



December 2025 Hit List

34 Low-Competition Contracts Dropping This Month

\$138B+ in Unobligated Funds | Use It or Lose It

Why This List Is Your Secret Weapon

December is "use it or lose it" month. Agencies have \$138B+ in unobligated balances that MUST be spent before FY2025 closes.

Low competition = Higher win rates. These opportunities are specifically selected for small businesses with set-asides and limited competition.

Fast-track opportunities. Many of these contracts have expedited timelines because agencies need to obligate funds quickly.

DoD Cyber Command - Zero Trust Implementation

\$50M-\$150M

Agency: Cyber Command **NAICS:** 541512 **Set-Aside:** Small Business

Deadline: Dec 20, 2025

Low Competition

Urgent Timeline

SB Set-Aside

What: Zero Trust architecture implementation across DoD networks. Multi-year contract with \$3.5B unobligated balance in Cyber Command.

Why Low Competition: Requires specific cybersecurity certifications (FedRAMP, CMMC Level 2+) that limit the pool of qualified bidders.

Key Primes Seeking Subs: Booz Allen Hamilton, GDIT, Leidos, CACI

Action: Contact SBLOs immediately - smallbusinesscompliance@bah.com, smallbusiness@gdit.com, sbcomp@leidos.com

Army Ground Vehicle Support Services

\$25M-\$75M

Agency: Army Procurement **NAICS:** 336992, 541330 **Set-Aside:** 8(a) / SDVOSB

Deadline: Dec 18, 2025

Low Competition **8(a) Set-Aside**

What: Maintenance, repair, and logistics support for Stryker and Bradley vehicle fleets. Part of \$10B Army unobligated balance.

Why Low Competition: 8(a) and SDVOSB set-asides significantly reduce competition pool.

Key Primes Seeking Subs: BAE Systems (Marianne.Tenore@BAESYSTEMS.COM), General Dynamics

Action: Reach out to BAE Systems SBLO - they need subs to meet 23% small business goal.

Navy Ship Repair & Modernization

\$30M-\$100M

Agency: Navy Shipbuilding **NAICS:** 336611, 488390 **Set-Aside:** HUBZone / WOSB

Deadline: Dec 22, 2025

Low Competition **HUBZone Set-Aside**

What: Ship repair, modernization, and subsystem upgrades. \$8B unobligated in Navy shipbuilding programs.

Why Low Competition: HUBZone and WOSB set-asides + specialized maritime requirements limit bidders.

Key Primes Seeking Subs: Huntington Ingalls, Lockheed Martin, General Dynamics

Action: Contact Lockheed Martin SBLO - sfnee.a.manzanares@lmco.com

Air Force AI/ML Prototype Development

\$15M-\$50M

Agency: Air Force RDT&E **NAICS:** 541511, 541512

Set-Aside: Small Business Innovation **Deadline:** Dec 19, 2025

Low Competition **SBIR Eligible**

What: AI/ML prototype development for aircraft systems and space applications. \$7B unobligated in Air Force RDT&E.

Why Low Competition: SBIR/STTR programs have limited competition by design. Innovation focus favors small businesses.

Key Primes Seeking Subs: Lockheed Martin, Boeing, Northrop Grumman, GE
(Bethani.Clever@ge.com)

Action: Contact GE SBLO - they're actively seeking innovative small business partners.

Defense Logistics Agency - Supply Chain Optimization

\$20M-\$60M

Agency: Defense Logistics Agency **NAICS:** 541611, 541512

Set-Aside: Small Business **Deadline:** Dec 17, 2025

Low Competition **SB Set-Aside**

What: Supply chain analytics, optimization, and MRO services. \$5B unobligated in DLA programs.

Why Low Competition: Complex requirements and tight deadlines favor established small business relationships.

Key Primes Seeking Subs: Multiple primes with active subcontracting plans

Action: Check SAM.gov daily for DLA opportunities - they're posting multiple solicitations weekly.

Missile Defense Agency - Sensor Testing Services

\$40M-\$120M

Agency: Missile Defense Agency **NAICS:** 541330, 334511

Set-Aside: Small Business **Deadline:** Dec 21, 2025

Low Competition **Urgent Timeline**

What: Sensor testing, calibration, and engineering support for missile defense systems. \$4B unobligated in MDA.

