LOCAL RESEARCH GUIDE

Start with three questions

Use Qualified Bid to turn government buying evidence into a local market, a workable contract scale and a dated pursuit/watch list.

Who buys near me?

Keep a short buyer/site/office list with identifiers and links. Verify addresses and service coverage before outreach.

What size work could I pursue?

Keep the size-band table, value basis, periods and one example matching your capacity. Resolve vehicle and qualification access.

What may be coming next?

Keep a watch list separating open bids, forecasts and contract leads. Date each source and schedule the next verification.

National context

Recorded national net obligations: $3.49B across FY2020–FY2026. FY2025: $589.24M; FY2026: $475.19M. These are funding actions, not annual contractor revenue or open bids.

Company: [COMPANY]. Services: [SERVICES]. Performance ZIPs: [ZIP LIST]. Delivery limits: [TRAVEL, CREW, EQUIPMENT, HOURS, EXPERIENCE]. Start with North American Industry Classification System (NAICS) code 561730 and check service descriptions/classification coverage. Use place of performance. Preserve leading zeros and do not invent a radius. Seven-year history: FY2020–FY2026 (1 Oct 2019–30 Sep 2026), with FY2025/FY2026 separately. Date current/forward reads separately; recent reporting can lag. Features depend on your Qualified Bid plan.

Use Qualified Bid for awards and notices; consult official facility and agency forecast sources where needed, and state what is unavailable.

Connect your assistant

COPY-READY RESEARCH QUESTION 1

Who buys near me?

Use Qualified Bid for awards and notices; consult official facility and agency forecast sources where needed, and state what is unavailable. Using Qualified Bid, identify federal landscaping customers serving [MY PERFORMANCE ZIPS] and [MY SERVICE AREA]. Match the facility name, actual address, purchased service and responsible buying office. Preserve five-character ZIPs; distinguish a facility ZIP from a government mailing or inventory ZIP. Use place of performance, not supplier location. Give agency, purchasing office, award/notice identifiers, supplier where supported, scope and official links. Compare FY2020–FY2026 through 30 Sep 2026, with FY2025 and FY2026 separately; state retrieval date and reporting delays. Show period net obligations, distinct awards and actions. Deduplicate combined-area awards and explain multi-site coverage before attributing contract value to one ZIP. Federal property assets are not separate opportunities. Confirm incumbent relationships only with evidence. End with three buyer targets, why they fit our services, what evidence to keep and our next verification action. Do not contact anyone or change our profile.

Keep and act

Keep a short buyer/site/office list with identifiers and links. Verify addresses and service coverage before outreach.

Do not turn evidence into assumptions

Match facilities by name/address and service. Verify whether the purchasing office serves multiple sites; do not add distinct awards across ZIPs or treat property assets as customers.

Open the official government data source

COPY-READY RESEARCH QUESTION 2

What size work could I pursue?

Use Qualified Bid for awards and notices; consult official facility and agency forecast sources where needed, and state what is unavailable. Using Qualified Bid, compare the scale of landscaping awards in [MY PERFORMANCE ZIPS] and [MY SERVICE AREA] with the national market. Show seven-year history and FY2025/FY2026 separately. For new-award comparisons, define new as first reported action in available history and reconstruct all value changes through a stated cutoff. Show award counts and shares in these full-potential bands: below $0.25M, $0.25M–below $1.00M, $1.00M–below $5.00M, and $5.00M or more. Give the median, positive-value range and count of awards with positive funding and value. Keep zero, negative and missing records/explanations separate in the audit. Distinguish period obligations, base plus exercised value, full potential including unexercised options, and documented annual prices. Show small-business shares by count without treating them as our eligibility or win odds. Identify task orders requiring a parent contract vehicle. Select funded examples with verified service descriptions and performance dates. Compare their scope with [OUR CREW, EQUIPMENT, EXPERIENCE AND DELIVERY LIMITS]. End with a realistic size range to investigate, supporting evidence and unresolved access/qualification gates. Do not invent annual prices, company qualifications or a recommendation.

