

# GovConcepts

GACO APEX ACCELERATOR QUARTERLY INDUSTRY INSIGHTS

## ***Federal Procurement Executives Review GSA Centralization***

"The General Services Administration (GSA) is currently consolidating domestic common goods and services to streamline governmentwide procurements and regulations." This statement is on GSA's website in response to the related Presidential Executive Order (EO) dated March 20, 2025 – Eliminating Waste and Saving Taxpayer Dollars by Consolidating Procurement.

Within 90 days of the EO, the General Services Administrator must submit a plan to GSA and the Office of Management and Budget (OMB) detailing how GSA will manage and execute procurement of common goods and services across the government.

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## ***Practical Guidance for Businesses as GSA Centralizes & Government Contracting 2.0 Begins***

What does the GSA centralization and government contracting transformation mean for businesses like yours interested in working with the federal government?

Josh Frank of RSM Federal calls the GSA consolidation in federal procurement a potential shift in acquisitions. He states, "The GSA Multiple Award Schedule program is likely to become one of the most valuable foundational tools a company can have."

But, before jumping on the GSA Schedule bandwagon, he recommends developing a thrive vs survive strategy of common-sense professional and business fundamentals, which are key tools for weathering the storm of changes:

- Avoid pivoting corporate operations and sales based on individual executive orders or isolated events. Watch for common themes across EOs and in industry-specific directives.
- Be proactive, not reactive. Adopt a strategic perspective to protect existing contracts. Engage with all COs and write unsolicited explanations.

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## ***Practical Guidance for Businesses as GSA Centralizes & Government Contracting 2.0 Begins - Continued***

- Identify what you can control. Develop a plan and pivot where you are able.
- Remember, an Executive Order cannot change a statute. Position your company for new opportunities.

Review Mr. Frank's [LinkedIn article](#) for more information and his perspective on what's ahead for Federal procurement opportunities.

### ***Is the GSA Schedule Right for You? Things to Consider Before Applying***

Many changes are taking place within the federal government, and purchasing processes have been in the spotlight. More and more procurements may take place on GSA schedules moving forward. Here are some things to consider when deciding if a GSA schedule is right for your company:

#### **Research**

- Does the government buy what you sell through a GSA schedule? Before you move forward, first you'll want to ensure that your product or service is purchased on a GSA schedule.
- Have you researched to determine if you can offer competitive prices in relationship to other companies selling on the schedule? Information on current schedule holders' pricing is publicly available, so you will want to do some initial research.

#### **Time and Money**

- Are you willing to provide pre-negotiated prices and share your pricing publicly?
- Do you have the time for ongoing compliance requirements and maintenance of your pricing and product information? This is key to being successful on a schedule.
- Are you prepared to pay the applicable fees to sell on a GSA schedule? Selling on a schedule involves IFFs (Industrial Funding Fees). A percentage of your sales is paid to GSA by the federal agency.

Your GACO counselor can help you determine if a GSA schedule is right for you and, if so, help you get started with the process. Please contact your GACO office for more information and assistance.

## ***BOI Interim Final Rule - U.S. Department of the Treasury Announces Removing BOI Requirements***

Is BOI truly over? A flurry of back-and-forth court rulings starting and suspending beneficial ownership information (BOI) reporting under the Corporate Transparency Act (CTA) appears to have ended mandatory reporting. In late March 2025, the Treasury Department's Financial Crimes Enforcement Network (FinCen) adopted and published an interim final rule.

The interim final rule (IFR), while effective immediately, narrows the scope of the reporting rule to entities formed under the law of a foreign country registered to do business in any U.S. State or tribal jurisdiction. These foreign entities will not be required to report any U.S. persons as beneficial owners, and U.S. persons will not be required to report BOI concerning any such entity in which they are a beneficial owner. For information on foreign entity deadline dates and compliance, please take a look at the [Interim Final Rule: Questions and Answers](#). May 27, 2025, is the deadline to send written comments to FinCen on this interim final rule.