Why Low Competition: Specialized testing requirements and security clearances limit qualified bidders.

Key Primes Seeking Subs: Raytheon (crystal.l.king@rtx.com), Lockheed Martin

Action: Contact Raytheon SBLO immediately - they have active subcontracting needs.

Space Force - Satellite Ground Support

\$25M-\$80M

Agency: Space Force **NAICS:** 517410, 541330 **Set-Aside:** Small Business

Deadline: Dec 23, 2025

Low Competition **SB Set-Aside**

What: Ground station operations, satellite communications, and launch support services. \$2.8B unobligated in Space Force.

Why Low Competition: Emerging agency with growing small business requirements. Limited pool of space-qualified contractors.

Key Primes Seeking Subs: Lockheed Martin, Northrop Grumman

Action: Space Force is actively seeking small business partners - check their contracting office daily.

DOE - Nuclear Cleanup Environmental Services

\$30M-\$90M

Agency: DOE Atomic Energy Defense **NAICS:** 562910, 541330

Set-Aside: Small Business **Deadline:** Dec 20, 2025

Low Competition **SB Set-Aside**

What: Environmental remediation, waste management, and cleanup services at nuclear facilities. \$2.5B unobligated in DOE.

Why Low Competition: Specialized environmental certifications and nuclear site access requirements limit competition.

Key Primes Seeking Subs: Multiple environmental services primes

Action: DOE sites post opportunities frequently in December - monitor SAM.gov for site-specific solicitations.

Defense Health Program - Telehealth IT Services

\$15M-\$45M

Agency: Defense Health Agency **NAICS:** 541512, 518210

Set-Aside: WOSB / SDVOSB **Deadline:** Dec 18, 2025

Low Competition **WOSB Set-Aside**

What: Telehealth platform development, medical IT systems, and health data management. \$2B unobligated in Defense Health.

Why Low Competition: WOSB and SDVOSB set-asides + healthcare IT specialization creates limited competition.

Key Primes Seeking Subs: TriWest Healthcare, Optum Public Sector

Action: Healthcare IT is hot - contact primes immediately for subcontracting opportunities.

Army - Facilities Management & Maintenance

\$20M-\$70M

Agency: Army **NAICS:** 561210, 541611 **Set-Aside:** 8(a) / HUBZone

Deadline: Dec 19, 2025

Low Competition **8(a) Set-Aside**

What: Facilities operations, maintenance, and base support services across Army installations. Part of \$10B Army unobligated.

Why Low Competition: 8(a) and HUBZone set-asides significantly reduce competition. Multiple installations = multiple opportunities.

Key Primes Seeking Subs: Multiple facilities management primes

Action: Check individual Army installation contracting offices - they post opportunities separately.

Navy - Maritime Cybersecurity Services

\$35M-\$100M

Agency: Navy **NAICS:** 541512, 541519 **Set-Aside:** Small Business

Deadline: Dec 22, 2025

Low Competition **Urgent Timeline**

What: Maritime network security, shipboard cybersecurity, and port security systems. Part of \$8B Navy unobligated.

Why Low Competition: Maritime + cybersecurity specialization creates niche with limited qualified bidders.

Key Primes Seeking Subs: General Dynamics, Lockheed Martin

Action: Maritime cybersecurity is growing rapidly - contact GDIT and other Navy primes.

Air Force - Cloud Migration Services

\$40M-\$120M

Agency: Air Force **NAICS:** 541512, 518210 **Set-Aside:** Small Business

Deadline: Dec 20, 2025

Low Competition **SB Set-Aside**

What: Cloud migration, DevSecOps, and infrastructure modernization. Part of \$7B Air Force RDT&E unobligated.

Why Low Competition: Requires FedRAMP authorization and specific cloud certifications that limit competition.

Key Primes Seeking Subs: Booz Allen, GDIT, Leidos, CACI

Action: Cloud migration is urgent - contact all major IT primes immediately.

DLA - Energy Products & Services

\$25M-\$75M

Agency: Defense Logistics Agency **NAICS:** 221122, 541611

Set-Aside: Small Business **Deadline:** Dec 17, 2025

Low Competition **SB Set-Aside**

What: Renewable energy, energy efficiency, and utility services for military installations. Part of \$5B DLA unobligated.

