Define your local market

Complete with your business facts; preserve sources and conditions.

Company / HVAC service capabilities

Service ZIPs / travel radius

Who buys near me? Facility / service / office

What size work could I pursue? Basis / period / route

What may be coming next? Source / date / access

Source links / retrieval dates

Next local research action

Assess the requirement

Complete with your business facts; preserve sources and conditions.

Notice / solicitation identifier

Buyer / actual performance sites

Deadline / time zone / receipt route

Current scope / schedule / document coverage

Base / optional line items / equipment

Start / completion / lead-time conditions

Clarification issue / responsible owner

Map qualifications to proof

Complete with your business facts; preserve sources and conditions.

Small-business registration / eligibility

Completed similar projects / window / relevance

Customer / value / completion / contact evidence

Past-performance rating rule / separate evidence

Assigned crew / equipment / subcontract role

Written partner commitment / remaining proof

Evidence gap / responsible owner

Price and finance delivery

Complete with your business facts; preserve sources and conditions.

Equipment quotes / availability / warranty

Crew / craft wages / fringes / travel

Access / removal / disposal / subcontract cost

Bond requirement / actual capacity / premium

Base / option price / evaluation / assumptions

Approval / security / withholding / cash

Unresolved price or cash issue / owner

Own a dated decision

Complete with your business facts; preserve sources and conditions.

Verified source facts

Recorded Qualified Bid recommendation / status

Our pursue / team / watch / pass decision

Reasons and unresolved conditions

Next action / responsible owner

Due date / next source refresh

Source links / saved evidence record