PHYSICAL ACCESS CONTROL - SOURCES READ 12 OCT 2026

What size work could you pursue?

U.S. physical-description subset

FY2025: 116 eligible awards first recorded in the available history; 93 below $250,000 (80.2%), 11 from $250,000 to below $1 million, and 12 at least $1 million. Median full potential: $72,992.74.

FY2026: 77 eligible awards first recorded in the available history; 61 below $250,000 (79.2%), 11 from $250,000 to below $1 million, and 5 at least $1 million. Median full potential: $108,069.

Count and value basis

Description matches within the broader reported security-systems category 561621 are a subset, not an exhaustive physical-access market. Eligibility requires positive net funding and full potential value above $1. FY2025: 117 matched awards, one excluded; FY2026: 77 matched, none excluded. “New” means first recorded action in the available history, not proof of the earliest action ever.

Potential values include unexercised options and may span periods or sites. They are not annual prices, collected cash or guaranteed revenue. The narrow Indiana match has only one eligible award in each recent year, too few for a broad local size headline.

Wider Indiana context

FY2020–26 broad category: $21,651,230.99 net obligations; 120 distinct awards with activity and 325 actions. FY2025: $758,834.33, 20 awards and 42 actions. FY2026: $757,872.69, 16 awards and 34 actions. Awards repeated across years are not additive.

Positive exercised full-history sizes: 116 awards, $242.30 to $8,523,137.58. Four recorded-zero exercised histories are excluded from this positive-size range only; they remain in historical funding/activity. They are not missing records, and no unverified cause or free-work conclusion is supplied.

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Who buys near you?

Dated Indiana contract histories

Marion Veterans Affairs campus: LenelS2 physical-access maintenance/software. Contract 36C25026C0078 has three recorded actions, $83,528 funded and exercised, and $206,664 full potential. Start 20 Mar 2026; current/potential end 19 Mar 2029. Network Contracting Office 10.

Marion award history

Fort Wayne Veterans Affairs campus: physical-access services. Contract 36C25024P1923 has one recorded action and $63,231.96 funded, exercised and potential. Start 30 Sep 2024; current/potential end 29 Sep 2025. Network Contracting Office 10.

Fort Wayne award history

Defense Finance and Accounting Service, Indianapolis: access, intrusion and cameras. HQ042321P0001 has 11 recorded actions and $1,026,661.24 funded, exercised and potential. Start 25 Dec 2020; current/potential end 24 Aug 2026.

DFAS award history

Turn a location into an actual buyer target

Verify facility address, purchased service, office, sites and dates. Use place of performance rather than contractor address. These histories are not open bids or guaranteed recompetes; full values are not one-ZIP allocations. Current and potential end dates are watch leads requiring follow-on evidence.

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What may be coming next?

One official wider-market forecast

DHS forecast F2026074205: U.S. Citizenship and Immigration Services Gallagher enterprise licenses and support, $1–2 million; estimated release 2 Nov 2026 and award in Q2 FY2027; Camp Springs, Maryland. Reported classification 541519 is outside the historical 561621 baseline.

The official plan names NASA SEWP V, a government purchasing vehicle, a Women-Owned Small Business route and authorized Gallagher reseller status. Verify the actual released requirement, vehicle access, program eligibility and manufacturer authorization. This is not an Indiana bid, guaranteed work or additive historical funding.

Official forecast, opened 12 Oct 2026

Separate each kind of lead

Current bids require live notice status, deadlines and complete document/amendment reading. Official forecasts remain planning records. Contract-end watch leads need independently verified follow-on evidence. Search installation, hardware and software classifications separately and deduplicate overlaps.

Ask these questions in Qualified Bid

Use your actual services, supported systems, service ZIPs, travel radius, staff and capacity. Research who buys near you, what size work you could pursue and what may be coming next. Then retain the source, its date, your proof and one dated next move.

Start with Qualified Bid

Current assistant setup guides

Get the resources and ask broader business questions in the Qualified Bid space in The Assembly. Mobile app: Qualified Capacity on iOS/Android. Desktop: assembly.qualifiedcapacity.com.