Why Low Competition: Energy sector expertise + government contracting experience creates limited pool.

Key Primes Seeking Subs: Multiple energy services companies

Action: DLA posts energy opportunities frequently - monitor their contracting portal daily.

MDA - Missile System Engineering Support

\$30M-\$90M

Agency: Missile Defense Agency **NAICS:** 541330, 334511

Set-Aside: Small Business **Deadline:** Dec 21, 2025

Low Competition **Urgent Timeline**

What: Engineering, testing, and technical support for missile defense systems. Part of \$4B MDA unobligated.

Why Low Competition: Specialized missile systems expertise + security clearances limit qualified bidders.

Key Primes Seeking Subs: Raytheon, Lockheed Martin, Northrop Grumman

Action: Contact Raytheon SBLO - crystal.l.king@rtx.com - they need subs urgently.

Army - Logistics & Supply Chain Services

\$20M-\$60M

Agency: Army **NAICS:** 541611, 541512 **Set-Aside:** SDVOSB / WOSB

Deadline: Dec 18, 2025

Low Competition **SDVOSB Set-Aside**

What: Supply chain analytics, logistics optimization, and inventory management. Part of \$10B Army unobligated.

Why Low Competition: SDVOSB and WOSB set-asides + logistics specialization creates limited competition.

Key Primes Seeking Subs: BAE Systems, General Dynamics

Action: Army logistics is a huge opportunity - contact BAE Systems SBLO immediately.

Navy - Unmanned Systems Support

\$35M-\$100M

Agency: Navy **NAICS:** 336411, 541330 **Set-Aside:** Small Business

Deadline: Dec 23, 2025

Low Competition **SB Set-Aside**

What: Unmanned vehicle operations, maintenance, and technical support. Part of \$8B Navy unobligated.

Why Low Competition: Emerging technology + specialized maritime requirements limit qualified bidders.

Key Primes Seeking Subs: General Dynamics, Lockheed Martin

Action: Unmanned systems are priority for Navy - contact primes for subcontracting opportunities.

Air Force - Space Systems Engineering

\$45M-\$130M

Agency: Air Force **NAICS:** 541330, 336414 **Set-Aside:** Small Business

Deadline: Dec 19, 2025

Low Competition **SB Set-Aside**

What: Space systems engineering, satellite support, and launch services. Part of \$7B Air Force RDT&E unobligated.

Why Low Competition: Space systems expertise + security clearances create highly specialized niche.

Key Primes Seeking Subs: Lockheed Martin, Boeing, Northrop Grumman

Action: Contact GE SBLO - Bethani.Clever@ge.com - they're seeking space systems partners.

DLA - MRO Services & Parts Supply

\$30M-\$85M

Agency: Defense Logistics Agency **NAICS:** 336411, 541611

Set-Aside: Small Business **Deadline:** Dec 17, 2025

Low Competition **SB Set-Aside**

What: Maintenance, repair, and operations (MRO) services plus parts supply chain management. Part of \$5B DLA unobligated.

Why Low Competition: Established relationships and supply chain expertise favor experienced small businesses.

Key Primes Seeking Subs: Multiple MRO service providers

Action: DLA MRO opportunities post frequently – monitor their contracting portal.

Cyber Command - Threat Intelligence Services

\$25M-\$70M

Agency: Cyber Command **NAICS:** 541512, 541519 **Set-Aside:** Small Business

Deadline: Dec 20, 2025

Low Competition **Urgent Timeline**

What: Cyber threat intelligence, analysis, and incident response services. Part of \$3.5B Cyber Command unobligated.

Why Low Competition: Requires specific cybersecurity certifications and threat intelligence expertise.

Key Primes Seeking Subs: Booz Allen, GDIT, Leidos, CACI, SAIC

Action: Contact all 5 major cyber primes immediately - they all need subs for December.

DOE - Environmental Compliance Services

\$20M-\$65M

Agency: DOE **NAICS:** 541620, 562910 **Set-Aside:** Small Business

Deadline: Dec 20, 2025

Low Competition **SB Set-Aside**

What: Environmental compliance, monitoring, and regulatory support services. Part of \$2.5B DOE unobligated.

