

FEDCON Adjusts Client Strategies in Response to Revolutionary Rewrite of Federal Acquisition Regulation

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/EINPresswire.com/ -- [FEDCON](#) ([FederalGovernment.info](#)) has initiated a comprehensive realignment of its client service frameworks to address the "Revolutionary FAR Overhaul" currently transforming the federal procurement landscape. This strategic pivot ensures that federal contractors remain competitive as the government shifts toward a "Commercial-First" acquisition model under Executive Order 14275, **Restoring Common Sense to Federal Procurement**.

The ongoing rewrite of the Federal Acquisition Regulation (FAR) represents the most significant regulatory change in forty years, stripping away thousands of pages of non-statutory "red tape" and transitioning complex procedural mandates into streamlined, non-regulatory "Buying Guides." FEDCON's updated strategy focuses on navigating these rapid changes, specifically the move toward FAR Part 12 (Commercial) dominance over traditional negotiated procurement methods.

Strategic Realignment for a Streamlined Marketplace

To support contractors during this transition, FEDCON has integrated several critical updates into its Flagship Foundation and consulting programs:

** **Commercial-First Positioning:*** Guidance for clients to reformat service and product



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Marina Nicola | Project Coordinator

offerings to align with the government's new preference for commercially available solutions, minimizing the need for the specialized cost-accounting and compliance burdens found in the legacy FAR.

* **Set-Aside Navigation:** Adjusting capture strategies for small businesses following the modification of the "Rule of Two." With contracting officers now holding greater discretion on orders under multiple-award contracts, FEDCON is helping clients diversify their pipelines toward direct 8(a), HUBZone, and agency-specific opportunities.

* **Rapid Tech Adoption:** Leveraging the new "NEO Prime" market dynamics, FEDCON assists emerging tech firms in utilizing the simplified FAR Part 10 market research standards and Part 12 acquisition flows to accelerate the "Path to Shortlist."

* **Compliance with the "Regulatory Sunset":** Preparing clients for the four-year sunset provision, which will automatically expire non-statutory regulations unless explicitly renewed, requiring a more agile approach to contract lifecycle management.

Adapting to the New Regulatory Environment

The FAR overhaul aims for faster acquisitions and greater competition by returning the regulation to its statutory roots. As agencies like the Department of Defense and the General Services Administration (GSA) adopt these new class deviations in early 2026, FEDCON provides the necessary bridge for contractors to understand the shifts from topic-based to flow-based acquisition processes.

By focusing on these streamlined procedures, FEDCON continues to lower the barrier to entry for innovative firms and ensures that established contractors can pivot their operations to meet the government's mandate for mission-driven, efficient results.

Marina Nicola

Federal Endowment Directing Consultants, LLC

+1 855-233-3266

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