

GOVCON INSIGHTS – OCTOBER 2025

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Welcome Message

*Welcome to the October edition of
GovCon Insights!*

October is a pivotal month for government contractors. With the fiscal year turning over, indirect rates are under review, true-ups are in progress, and compliance requirements are top of mind. At VSINGH CPA, we know how critical it is to stay ahead of deadlines, manage your cash flow, and remain audit-ready.

In this issue, you'll find policy updates, compliance reminders, and highlights from recent events. You'll also see where to meet us this month and learn about our new Partner Spotlight, featuring ADP.

Featured Articles

- "What Happens After I Submit My PBR?"
- "Common PBR Mistakes — And How to Avoid Them"
- "How PBRs Impact My Invoicing and Cash Flow"
- "Year End ICS"
- "Can I Update My PBR During the Year?"



Each topic aligns with your PBR-focused theme and complements your forthcoming content schedule.

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Industry Updates

- **FAR 42.704 – Billing Rates**

FAR 42.704 requires contracting officers or auditors to establish billing rates (including provisional billing rates) based on recent audits, historical data, or other reliable experience. Rates must exclude unallowable costs, and revisions may be made to prevent significant over- or under-payments.

- **Agency Performance & Corrective Actions**

Federal agencies that fail to meet their small business contracting goals must submit corrective action plans. These reports reinforce the government's ongoing commitment to maximizing small business participation.

Quick GovCon Tips

- **Monitor Your Billing Rates** – Regularly compare provisional rates to actual indirect costs. Submitting timely adjustments prevents large year-end discrepancies and reduces audit risk.
- **Remove Unallowables Early** – FAR requires excluding unallowable and nonrecurring costs when preparing PBRs. Doing this upfront ensures smoother audits and avoids questioned costs.
- **Check Small Business Requirements** – Subcontractors should review the small business participation requirements in their primes' contracts. Meeting these targets can make you a more competitive GovCon partner.

Read More – Industry Updates Sources

For those who want to dive deeper into this month's policy changes:

- [FAR 42.704 – Billing Rates \(acquisition.gov\)](https://www.acquisition.gov/far/42.704)
- [SBA – Small Business Procurement Goals \(sba.gov\)](https://www.sba.gov/goals)
- [Annual SBA Goal Update \(dau.edu\)](https://dau.edu/annual-sba-goal-update)
- [DCAA Provisional Billing Rates Guidance \(dcaa.mil PDF\)](https://dcaa.mil/pdfs/dcaa-provisional-billing-rates-guidance)



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Events: Where We've Been

September

- Sept 25 – VSCPA 2025 Government Contracting Conference

This conference provided GovCon professionals with industry wide updates, CFO perspectives, and practical guidance on navigating current trends and regulatory changes.

Where We're Going

October

- Oct 13 – AUSA 2025 Annual Meeting & Exposition

The nation's largest land power expo, AUSA gathers military leaders, policymakers, and industry partners to explore Army modernization, technology, and strategic priorities.

- Oct 16 – Wells Fargo Diwali Celebration

An evening of cultural celebration and community impact, this event honors the festival of lights while raising support for Operation Smile's mission to help children in need.

- Oct 21 – CyberTalks 2025

CyberTalks unites top voices from government and tech to address the growing threats of cyberattacks, AI-driven risks, and strategies to build cyber resilience.

- Oct 30 – PSC Defense Conference

A forum for senior defense officials and industry executives to exchange insights on national security priorities, acquisition policy, and the contractor's role in defense readiness.

Partner Spotlight

VSINGH CPA partners with ADP to provide GovCons with payroll, HR compliance, and employee benefits support. Together, we help streamline back-office operations and strengthen audit readiness.

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Learn more: www.adp.com



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Get In Touch

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Thanks for staying connected with GovCon Insights! If you'd like help setting or reconciling your PBR before year-end, book a GovCon consultation with us today. Follow VSINGH CPA on LinkedIn for daily GovCon tips and updates.