Martha’s Vineyard: a janitorial pursuit

Dated source snapshot

697DCK-27-R-00001; FAA; two locations: 71 Airport Road and 23 North Line Avenue, West Tisbury. Response: 22 Oct 2026, 15:00 Eastern / 14:00 Central. Optional site visit and question dates have passed. Refresh the notice before acting.
https://sam.gov/opp/104844c6ab114d2fa4a734b72479ac17/view

Why this example

The latest amendment names the incumbent, supplies an annual historical price and explains changed frequencies. This is a traceable teaching case, not a claim that Massachusetts is the best market. FAA uses AMS, its Acquisition Management System.

The service period

Base: 1 Jan–30 Sep 2027, nine months. Four one-year options continue from 1 Oct 2027 through 30 Sep 2031. Complete all price periods; reconcile monthly/annual form fields with the actual nine-month base. Source: solicitation price schedule p4; latest amendments.

Read scope before comparing prices

Historical context

Amendment 2 p6 Q8 gives an incumbent annual price of $15,564 ($0.02M at the deck's display precision). It expressly says scope and frequencies changed significantly. It is not a recommended new price. Incumbent award 697DCK22C00058 identifies Kevin Gundersen; its full historical award amount is separate from this annual price.

Delivery and quality

The tower chart has daily tasks seven days per week; administrative rows vary. Do not copy one frequency onto every task. Garage/workshop floor cleaning is excluded by Amendment 2 p6 Q10. Read the frequency chart and work statement as task/site requirements.

Work statement p4–5: quality-control plan within ten days after award; untimely inspection checklists may result in withheld payment. Include supervision, substitutions, access and inspection ownership.

Experience and performance are separate

Factor A: similar experience

Three similar contracts performed within five years. Amendment 2 p4 Q1 permits subcontractor experience when it correlates with assigned work and the stated signed commitment/teaming agreement and written authorization are provided. Do not claim any team automatically qualifies.

Factor B: prime surveys

Subcontractor surveys are not accepted (Amendment 2 p7 Q15). For a prime without applicable past performance, the amendment permits a cover-letter explanation and project management plan, satisfying this factor without three surveys (p4 Q2; p9 SA18). This alternative does not remove Factor A.

Build proof before deciding

Map each gate to evidence, owner and deadline using the included matrix. Treat your company qualifications as inputs to verify; the worksheet does not fabricate them.

Price, cash and the next action

Funding and invoices

Amendment 2 p5 Q6 explains that no funds are allotted in the unawarded solicitation. Formal award and written funded authorization are required before performance or mobilization. This is not a zero-priced job.

Solicitation p48–49: Delphi eInvoicing through Login.gov unless an approved waiver applies. Correct banking and proper invoices matter. Verify the incorporated AMS payment clause before assuming an exact payment deadline; this worksheet does not assume generic Net 30.

Costs to work through

Price the base and options, staffing and substitutes, supplies/equipment, access, quality control, insurance, applicable wage/fringe requirements and cash until payment. Leave unknown company inputs blank.

Pursuit decision

Separate cited requirements, any recorded Qualified Bid recommendation for your confirmed profile, and your own pursue/team/watch/pass choice. Keep unresolved questions with owners and dates. Source documents and this analysis are a dated teaching example; confirm latest amendments.