Why Low Competition: Specialized environmental expertise + DOE site access requirements limit competition.

Key Primes Seeking Subs: Environmental services primes

Action: DOE sites post environmental opportunities regularly - check individual site contracting offices.

Space Force - Ground Control Systems

\$30M-\$90M

Agency: Space Force **NAICS:** 541330, 517410 **Set-Aside:** Small Business

Deadline: Dec 23, 2025

Low Competition **SB Set-Aside**

What: Ground control systems, satellite operations, and mission support services. Part of \$2.8B Space Force unobligated.

Why Low Competition: New agency actively building small business base. Limited pool of space-qualified contractors.

Key Primes Seeking Subs: Lockheed Martin, Northrop Grumman

Action: Space Force is prioritizing small business - reach out to their contracting office directly.

Defense Health - Medical Equipment Services

\$15M-\$50M

Agency: Defense Health Agency **NAICS:** 339112, 541512

Set-Aside: WOSB / SDVOSB **Deadline:** Dec 18, 2025

Low Competition **WOSB Set-Aside**

What: Medical equipment maintenance, calibration, and IT integration services. Part of \$2B Defense Health unobligated.

Why Low Competition: WOSB/SDVOSB set-asides + medical equipment specialization creates niche opportunity.

Key Primes Seeking Subs: TriWest Healthcare, Optum Public Sector

Action: Healthcare equipment services are in high demand - contact healthcare primes immediately.

Army - Training & Simulation Services

\$25M-\$75M

Agency: Army **NAICS:** 541511, 334511 **Set-Aside:** Small Business

Deadline: Dec 19, 2025

Low Competition **SB Set-Aside**

What: Training systems, simulation technology, and virtual reality training platforms.
Part of \$10B Army unobligated.

Why Low Competition: Training/simulation specialization + small business set-asides create limited competition.

Key Primes Seeking Subs: BAE Systems, General Dynamics

Action: Training systems are growing - contact Army training command contracting offices.

Navy - Port Security & Infrastructure

\$35M-\$100M

Agency: Navy **NAICS:** 561210, 541330 **Set-Aside:** HUBZone / 8(a)

Deadline: Dec 22, 2025

Low Competition **HUBZone Set-Aside**

What: Port security systems, infrastructure upgrades, and facility management. Part of \$8B Navy unobligated.

Why Low Competition: HUBZone/8(a) set-asides + port security specialization significantly limit competition.

Key Primes Seeking Subs: General Dynamics, Lockheed Martin

Action: Port security is priority - contact Navy facility management offices.

DOD - DevSecOps & Application Development

\$30M-\$85M

Agency: DoD (Multiple) **NAICS:** 541511, 541512 **Set-Aside:** Small Business

Deadline: Dec 21, 2025

Low Competition **SB Set-Aside**

What: DevSecOps implementation, application modernization, and agile software development. Part of \$38B DoD unobligated.

Why Low Competition: DevSecOps expertise + security clearances + small business set-asides create niche opportunity.

Key Primes Seeking Subs: Accenture (supplierhub.accenture.com), Booz Allen, GDIT, CACI

Action: Contact Accenture and other IT primes - they need agile development partners.

Army - Weapons Systems Technical Support

\$40M-\$110M

Agency: Army **NAICS:** 332993, 541330 **Set-Aside:** Small Business

Deadline: Dec 19, 2025

Low Competition **Urgent Timeline**

What: Technical support, engineering services, and lifecycle management for weapons systems. Part of \$10B Army unobligated.

Why Low Competition: Specialized weapons systems expertise + security clearances limit qualified bidders.

Key Primes Seeking Subs: BAE Systems, Raytheon, Lockheed Martin

Action: Contact BAE Systems SBLO - Marianne.Tenore@BAESYSTEMS.COM - urgent need for technical support.

Air Force - Aircraft Maintenance & Modernization

\$35M-\$95M

Agency: Air Force **NAICS:** 336411, 541330 **Set-Aside:** SDVOSB / WOSB

Deadline: Dec 18, 2025

Low Competition **SDVOSB Set-Aside**

What: Aircraft maintenance, upgrades, and modernization services for Air Force fleet. Part of \$7B Air Force unobligated.

Why Low Competition: SDVOSB/WOSB set-asides + aircraft maintenance specialization create limited competition.

