Find janitorial work worth pursuing

Start with your business

Using Qualified Bid, research federal janitorial work for [BUSINESS / CAPABILITIES] in [ZIPs] and [SERVICE RADIUS]. Use FY2020–FY2026 (1 Oct 2019–30 Sep 2026), show FY2025 and FY2026 separately, and label reporting delays. Keep research separate from profile changes or decisions.

Three questions to answer

Who buys near me? Identify named facilities, purchased services and buying offices behind janitorial awards in my service ZIPs. Show period net obligations, distinct awards with activity and actions for seven years and each recent year. Verify addresses, multi-site coverage and current versus potential performance ends. Deduplicate combined-area award counts; do not add ZIP counts. Give award identifiers, source links and next buyer-research steps.

What size work could I pursue? Use awards first recorded in the available history in FY2025 or FY2026, with positive cumulative funding and positive full potential reconstructed through 30 Sep 2026. Show counts/shares below $0.25M, $0.25M to below $1M, and $1M or more; medians; and examples with actual periods and funded/exercised/potential bases. Retain excluded zero, missing, reversed or incomplete records in the audit. Distinguish this cohort from awards with activity, annual prices and open bids. Explain task-order vehicle access and multi-site scope.

What may be coming next? For awards and open bids, use Qualified Bid where supported. For forecasts, consult official agency sources or Acquisition Gateway separately if the connector does not provide them; identify that coverage limit. Find published forecasts relevant to my services and geography. Show scope, estimated value band, solicitation/award timing, competition and source update dates. Check the official listing and flag stale/conflicting fields. Separately identify existing contract ends and currently open bids. A forecast or ending contract does not guarantee a new solicitation; explain the next preparation or monitoring action.

Connect and keep a record

Visit https://qualifiedbid.qualifiedcapacity.com/learn/ and choose your assistant. Research can begin without a profile; a confirmed profile sharpens recommendations. Features depend on your plan. Save the source date, identifiers, calculations and your next action.

Research your service area

Where is local activity concentrated? Show the top ten states, cities and ZIPs by seven-year net obligations; include FY2025 and FY2026 amounts, distinct award counts, activity counts and eligible positive full-award size range. Show whether a few awards dominate each recent total. Explain negative funding adjustments, missing values and small positive amounts; do not interpret a net-zero/negative total as ordinary concentration. Format dollars as $2.10M or $2.21B and small positive values as less than $0.01M.

Which opportunities match my business? Find current janitorial solicitations in places I can serve. Show buyer, service locations, deadline/time zone, set-aside, amendments and SAM.gov link. Separate open bids, sources sought, forecasts and historical awards. Use my confirmed company profile for recorded Qualified Bid recommendations, keeping their status and reasons separate from document coverage. Do not invent a score.

What scope must I deliver? Read [NOTICE / SOLICITATION] and relevant attachments/amendments. Build a task-by-site calendar for frequencies, access, personnel, supplies, quality controls, performance periods and required forms. Preserve shall/must/may and exceptions. Cite pages or source paragraph units. Identify conflicting provisions and unread documents; provide the SAM.gov notice link.

Read the measures correctly

Awards with activity are distinct contract/order records with transactions in the selected period; they are not necessarily newly awarded jobs. Actions are transaction records, including new awards and modifications. Net obligations sum funding and deobligations in the period, not invoices paid or annual contract prices. Do not sum distinct award counts across ZIPs or years.

Move from evidence to a decision

What must my proposal prove? Extract prime eligibility, technical approach, similar-experience and past-performance requirements separately. Map them to our evidence, gaps and owners. Explain whether subcontractor experience is permitted, its assigned-scope and commitment conditions, and whether surveys must be for the prime. Preserve any explicit alternative for a prime without applicable history. A partner does not automatically cure prime eligibility.

What should I price and finance? Extract base/option periods, line items, quantity/unit conventions, wage/fringe requirements, insurance, invoice process, acceptance and payment terms from the actual solicitation. Reconcile nine-month or other nonannual base periods with pricing fields. Use our inputs for staffing, supplies, equipment, access, insurance, overhead and cash until payment; leave unknowns blank. Do not convert historic funding into annual prices or assume a generic payment deadline.

What is our next decision? Separate verified source facts, any recorded Qualified Bid recommendation for our confirmed profile, and our own pursue/team/watch/pass decision. List unresolved eligibility, evidence, capacity, pricing/cash and deadline questions with owners and due dates. Do not record a decision or change our profile without confirmation.

Get the tools

Use the fillable pursuit worksheet and evidence matrix. The Qualified Bid space in The Assembly is available through the Qualified Capacity app for iOS/Android or desktop https://assembly.qualifiedcapacity.com/.