Keep and act

Keep the size-band table, value basis, periods and one example matching your capacity. Resolve vehicle and qualification access.

Do not turn evidence into assumptions

Full potential value includes unexercised options and can cover multiple years. Orders may require a parent vehicle. Small-business classification does not establish your eligibility.

Open the official government data source

COPY-READY RESEARCH QUESTION 3

What may be coming next?

Use Qualified Bid for awards and notices; consult official facility and agency forecast sources where needed, and state what is unavailable. Using Qualified Bid, find landscaping work that may be coming next in [MY PERFORMANCE ZIPS] and [MY SERVICE AREA]. Present three separate lists: (1) current solicitations, with latest amendment, deadline/time zone, set-aside, document read status and official notice link; (2) published agency procurement forecasts, with named project, scope, estimated value band, estimated fiscal year/date, last update, competition/set-aside status and official source; (3) historical contract leads, with buyer, service, current end, potential end and conditional options. Forecasts can change and are not open bids. A current end date does not prove a rebid. Do not treat an ambiguous forecast date as a full performance term or promised issue date. Check relevant service descriptions beyond the industry code. For each lead, say what our business should prepare, any parent-vehicle or teaming constraints, what information remains unread/unverified and the next action. Cite sources and date the read. Build a dated watch list without contacting anyone, recording a pursuit decision or changing our profile.

Keep and act

Keep a watch list separating open bids, forecasts and contract leads. Date each source and schedule the next verification.

Do not turn evidence into assumptions

Current solicitations, forecasts and contract end dates are three different stages. Prepare against named requirements, then verify current scope, dates, documents and access.

Open the official government data source

FROM MARKET TO PURSUIT

Test one actual solicitation

Scope and calendar

Read the latest notice and amendments. Map sites, priced quantities, task frequencies, seasons, weather duties and performance dates. Distinguish schedule quantities from inferred visits.

Eligibility and evidence

Separate prime eligibility, experience requirements and past-performance evaluation. Match each condition to your actual company evidence, gaps, owner and next action. Teaming does not automatically cure a prime requirement.

Price and cash

Use your own labor, equipment, travel, supervision, disposal and overhead inputs. Separate base, options and event charges. Read invoice acceptance/payment terms and cash needed before payment; leave unknown inputs blank.

Your decision

Use the blank pursuit worksheet and evidence matrix. Keep source facts, any recorded Qualified Bid recommendation and your own decision distinct. Decide pursue, investigate a compliant partner route, watch or pass with unresolved gates and the next dated action.

The dated Durham VA worked example shows this method; refresh its notice and deadline before acting. The complete prompt file retains the eight detailed pursuit prompts.

Durham VA notice

DEFINITIONS AND NEXT STEPS

Read the evidence correctly

Net obligations

Recorded funding increases/decreases in the selected period; not payments, revenue or annual price.

Awards and actions

Awards with activity are distinct award identifiers in scope/period. Actions are transaction records. An existing award may have several actions; counts across years or ZIPs are not additive.

New awards

First reported action in available history in the specified fiscal year; not a supplier's first-ever government win.

Funding and contract value

Funding, base plus exercised value, full potential including unexercised options and documented annual prices are separate measures. Read each value with its performance period.

Zero, missing and negative

A reported zero, no matching activity, a net-zero balance with activity and missing information differ. Investigate exact histories; zero does not establish free work. A positive amount below $0.01M is shown as less than $0.01M.

Forecasts and end dates

Forecasts may change and are not open bids. Current versus potential end dates can reflect conditional options. A contract end is a research lead, not a promised rebid.

Keep the guide, prompts, worksheet and market insights together. Continue in the Qualified Bid space in The Assembly. App: Qualified Capacity on iOS/Android; desktop: assembly.qualifiedcapacity.com.

Start with Qualified Bid

The Assembly — desktop