

# GovCon Insights February 2026

## Featured Articles

### Incurred Cost Submissions Essential Series

If your company is required to submit an Incurred Cost Submission (ICS), understanding the how and when is just as important as knowing that you must submit one. This month, we're continuing our ICS Essentials series with a focus on preparation, documentation, and common risk areas.

ICS Essentials #6: Who Reviews Your ICS? DCAA, Agency Auditors & GAO Oversight

ICS Essentials #7: Key FAR Clauses You Must Know for ICS Compliance

ICS Essentials #8: How to Prepare a Compliant ICS (Documentation & Best Practices)



## Welcome Message

from VSINGH CPA!

Welcome to the February edition of GovCon Insights from VSINGH CPA.

As we move further into 2026, many government contractors are transitioning from year-end close into execution mode supporting active contracts, submitting proposals, and preparing for upcoming compliance and audit cycles.

February is a key month to pause and assess whether your accounting systems, indirect rates, and documentation are aligned with where your business is headed this year. Small gaps now can become larger issues later especially as audits, incurred cost submissions, and billing rate discussions approach.

In this edition, we're highlighting the next phase of our ICS Essentials series, focused on practical issues contractors face once an Incurred Cost Submission is required. These topics are especially relevant for companies managing growth, new contract types, or increased DCAA scrutiny.

As always, our goal is to provide clear, actionable guidance that helps you stay compliant while supporting sustainable growth.



## What We're Bringing Back From the National 8(a) Small Business Conference

Practical GovCon lessons you can apply now

The National 8(a) Small Business Conference reinforced a core truth: long-term success in government contracting isn't about checking boxes it's about credibility, preparation, and relationships.

At VSINGH CPA, we attended with our clients in mind, listening closely to agency leaders, primes, and small business advocates. The strongest contractors focus on clarity over clutter whether in business cards, capability statements, pricing strategies, or proposal responses.

A recurring message was clear: winning at any cost isn't winning. Underbidding often leads to cost overruns, performance issues, and contract terminations, ultimately damaging future opportunities.

Debriefs remain one of the most underused growth tools. Asking consistently win or lose helps contractors understand evaluator priorities and improve future bids.

Above all, relationships outlast certifications. Set-asides open doors, but dependability, responsiveness, and follow-through keep them open.



## Quick GovCon Tips

Treat sources sought and RFIs as strategic tools; they can influence set-aside decisions and future RFP scope.

Keep SBA and SAM profiles current so certifications, NAICS codes, and capabilities reflect where your business is today.

Lead with capability and execution, not just socio-economic status.

Do the market research before bidding to understand prior funding levels, contract ceilings, and burn rates.

Build relationships through consistency and follow-through, not cold outreach.

Use clean, uncluttered business cards with intentional white space to signal professionalism and credibility.

Keep elevator pitches brief and capability statements concise and targeted; clarity matters more than volume.

# Events

## Where We've Been

### January

January 14, 2026 — DC Metro Engagement Dinner & Training Academy (NVSBC)

January 21, 2026 — Unanet Kickoff 2026

January 26 - 28, 2026 — National 8(a) Small Business Conference

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## Where We're Going

### February

February 25, 2026 — Finance Symposium (NVSBC)

February 28, 2026 — Minority GovCon Business Summit 2026



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Thanks for staying connected with GovCon Insights! If you need support with GovCon accounting or DCAA compliance, book a consultation with VSINGH CPA for Incurred Cost Submissions (ICS), provisional billing rates, and audit-ready financials.