GSA FOCUS 20 YEARS

REPORT 2 OF 2 · NOVEMBER 2026

GSA MAS by the Numbers: The Way Out

Why the GSA Schedule keeps growing while 8(a) contracts shrink — and why waiting until graduation costs you.

A $50 billion marketplace you can own a seat in

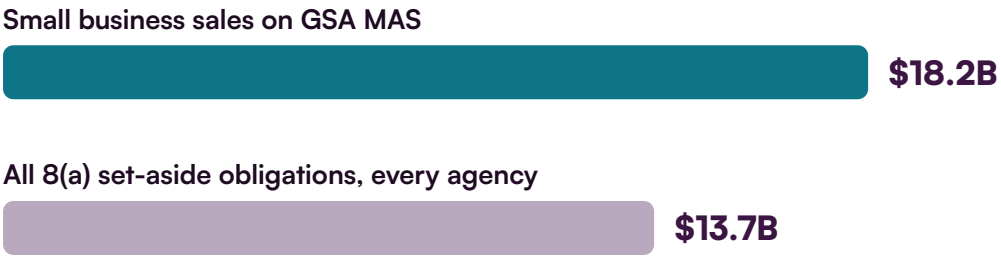
The Multiple Award Schedule is the government's largest commercial buying vehicle. Agencies order from it directly — no new contract competition, often in days.

$50.6B
MAS sales in FY2025

+25%
growth in MAS sales since FY2021

~36%
of MAS dollars go to small businesses

Small businesses earned more on MAS than all 8(a) set-asides combined
FY2025, billions of dollars



Why agencies keep moving buying to GSA

- **Speed:** pre-negotiated pricing and terms mean orders, not new competitions.
- **Policy:** recent consolidation efforts route more common goods and services through GSA.
- **eBuy:** agencies post RFQs that *only schedule holders can see*. Without a schedule, you never know those bids existed.

"I'll just ride 8(a) to graduation."

It's the most common plan we hear. Here's why it's the most expensive one.

1. The schedule takes months. Graduation doesn't wait.

A GSA Schedule isn't instant. Most of our clients are awarded in about 6 months — firms going it alone often take far longer. Start after you graduate and you spend your first year outside 8(a) with no vehicle at all.

2. MAS works for you while you're still in 8(a).

Contracting officers can set aside MAS orders for small businesses, including 8(a) participants. A schedule doesn't replace your 8(a) status — it gives agencies one more fast way to buy from you, now.

> **Real result:** one 8(a) firm we put on GSA went on to win a **$5 million contract** through a GSA 8(a) set-aside — revenue that came from having both, not choosing one.

3. Schedule past performance carries over.

Orders you win on MAS build a record that stays with your company after exit. Graduates who start early leave the program with a vehicle and a track record already in place.

4. You stop depending on rules you don't control.

Audits, definition changes and goal cuts hit 8(a). Your MAS contract keeps running.

The takeaway

8(a) and GSA aren't either-or. The firms in the strongest position use 8(a) while they have it and build a GSA Schedule alongside it, so graduation — or the next rule change — is a transition, not a cliff.

Whether you exit in a year or in six, the right time to start is while the program is still funding your growth. A 20-minute call will tell you whether you qualify, how long it would take for your company, and what it would look like next to your 8(a) work.

Talk it through in 20 minutes.
gsascheduleservices.com/8a

Book a free call →

Sources

1. Federal Schedules, "GSA MAS Contract Sales Continue to Top $50B in FY 2025," citing GSA SSQ+ (FY2025 MAS sales $50.65B; ~36% small business; ~14,579 contractors; +25% since FY2021).
2. Price Reporter, "Small Business and the GSA in 2025: 5 Key Facts" (May 13, 2025) — FY2024 MAS sales $51.9B; ~35% small business.
3. USAspending.gov API, 8(a) set-aside obligations (codes 8A, 8AN), FY2025, retrieved Nov 3, 2026.
4. FAR 8.405-5, small business set-asides of orders under Federal Supply Schedules.
5. GSA Focus client records (award timeline; $5M 8(a) set-aside result).