



# 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**

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**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](mailto:smallbusinesscompliance@bah.com), [smallbusiness@gdit.com](mailto:smallbusiness@gdit.com), [sbcomp@leidos.com](mailto: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**

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**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**

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**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 - sefnee.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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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](mailto: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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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**

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**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](mailto: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**

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**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](https://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

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## 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](mailto:smallbusinesscompliance@bah.com)**

Or GDIT:

**[smallbusiness@gdit.com](mailto:smallbusiness@gdit.com)**

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

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## 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@BAESYSTEMS.COM**

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## 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.



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## 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.

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## 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](mailto: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@BAESYSTEMS.COM**

Or General Dynamics for training subcontracting.

Search SAM.gov: "training support" + Army

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## 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](mailto:smallbusinesscompliance@bah.com)**

Or Leidos:

**[sbcomp@leidos.com](mailto: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

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## 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.govcongians.org/database](#)

Screenshot and share this list! 📸