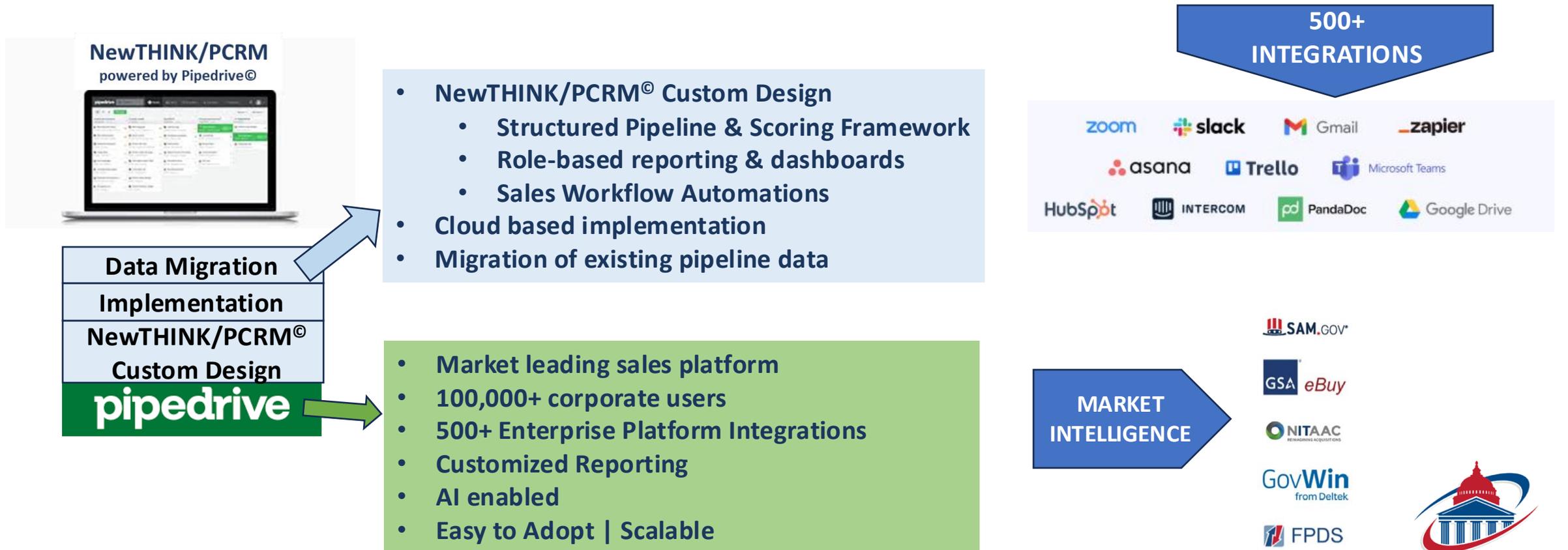


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Event & Activity Entry
Phase Management
Gate Reviews
PWIN Evaluation
Progressive Evaluation
Leveraging Reports



Weekly Pipeline Reviews
Data Management
Ownership & Delegation
Opportunity Peer Review
Time Optimization



Pipeline Analysis
BD Activity Performance
Sales Financial Performance
Enterprise Data Management
Waterfall & Sales Pipeline Reporting

Pipeline Best Practices Deliver RESULTS!



Increased PWIN
Higher Win Rate
Efficient Sales Process

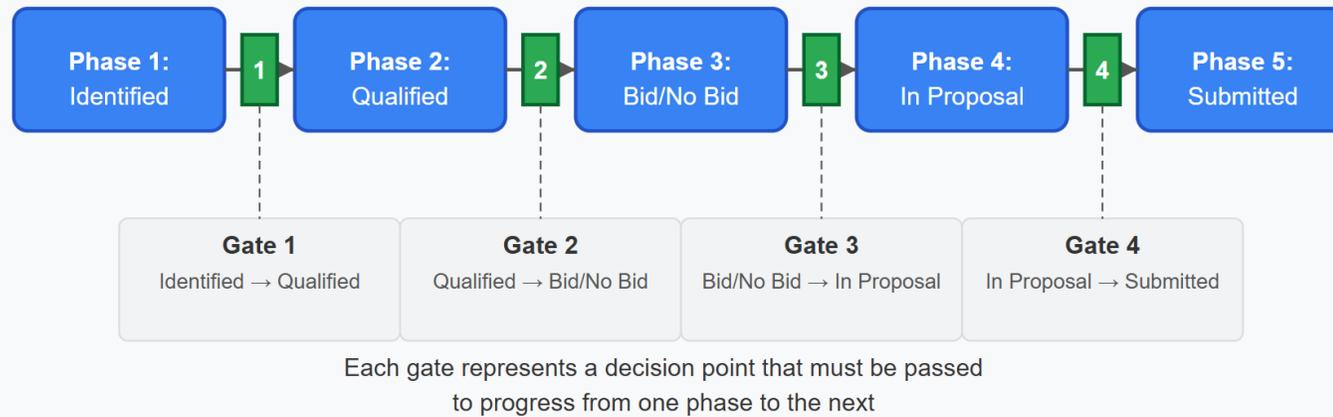


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Phase-Gate Relationship Diagram