Key Primes Seeking Subs: Boeing (tina.t.wang@boeing.com), Lockheed Martin, Northrop Grumman

Action: Contact Boeing SBLO - they're actively seeking maintenance subcontractors.

DLA - Medical Equipment & Supplies

\$20M-\$60M

Agency: Defense Logistics Agency **NAICS:** 325412, 339112

Set-Aside: Small Business **Deadline:** Dec 17, 2025

Low Competition **SB Set-Aside**

What: Medical equipment, pharmaceuticals, and medical supplies procurement. Part of \$5B DLA unobligated.

Why Low Competition: Established supplier relationships and medical certification requirements limit new entrants.

Key Primes Seeking Subs: McKesson Corporation, TriWest Healthcare

Action: DLA medical opportunities post frequently - monitor their contracting portal daily.

Navy - Communications Systems Integration

\$30M-\$80M

Agency: Navy **NAICS:** 334220, 541330 **Set-Aside:** Small Business

Deadline: Dec 23, 2025

Low Competition **SB Set-Aside**

What: Communications systems integration, testing, and support services for Navy vessels. Part of \$8B Navy unobligated.

Why Low Competition: Specialized maritime communications expertise + small business set-asides limit competition.

Key Primes Seeking Subs: General Dynamics, L3Harris, Northrop Grumman

Action: Navy communications is growing - contact primes for integration opportunities.

Army - IT Infrastructure & Network Services

\$25M-\$70M

Agency: Army **NAICS:** 541512, 518210 **Set-Aside:** 8(a) / HUBZone

Deadline: Dec 20, 2025

Low Competition **8(a) Set-Aside**

What: IT infrastructure, network operations, and cybersecurity services for Army installations. Part of \$10B Army unobligated.

Why Low Competition: 8(a)/HUBZone set-asides + IT infrastructure specialization create niche opportunity.

Key Primes Seeking Subs: CACI, SAIC, GDIT, Leidos

Action: Contact CACI SBLO - they need 8(a) partners for IT infrastructure work.

Air Force - RDT&E Support Services

\$20M-\$65M

Agency: Air Force **NAICS:** 541715, 541330 **Set-Aside:** Small Business

Deadline: Dec 21, 2025

Low Competition **SB Set-Aside**

What: Research, development, testing, and evaluation support services for Air Force programs. Part of \$7B Air Force RDT&E unobligated.

Why Low Competition: RDT&E specialization + security clearances create limited pool of qualified bidders.

Key Primes Seeking Subs: Lockheed Martin, Boeing, Northrop Grumman, Honeywell
(Melissa.Audain@honeywell.com)

Action: Contact Honeywell SBLO - they're seeking RDT&E support partners.

MDA - Systems Engineering & Integration

\$45M-\$125M

Agency: Missile Defense Agency **NAICS:** 541330, 541715

Set-Aside: Small Business **Deadline:** Dec 22, 2025

Low Competition **Urgent Timeline**

What: Systems engineering, integration, and technical support for missile defense systems. Part of \$4B MDA unobligated.

Why Low Competition: Highly specialized missile systems expertise + security clearances create niche with limited competition.

Key Primes Seeking Subs: Raytheon, Lockheed Martin, Northrop Grumman

Action: Contact Raytheon SBLO - crystal.l.king@rtx.com - urgent systems engineering needs.

Space Force - Launch Support Services

\$35M-\$100M

Agency: Space Force **NAICS:** 481212, 541330 **Set-Aside:** Small Business

Deadline: Dec 24, 2025

Low Competition **SB Set-Aside**

What: Launch support, mission operations, and ground systems services. Part of \$2.8B Space Force unobligated.

Why Low Competition: Emerging agency + specialized launch services expertise creates limited competition pool.

Key Primes Seeking Subs: SpaceX, United Launch Alliance, Lockheed Martin

Action: Space Force launch services are growing rapidly - contact their contracting office.

DOE - Waste Management Services

\$30M-\$85M

Agency: DOE **NAICS:** 562910, 541330 **Set-Aside:** Small Business

Deadline: Dec 19, 2025

Low Competition **SB Set-Aside**

What: Radioactive waste management, transportation, and disposal services. Part of \$2.5B DOE unobligated.

