# Find HVAC work worth pursuing

## Heating, Ventilation and Air Conditioning - services, equipment integration and delivery capacity

Reader key: NAICS means North American Industry Classification System, the industry classification code. RFQ means request for quotation. CO means contracting officer. SF1442 is the solicitation, offer and award form.

Research [BUSINESS / HVAC CAPABILITIES] in [SERVICE ZIPs / RADIUS]. Use FY2020-FY2026 through 30 Sep 2026, with FY2025 and FY2026 separately. NAICS 238220 is shared plumbing/heating/air-conditioning contractor context, not an HVAC-only market. Isolate actual HVAC services by descriptions and product/service codes; equipment supply and adjacent construction require separate scope. Do not add overlapping markets. Research does not change our profile or record a decision.

Historical query edition: 12 October 2026; FY2020-FY2026 through 30 September 2026. FY2026 reporting is provisional. Payette selected-source check: 14 October 2026.

## Connect and keep research separate from company decisions

Use the current Claude, ChatGPT and Codex connection guides

Research can begin with your services, ZIP codes and practical radius. Confirm business facts before treating a recorded company-specific recommendation as your own pursuit decision. Verify original requirements and source-read limits before committing.

## Ask three useful questions

## Who buys near me?

Find actual facilities, purchased HVAC services, buying offices and award IDs in our service ZIPs and operating radius. Show seven-year and recent-year net funding, distinct awards and actions. Corroborate performance addresses and multi-site scope. Separate maintenance, replacement, installation and equipment supply; deduplicate combined areas. A quiet coded ZIP is not proof of no work or future demand.

## What size work could I pursue?

Show recent funded new-award counts, potential-value medians and bands below $0.25M, $0.25M to below $1.00M, and at least $1.00M. Define new by first recorded action in available history, allocated to that fiscal year. For the retained size method require positive cumulative funding AND reconstructed full potential value above $1 through the cutoff; do not silently substitute merely greater than zero. Keep broad code and HVAC-description sensitivity separate, with exclusions and source dates. Provide positive funded/exercised/potential examples, contract periods and vehicle access. Options and multi-year values are not annual price, cash paid or guaranteed revenue.

## What may be coming next?

Separate live bids, published agency forecasts and current/potential contract-end watch leads. Include facility, buyer, update date, estimated timing/band, vehicle, set-aside and route to bid or subcontract. Search adjacent construction/equipment codes separately; no additive market or guaranteed rebid. Use official forecasts/facility sources where connector coverage is unavailable.

# Narrow the geography and inspect the actual work

## Where is buying concentrated?

Show top ten states, reported cities and ZIPs together with seven-year and recent-year dollars/counts and positive full-award sizes. Explain every displayed zero, small positive display threshold and negative adjustment in context. Preserve source labels, missing geography and size exclusions; distinct awards across years/places overlap.

## Which live requirement fits our business?

Find current HVAC maintenance, replacement, repair or installation notices matching our service and travel limits. Read current status, deadline/time zone, scope, set-aside, amendments and source links. With our confirmed business facts distinguish any recorded Qualified Bid recommendation from document coverage and our own judgment. Do not invent a recommendation or eligibility.

## Mechanical questions before a price

Distinguish preventive service, diagnosis and repair, coil replacement, complete equipment replacement, controls interfaces and adjacent construction. For each real requirement, confirm existing equipment, compatible components, power/piping, site access, testing, warranty, lead times and the controlling scope. A comparable equipment price alone does not establish an installed compatible solution.

# Turn evidence into a delivery plan

## Can our completed projects meet the experience requirement?

For [NOTICE], extract minimum similar-project count, completion window, size/scope/complexity, permitted commercial or subcontract experience, and required customer/value/date/contact evidence. Separately extract past-performance rating rules. A neutral rating does not waive a minimum project submission. Map requirements to our actual proof and assigned team.

## What must we clarify before pricing?

Compare the RFQ item schedule, every scope revision, drawings, specifications, forms and amendments. Cite conflicting sites, quantities, optional work, start/completion periods, lead-time provisions and receipt time zones. For Payette compare Fawn Hall with Krassel, July retention of the existing Helibase indoor unit with August indoor-coil replacement, Krassel coil work with condenser-removal wording, older Option B with the priced Option A, and repeated base item 2. Do not assume retention of a unit necessarily excludes replacing its coil. Identify referenced documents not separately available. Draft precise written clarification questions; do not silently resolve them or send anything.

## What exactly must be priced and evaluated?

Map each base/option line item to scope, equipment compatibility, access, disposal, warranty and schedule. Extract whether evaluation is lowest price technically acceptable or a tradeoff; preserve option-evaluation/exercise and unbalanced-price conditions. Use our actual equipment quotes, labor, craft wages/fringes, supplier terms, subcontractors and assumptions.

# Price, cash and an explainable decision

## How do bonds, acceptance and payment affect cash?

Extract bid-guarantee versus performance/payment bond and alternative payment-protection requirements and deadlines. For Payette, retain the source requirement for 100% payment protection, submitted within 15 days after award, over the full performance period plus one year, separately from SF1442 bonds within 15 days after award and its no-bid-guarantee box. Confirm how the forms and clause apply together. Retain unresolved insurance $X and simultaneously checked wage-adjustment methods instead of inventing amounts or a controlling selection. Separate offer validity from performance duration. Read proper progress-request approval, certification, payroll, security, retainage, bond-premium proof and final release conditions. Preserve special-action exceptions, including any undefinitized-action cap. Do not infer unconditional Net 30 or an automatic retainage deduction.

## What is our dated pursuit decision?

Separate verified source facts, any recorded company-specific Qualified Bid recommendation and our own pursue/team/watch/pass decision. List unresolved scope, experience, staffing, schedule, equipment, bonds, price, cash and deadline gates with source, owner and next action. Do not write profiles/decisions or contact buyers/partners without confirmation.

## Keep the record useful to your team

Use the pursuit worksheet, requirements/evidence matrix and worked Payette case. Record source date, notice or award identity, paragraph/page, a business-evidence owner, unresolved conditions and the next verification. Market observations do not certify eligibility or guarantee an award.

## Continue the conversation

Bring questions, source findings and practical business constraints to The Assembly through the Qualified Capacity app on iOS and Android.

Open The Assembly on desktop

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