

Grounds Maintenance Services — Fort Example Army Installation

W912EX-26-Q-0042 · U.S. Army (sample)

CLIENT

Palmetto Services Group
(SAMPLE)

DATE

March 14, 2026

TURNAROUND

24–48 hours

OUR RECOMMENDATION

BID

We recommend pursuing this opportunity.

EXECUTIVE SUMMARY

SAMPLE — fictional business and contract, for demonstration only. This grounds-maintenance RFQ is a strong fit for Palmetto Services Group: the scope matches your core services, the estimated value is within your demonstrated capacity, and the set-aside aligns with your registration. We recommend bidding, with attention to the two items flagged below — the mandatory site visit and the SCA wage determination — which most commonly trip up first-time bidders on this type of work.

OPPORTUNITY DETAILS

Agency	U.S. Army (sample)
Solicitation #	W912EX-26-Q-0042
Due Date	March 28, 2026
Estimated Value	\$420,000 / year (base + 4 option years)
Set-Aside	Total Small Business Set-Aside

COMPLIANCE MATRIX

#	Requirement	Risk	Status
1	Active SAM.gov registration with UEI	DISQUALIFYING	COMPLETE

2	Mandatory pre-bid site visit (March 20)	DISQUALIFYING	REQUIRED
3	SCA wage determination 2015-4281 applied to labor	HIGH	NEEDS VERIFICATION
4	Bid schedule (Section B) priced per line item	HIGH	REQUIRED
5	Certificate of insurance — GL \$1M / \$2M	MEDIUM	COMPLETE
6	Past performance — 3 comparable references	MEDIUM	NEEDS VERIFICATION
7	Pesticide applicator license (if chemical work)	MEDIUM	MISSING

RED FLAG REPORT

Mandatory site visit is a hard gate

DISQUALIFYING

Finding: The solicitation makes the March 20 site visit mandatory. Bids from firms that do not attend will be found non-responsive.

Action required: Register for and attend the site visit; keep the sign-in confirmation.

SCA wage determination drives labor cost

HIGH

Finding: Grounds maintenance is Service Contract Act covered. Pricing labor below the wage determination + Health & Welfare fringe will lose money on award.

Action required: Price each labor category at the WD minimum plus the H&W fringe before finalizing the bid schedule.

Acreage may be gross, not maintained, area

MEDIUM

Finding: Listed acreage often includes unmaintained land. Pricing the full parcel inflates the bid; pricing too little erodes margin.

Action required: Confirm mowable acreage at the site visit and price to the maintained area.

ACTION PLAN

IMMEDIATE

- ☐ Register for the March 20 mandatory site visit.
- ☐ Confirm SAM.gov registration shows Active and the UEI is current.
- ☐ Pull wage determination 2015-4281 and map it to your labor categories.

BEFORE BIDDING

- ☐ Walk the site; confirm mowable acreage, gate access, and equipment needs.
- ☐ Price the Section B bid schedule line by line at SCA wages + fringe.
- ☐ Assemble 3 comparable past-performance references with contacts.

SUBMISSION

- ☐ Name every file per the solicitation's convention.
- ☐ Submit on SAM.gov at least 24 hours early and save the confirmation.
- ☐ Verify the response shows Submitted — not Saved or Draft.

FEDERAL MARKET DEMAND

Top agencies buying this work in your state (last 2 fiscal years).

1	Dept. of the Army	\$4.2M
2	Dept. of Veterans Affairs	\$2.6M
3	GSA (Public Buildings Service)	\$1.5M