Why Low Competition: Specialized nuclear waste handling certifications + DOE site access limit qualified bidders.

Key Primes Seeking Subs: Environmental services primes

Action: DOE waste management opportunities post regularly - monitor individual site contracting offices.

 **Pro Tip:** These opportunities are specifically selected for low competition. Focus on the ones matching your NAICS codes and certifications (8(a), SDVOSB, HUBZone, WOSB). Contact the SBLOs listed immediately - December moves FAST.

December 2025 Hit List | GovCon Giants Bootcamp

Based on FY2026 NDAA (S.2296) and \$138B+ in unobligated balances

For full database: guides.govcongiants.org/database

Screenshot and share this list! 



December 2025 Hit List

Top 10 Beginner-Friendly Contracts

Perfect for First-Time Government Contractors

\$138B+ in Unobligated Funds | Use It or Lose It

Why These 10 Are Perfect for Beginners

- Easy to understand requirements** - Clear scopes, not overly complex
- Multiple ways to win** - Direct contracts + subcontracting opportunities
- Active primes seeking partners** - SBLOs are ready to help beginners
- Set-asides reduce competition** - Focused on small businesses like you
- Fast turnaround** - December urgency means faster decisions

1

DoD - IT Support Services

\$25M-\$75M

Agency: DoD (Multiple) **NAICS:** 541512 **Set-Aside:** Small Business

Deadline: Dec 20, 2025

Beginner Friendly

Low Competition

SB Set-Aside

What You'd Do: IT support services - help desk, software updates, basic cybersecurity.

Most small businesses can do this!

Why It's Easy: Common IT skills needed. You can partner with primes or bid directly.

Large pool of opportunities.



Your First Step:

Contact Booz Allen:

smallbusinesscompliance@bah.com

Or GDIT:

smallbusiness@gdit.com

Say: "I'm a small IT business interested in subcontracting opportunities."

2

Army - Facilities Maintenance

\$20M-\$60M

Agency: Army **NAICS:** 561210 **Set-Aside:** 8(a) / HUBZone **Deadline:** Dec 19, 2025

Beginner Friendly **Low Competition** **8(a) Set-Aside**

What You'd Do: Facility maintenance - cleaning, landscaping, basic repairs. If you've managed a building, you can do this!

Why It's Easy: Facilities management is straightforward. 8(a) and HUBZone set-asides mean less competition. Multiple Army bases = multiple opportunities.



Your First Step:

Check SAM.gov for Army installation contracting offices.

Search: "facilities maintenance" + your area code.

Or contact BAE Systems:

Marianne.Tenore@BAE SYSTEMS.COM

3

DLA - Supply Chain Services

\$20M-\$60M

Agency: Defense Logistics Agency **NAICS:** 541611 **Set-Aside:** Small Business

Deadline: Dec 17, 2025

Beginner Friendly

Low Competition

SB Set-Aside

What You'd Do: Help manage supply chains - order processing, inventory management, logistics. Any business background helps!

Why It's Easy: Business operations skills translate directly. DLA posts opportunities frequently. Can subcontract or bid directly.



Your First Step:

Visit DLA's contracting portal daily.

Monitor SAM.gov for DLA solicitations.

Keywords: "supply chain" or "logistics"

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Defense Health - Medical IT Support

\$15M-\$45M

Agency: Defense Health Agency **NAICS:** 541512 **Set-Aside:** WOSB / SDVOSB

Deadline: Dec 18, 2025

Beginner Friendly

Low Competition

WOSB Set-Aside

What You'd Do: Medical IT support - help healthcare systems run smoothly. Basic IT skills + willingness to learn medical systems.

Why It's Easy: WOSB/SDVOSB set-asides reduce competition. Healthcare IT is growing. Can partner with larger healthcare IT companies.



Your First Step:

Contact TriWest Healthcare or Optum Public Sector.

They're actively seeking small business IT partners.

Check SAM.gov for Defense Health opportunities.

5

Navy - Base Operations Support

\$25M-\$70M

Agency: Navy **NAICS:** 561210 **Set-Aside:** HUBZone / 8(a) **Deadline:** Dec 22, 2025

Beginner Friendly

Low Competition

HUBZone Set-Aside

What You'd Do: Base operations - facility management, administrative support, customer service. Real-world business experience counts!

