HILL AFB WORKED EXAMPLE · SOURCES READ 12 OCT 2026

Hill AFB: an inspection-service pursuit

A dated government-work example

FA8224-27-Q-0001 concerns aircraft-maintenance facilities at Hill Air Force Base, Utah 84056. It is a total small-business set-aside. The notice text, 24 PDF pages and pricing sheet were read on 12 Oct 2026; recheck the live notice before acting.

Open the official SAM.gov notice and documents

Buying structure and deadline

Notice p1 proposes a one-year Blanket Purchase Agreement (BPA) plus four option years. Only authorized purchases actually made, and services performed and accepted, create obligation. Do not assume guaranteed orders, volume or revenue.

Notice p2: quotes are due 30 Oct 2026 at 12:00 Mountain Daylight / 13:00 Central Daylight by email to the named contracting officer. Verify receipt; oral quotes will not be accepted.

Why this example matters

It connects inspections, separate company and technician qualifications, unit pricing, delivery records and accepted reporting. Hill is a wider regional case outside the three Salt Lake service ZIPs; no incumbent or recompete linkage is asserted.

Use the same three questions

Ask Qualified Bid: Who buys near me? What size work could I pursue? What may be coming next? Add your services, ZIPs, travel radius and actual capacity. Use the current setup guide at qualifiedbid.qualifiedcapacity.com/learn/.

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Prove qualifications and submission readiness

Company and technician proof are separate

Notice pp1-2: response needs active Utah portable-extinguisher and suppression-company privilege licenses. Technicians need active registration when they provide service. The notice states a $25.00M annual-revenue size criterion; verify eligibility under the applicable rules.

SAM = System for Award Management. CAGE = Commercial and Government Entity code. UEI = Unique Entity Identifier. SOW = statement of work. See the separate key-terms resource for official references and QR codes.

The eight required response items - notice p2

1. Solicitation number.
2. Business name, address and telephone number.
3. CAGE code and active SAM.gov Unique Entity ID.
4. Active Portable Fire Extinguisher Company Privilege License Number.
5. Active Fire Suppression Systems Company Privilege License Number.
6. Company profile and capabilities statement together on one single-sided, letter-sized page.
7. Completed FA8224-27-Q-0001 Pricing Response Form.
8. Affirmative statement specifying agreement with the terms, conditions, provisions and amendments.

Delivery capability

SOW pp11-12 require commercial barcode-tracking proficiency, compatible devices and a program manager designated in writing. Plan work from 06:00 to 14:00 Mon-Thu, excluding federal holidays; coordinate dates and secure-area escorts. Vehicles may be searched.

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Clarify the price basis before quoting

Inventory and evaluated service units differ

Notice p2 evaluates anticipated annual quantities of 1,316 extinguisher inspections, seven suppression-system inspections and 20 replacement 10-pound extinguishers. SOW p3 describes approximately 1,316 extinguishers with monthly/annual inspections; pp8-10 give building/month schedules.

Ask how equipment inventory and service cycles map to evaluated units. Do not multiply inventory by twelve or assume the evaluation quantity cancels monthly work.

Three source conflicts to resolve in writing

Options: clauses p1 lists 52.217-3, Evaluation Exclusive of Options. Clause 52.212-2 p7 instead adds options to base price for evaluation. Do not choose the interpretation yourself.

Year labels: the pricing sheet repeats Year #2 for the 2028-29 period. Confirm the five-year column labels and required pricing basis.

Replacement reference: pricing-sheet lines 0003-A through 0003-E refer to SOW section 5.2 item 25. The actual failed-unit/exchange task is in section 5.1, task 25, on SOW p6; section 5.2 begins the suppression inspections. Ask the contracting officer to reconcile the reference.

Blank totals do not describe awarded work

The pricing template calculates zero totals before bidder prices are entered. Those zeros are not award values or evidence of free work. Fill the form using your own costs and the clarified basis.

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Price delivery, reporting and cash

Include the whole service

SOW p6: immediately remove failed units and provide new operational replacements with the identical rating and code; document the exchange. Include maintenance and hydrostatic testing as required. Price labor, travel, equipment, access, insurance and reporting.

Accepted evidence and payment

SOW pp7 and 11: digital inspection reports are due within five business days of cycle closure. SOW p12 ties Government Purchase Card or Wide Area Workflow payment to verification and acceptance of completed monthly deliverables.

Clauses pp4-6 leave invoice/receiving-report types, routing and contacts to be determined at call level. Obtain the instructions for each authorized purchase. Do not assume Net 30 or that BPA options guarantee revenue.

Own the next decision

Retain sources, written clarifications, license checks, pricing inputs and cash requirements with owners and dates. Record your bid, team, watch or skip decision separately from a Qualified Bid recommendation. A potential partner is a lead until its contribution and commitment are established.

Get materials and continue the conversation

Open the Qualified Bid space in The Assembly for resources, questions and broader business discussions. On mobile, the app is Qualified Capacity for iOS and Android. On desktop, use assembly.qualifiedcapacity.com.