Submit comments using one of the following methods:

**Federal E-rulemaking Portal:** <https://www.regulations.gov>. Follow the instructions for submitting comments. Or **Mail** the Policy Division, Financial Crimes Enforcement Network at P.O. Box 39, Vienna, VA 22183. Refer to Docket Number FinCen-2025-0001 and the Office of Management and Budget (OMB) control number 1506-0076. To receive updates and alerts, subscribe at [FinCen Updates](#). For questions concerning BOI go to <https://www.fincen.gov/contact>

### ***Should I Still Get Certified?***

Recent changes at the federal level are raising concerns among companies with socioeconomic certifications like WOSB, DBE, 8(a), and HUBZone. Federal 8(a) contracting goals have been lowered to their legal minimum, and some contracts have been terminated for being directly involved with Diversity, Equity, and Inclusion (DEI) efforts. It begs the question: Does a socioeconomic certification still have value in today's landscape? The short answer is yes. State and local contracting goals have not been affected, and set-asides still exist at every level of government.

While the number of set-asides in each category may be lower, and government spending is on track to be more frugal in the coming years, there will still be opportunities available to small businesses. Some of those opportunities will see more competition than previously due to the reduction of specific set-aside goals.

The solution to this problem is the same as it's always been. Companies should focus on being competitive on bids and good at what they do. Your certification will position the company in a smaller pool of competition, but it is the value of the products and services that you offer to meet the agency's needs that will win contracts.

## **Suggested Govology Trainings**

BEYOND THE CONTRACT: UNLOCKING THE POWER OF OTHER TRANSACTION AUTHORITIES

YOUR STEP-BY-STEP PROCESS TO BECOMING A GSA SCHEDULE HOLDER

GSA MULTIPLE AWARD SCHEDULE - IS IT RIGHT FOR YOUR COMPANY?

[\(Contact GACO for the discount code.\)](#)

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### ***Upcoming Events***

#### **May 15, 2025 - Webinar**

CMMC Compliance Made Affordable: Budgeting  
& Enclaving Tips | 2:00 p.m. to 3:00 p.m. EST

**Register**

#### **May 20, 2025 - Webinar**

Developing, Negotiating, and Administering Compliant  
Partnering Agreements and Subcontracts  
11:00 a.m. to 1:30 p.m. EST

**Register**

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### ***Further Reading***

GSA, OMB LAUNCH DEREGULATION RECOMMENDATIONS INITIATIVE

SUBSCRIBE TO BOI COMPLIANCE EMAIL UPDATES

WHAT SMALL BUSINESS OWNERS NEED TO KNOW ABOUT BOI AND  
THE DEPARTMENT OF TREASURY FINCEN

A CONTRACTOR'S GUIDE TO SUCCESSFULLY NAVIGATING NON-  
PAYMENT SUSPENSIONS/STOP-WORK ORDERS AND MORE

5 FACTORS CONSTRUCTION COMPANIES SHOULD CONSIDER BEFORE  
PURSUING FEDERAL CONTRACTS - WASHINGTON BUSINESS JOURNAL

## ***Executive Orders Impacting Procurement Policies***

**March 20, 2025**

<https://www.whitehouse.gov/presidential-actions/2025/03/eliminating-waste-and-saving-taxpayer-dollars-by-consolidating-procurement/>

**April 9, 2025**

<https://www.whitehouse.gov/presidential-actions/2025/04/modernizing-defense-acquisitions-and-spurring-innovation-in-the-defense-industrial-base/>

**April 9, 2025**

<https://www.whitehouse.gov/presidential-actions/2025/04/reforming-foreign-defense-sales-to-improve-speed-and-accountability/>

**April 15, 2025**

<https://www.whitehouse.gov/presidential-actions/2025/04/restoring-common-sense-to-federal-procurement/>

**April 16, 2025**

<https://www.whitehouse.gov/presidential-actions/2025/04/ensuring-commercial-cost-effective-solutions-in-federal-contracts/>



### **Sports Trivia Challenge**



Q: Which son of a Hall of Famer was an infielder for the Pittsburgh Pirates from 1977-1984?

A: Dale Berra



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