- **Five-Phase Pipeline:** Opportunities progress through 5 distinct phases: Identified, Qualified, Bid/No Bid, In Proposal, and Submitted
- **Four Decision Gates:** Pipeline contains 4 gates that control movement between phases
- **Mandatory Decision Points:** Each gate serves as a required decision point that must be passed before advancing
- **Defined Transitions:** Each gate has a specific purpose (Gate 1: Identified → Qualified, Gate 2: Qualified → Bid/No Bid, etc.)
- **Progressive Evaluation:** The sequence ensures opportunities are methodically evaluated at each transition point



The NewTHINK/PCRM: The BD Pipeline Solution Specifically Designed for Federal GovCon & Commercial Services Firms

SINGLE AUTHORITATIVE & UPDATED SOURCE OF TRUTH!

No More Endless Excel sheets

COMPLETE OPPORTUNITY & CLIENT DATA ACCESS

ON ANY PLATFORM ANYWHERE!

NewTHINK/PCRM Tracks & Syncs your data where YOU are!

Pipeline Management and AI Proposal Writing

Single, easy to use source of truth

- * Track proposals in a dedicated board with your custom process
- * Generate annotated outlines, pink team documents, compliance matrices, past performance, and more!
- * Integrates with your Market Intelligence integrations and Sharepoint sites

Proposal
\$26.5M (3)

Air Force AR Training Toolkit
Strategic

Capture Manager	RFP Date
Michael Scott	09-01-2022
Est. Value	Response Date
\$20M	09-15-2022

AFSEC Cloud Services
High Priority

Capture Manager	RFP Date
Rae Beesley	09-13-2022
Est. Value	Response Date
\$5.5M	09-30-2022

SOCOM High Threat Detection
At Risk

Capture Manager	RFP Date
Michael Scott	09-30-2022
Est. Value	Response Date
\$11M	10-01-2022

Award
\$11M (2)

Enterprise Cyber Defense Services
Strategic

Capture Manager	RFP Date
Jim Halpern	02-01-2022
Est. Value	Response Date
\$6M	04-15-2022

VA Hospital Administration Data Portal
High Priority

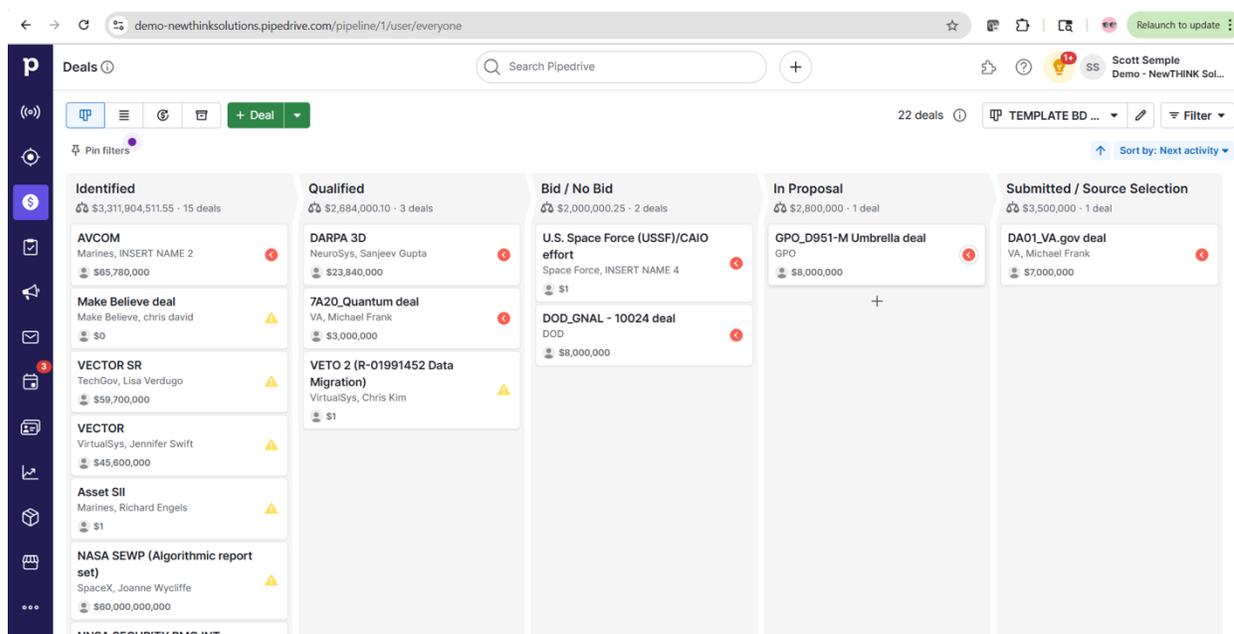
Capture Manager	RFP Date
Dwight Schulte	01-13-2022
Est. Value	Response Date
\$5M	03-30-2022



