WORKED SOLICITATION EXAMPLE

A new groundskeeping need in Durham

36C24626Q0892_2 · Durham Veterans Affairs (VA) Medical Center · 508 Fulton Street, Durham, NC 27705.

Snapshot: 9 Oct 2026. Current notice deadline: 12 Oct 2026, 11:00 Central Time (CT). This is a dated training case; refresh the notice and amendments before acting.

https://sam.gov/opp/3c9006d433694934845656c2f4b3a420/view

Why this case is useful

The seven-year NAICS 561730 award slice reports no activity in ZIP 27705. The VA's amendment says the previous work was done in house (document 4, paragraphs 285–287). Award history can miss new outsourcing demand; this does not establish that no other government buying occurred in the ZIP.

North Carolina context

$140.97M in seven-year net obligations; 450 distinct awards with activity and 1,173 actions. FY2025: $22.80M / 115 awards. FY2026: $13.38M / 96 awards.

Positive reconstructed full-award cohort values total $169.23M, range <$0.01M–$11.90M. 446 awards with positive reconstructed values. The selected funded examples below show different scopes and periods. 0 missing values. These values can span other periods/places and are not annual prices.

Commissary lawn services · Fort Bragg · HQC00526CE012: $0.03M recorded full-award value; 2026-05-01 to 2027-04-30.

Cemetery grounds · New Bern · 36C78626N50814: $0.15M recorded full-award value; 2026-08-13 to 2027-05-31.

School grounds · Fort Bragg/Linden Oaks · HE125423C1002: $2.16M recorded full-award value; 2023-03-21 to 2027-03-20.

Base price schedule: 1 Nov 2026–31 Oct 2027 (document 4 ¶313). There is no awarded price or named incumbent supported for this new solicitation.

SCOPE AND QUALIFICATION

Cost the actual calendar and delivery model

Recurring work

Mowing: 24 EA (each) priced quantity (document 4 ¶315); March–October every other week except June–August weekly (¶319). Edging: 18 EA (each) quantity (¶375); March–October every two weeks (¶379). Keep quantities separate from inferred calendar visits.

Daily and specialist work

Litter: daily Monday–Friday (¶361); debris removed daily (¶226). Tree work: approximately 42 trees in a 3–5-year pruning cycle, estimated maximum height 65 feet, aerial lift anticipated, routine pruning (¶231–235). Confirm base-year pruning scope, crew, disposal and equipment access.

Weather and storage

24/7 standby during snow/ice (¶257); answer says salting should precede snowfall (¶259). Snow paid per occurrence (¶261). Storage limited to active snow removal and otherwise unavailable (¶267, ¶279). Cost response, mobilization and storage explicitly.

Prime eligibility and evidence

Certified service-disabled veteran-owned small business (SDVOSB) and applicable size conditions (document 1 ¶1201–1208). Required signed certification (¶1246). Detailed technical/management approach and resources (¶2016–2018). Prime must show at least two similar-size contracts undertaken within the past three years (¶2019).

Experience is a separate gate

Past performance emphasizes recent, relevant work (¶2021–2024). No relevant or unavailable history is neutral, but may compare less favorably than favorable history. This does not remove the prime experience requirement. A prospective partner does not automatically cure prime eligibility; examine the applicable set-aside and subcontracting conditions.

PRICE, PAYMENT AND NEXT ACTION

Build a defensible price and pursuit decision

Price to deliver

Use your actual labor, materials, equipment, travel, disposal, insurance, supervision and overhead inputs. Separate recurring lines from event charges. This example supplies no invented quote, wage rate or profit margin.

Understand evaluation

Lowest price technically acceptable; non-price factors rated acceptable/unacceptable (document 1 ¶2013). Evaluate base plus options (¶2014); six months under 52.217-8 evaluated using last option-year prices (¶2028). Evaluation does not obligate option exercise.

Finance acceptance and collection

The form states Net 30 (¶124). Invoicing is monthly in arrears with acceptance reports (¶372). Check all applicable payment clauses and invoice instructions. Budget payroll/materials and any startup costs before an accepted invoice is paid; Net 30 is not 30 days from starting work.

Decision branches

If eligible and evidenced, complete the delivery, proposal and cash review. If the prime cannot qualify, investigate a compliant subcontracting route with a qualified prime; this is a lead, not a confirmed partner or eligibility cure. If timing or delivery capacity fails, pass this solicitation and keep researching.

Keep the decision auditable

Record the evidence, unresolved question, owner and deadline in the worksheet. Separate source facts from a recorded profile recommendation and your own choice. Research did not change a company profile or record a decision.