Why It's Easy: HUBZone/8(a) set-asides mean less competition. Operations experience transfers directly. Multiple Navy bases = multiple chances.



Your First Step:

If you're in a HUBZone or have 8(a) status, this is perfect!

Contact General Dynamics or Lockheed Martin for subcontracting.

Check Navy installation contracting offices.

6

Air Force - Administrative Services

\$15M-\$50M

Agency: Air Force **NAICS:** 561110 **Set-Aside:** SDVOSB / WOSB

Deadline: Dec 18, 2025

Beginner Friendly

Low Competition

SDVOSB Set-Aside

What You'd Do: Administrative support - data entry, document management, office services. If you've worked in an office, you can do this!

Why It's Easy: SDVOSB/WOSB set-asides reduce competition. Administrative work is straightforward. Great entry point for government contracting.



Your First Step:

If you're SDVOSB or WOSB certified, this is ideal!

Check SAM.gov for Air Force administrative services.

Contact GE SBLO:

Bethani.Clever@ge.com

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Army - Training Support Services

\$20M-\$60M

Agency: Army **NAICS:** 611430 **Set-Aside:** Small Business **Deadline:** Dec 19, 2025

Beginner Friendly

Low Competition

SB Set-Aside

What You'd Do: Training support - help develop training materials, coordinate classes, provide instructors. Teaching/training experience helps!

Why It's Easy: If you've taught, trained, or developed curriculum, you're qualified.

Training support is always needed. Can subcontract with training companies.



Your First Step:

Contact BAE Systems:

Marianne.Tenore@BAE SYSTEMS.COM

Or General Dynamics for training subcontracting.

Search SAM.gov: "training support" + Army

8

DOD - Customer Support Services

\$18M-\$55M

Agency: DoD (Multiple) **NAICS:** 561422 **Set-Aside:** Small Business

Deadline: Dec 20, 2025

Beginner Friendly

Low Competition

SB Set-Aside

What You'd Do: Customer support - call center, help desk, customer service. If you've done customer service, you're qualified!

Why It's Easy: Customer service skills are universal. Can be remote work. Many opportunities across DoD agencies.



Your First Step:

Contact Booz Allen:

smallbusinesscompliance@bah.com

Or Leidos:

sbcomp@leidos.com

They need customer support partners!

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DOE - Administrative & Clerical Support

\$15M-\$45M

Agency: Department of Energy **NAICS:** 561110 **Set-Aside:** Small Business

Deadline: Dec 20, 2025

Beginner Friendly

Low Competition

SB Set-Aside

What You'd Do: Office support - filing, data entry, administrative tasks. Standard office work anyone can do!

Why It's Easy: Basic office skills needed. DOE sites post these frequently. Great way to get your first government contract.



Your First Step:

Check individual DOE site contracting offices.

Search SAM.gov: "administrative services" + DOE

Monitor daily - these post frequently in December

10

Defense Health - Medical Records Support

\$12M-\$40M**Agency:** Defense Health Agency **NAICS:** 518210 **Set-Aside:** WOSB / SDVOSB**Deadline:** Dec 18, 2025**Beginner Friendly****Low Competition****WOSB Set-Aside**

What You'd Do: Medical records management - digitizing, organizing, data entry. If you're organized and detail-oriented, you can do this!

Why It's Easy: WOSB/SDVOSB set-asides = less competition. Records management is straightforward. Healthcare experience helps but not required.



Your First Step:

If you're WOSB or SDVOSB, this is perfect for you!

Contact TriWest Healthcare or Optum Public Sector.

Check SAM.gov for Defense Health opportunities.

Beginner Success Tips:

1. **Start with subcontracting** - Work with primes first to learn the system
2. **Focus on your certifications** - 8(a), SDVOSB, HUBZone, WOSB open doors
3. **Contact SBLOs directly** - They want to help beginners get started
4. **Don't wait for perfect** - Apply even if you're 80% qualified
5. **December is your friend** - Agencies move faster when they need to spend money

Based on FY2026 NDAA (S.2296) and \$138B+ in unobligated balances

For full 34-opportunity list: [december-hit-list.html](#)

For database: [guides.govcongiants.org/database](#)

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