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**TO REALIZE THE OPPORTUNITIES THAT EXIST IN FAR 2.0 GOVCON,
RETHINK YOUR PIPELINE PROCESS & PLATFORM**



**Visualize & manage your entire
BD Pipeline from a single
dashboard with drill down for:**

- ✓ Weekly BD Ops meetings
- ✓ Management reporting
 - ✓ Activity tracking
 - ✓ Proposal status
- ✓ B&P budget vs actual
- ✓ Custom reporting



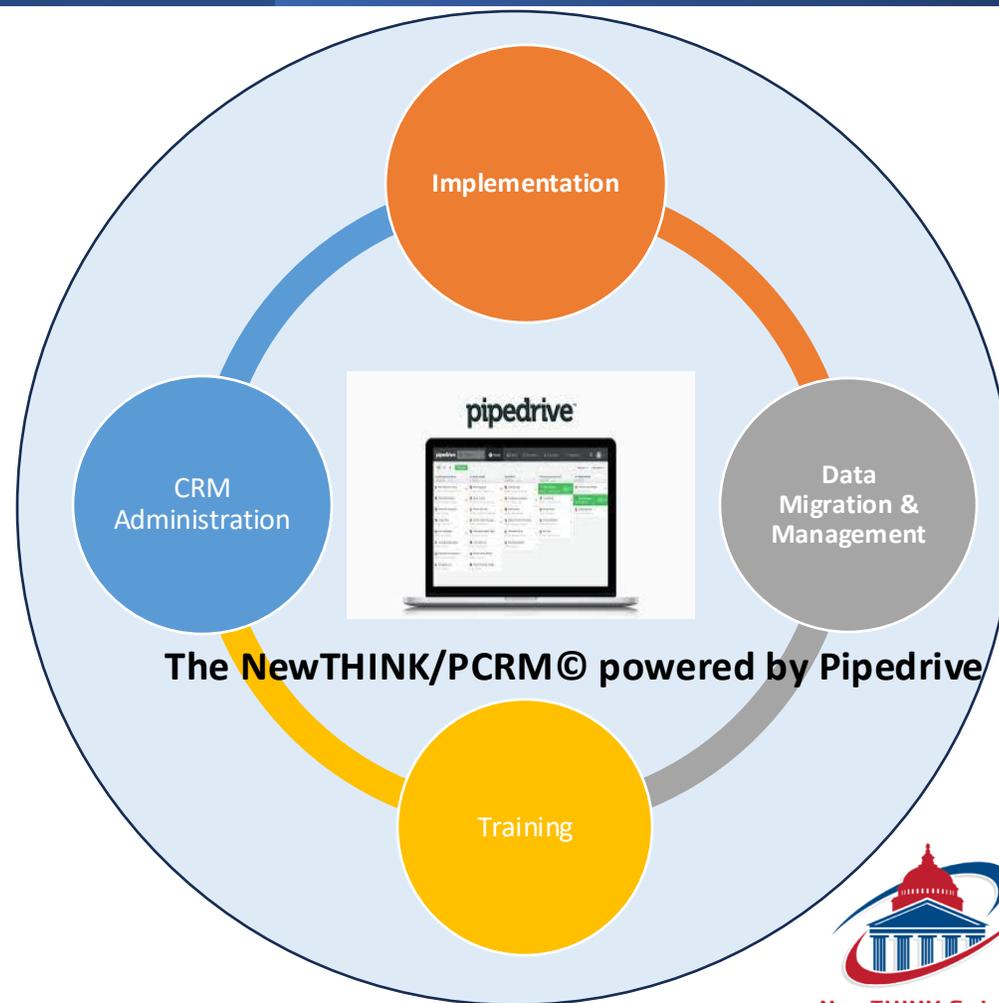
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Questions?



Let's Get Started!



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THANK YOU!



SCAN TO LEARN HOW NewTHINK/PCRM CAN REDEFINE YOUR PIPELINE!



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