

OPPORTUNITY DOSSIER: EMERGENCY GENERATOR REPLACEMENT & 480V SWITCHGEAR MAINTENANCE

Solicitation #SAM-ELEC-FL01 | Target Contractor: Crestview Electrical & Controls LLC | Generated: September 27, 2026 • 13:25 UTC

Issuing Agency:	Department of Defense / US Air Force	Commercial Trade:	Electrical & Lighting
Contracting Office:	96th Test Wing • Eglin AFB Building 205	NAICS / PSC:	238210 / J059
Performance Site:	Eglin AFB, FL 32542	Estimated Value:	\$82,450.00 (FAR 2.101 SAT)

EMPIRICAL WIN PROBABILITY (pWIN) SCORECARD

58% CHALLENGING Empirical 4-Pillar Model	Scoring Pillar	Score	Evaluation & Tactical Rationale
	1. Set-Aside Alignment	0 / 25	Solicitation restricted strictly to SDVOSB contractors; eligibility criteria not met.
	2. Proximity & Mobilization	15 / 25	Standard CONUS dispatch perimeter; place of performance coordinates pending final determination.
	3. Bonding & Capacity Fit	25 / 25	Optimal underwriting sweet spot: contract represents 33.0% of single project bonding capacity (\$250,000.00).
	4. Historical Bidder Density	18 / 25	Moderate competitive field (3 historical bidders); disciplined market sweet-spot pricing wins.

TACTICAL BIDDING GUIDANCE: Challenging bid profile. Recommend bidding only if trade margin allows competitive positioning, or explore subcontracting / teaming arrangements to offset bonding or geographic distance.

SCOPE OF WORK & CRITICAL SPECIFICATIONS

Contractor shall provide all labor, tools, test equipment, and parts required to perform quarterly preventative maintenance, load bank testing, and automatic transfer switch inspection for backup diesel generators at Eglin Main Base facility.

CRITICAL PROCUREMENT MILESTONES & POC

Milestone Event	Target Date / Statutory Deadline	Action Requirement
Solicitation Publication	2026-09-27	RFP issued via SAM.gov / local clearinghouse.
Technical Inquiries (Q&A; Deadline)	5 Days Prior to Due Date	Submit formal RFIs to Contracting Officer in writing.
Site Visit / Pre-Bid Walkthrough	Recommended Verification	Coordinate base visitor pass with Capt. Ryan Mitchell.
Proposal Submission Deadline	2026-10-15 14:00	Strict electronic submission cutoff (zero late bids accepted).
Contracting Officer Contact	Capt. Ryan Mitchell	Email: ryan.mitchell.3@us.af.mil • Tel: 850-882-1110

INCUMBENT CONTRACTOR INTELLIGENCE & RE-COMPETE ANALYSIS

Commercial intelligence extracted from historical FPDS-NG transaction clearinghouses and base award records. Evaluates the incumbent contractor's position, expiration timeline, and structural vulnerabilities.

Apex Federal Defense Services LLC CAGE: 7V892 SAM Unique Entity ID: Active Status: Expiring Prime Contractor	Previous Contract ID: FA9650-21-C-0142 Awarded Amount: \$77,503.00 Period of Performance: 2021-09-30 (5-Year POP Expiration)
RE-COMPETE TRIGGER / RATIONALE:	5-Year Period of Performance Expiration & Statutory Small Business Re-Competition

INCUMBENT CONTRACTOR VULNERABILITY ANALYSIS

Vulnerability Factor	Impact	Exploitation Strategy & Winning Narrative
SBA Size Standard Graduation	High	Incumbent is nearing the 5-year average annual revenue cap for NAICS code, limiting small business set-aside qualification flexibility.
Davis-Bacon Wage Escalation (+14.2%)	High	Recent DOL wage determination updates significantly increased county prevailing rates. Incumbent's older cost model cannot sustain prior margins.
Option Year Schedule Variance	Medium	Historical CPARS data indicates 12-day average delay on past equipment turnover and load bank submittals, creating customer openness to responsive local competitors.
Mobilization Overhead Differential	High	Incumbent maintains branch offices 110 miles away. A local shop within 25 miles holds a distinct mobilization cost advantage.

HISTORICAL CONTRACT AWARDS FOR SIMILAR SCOPE AT INSTALLATION

Award FY	Contract ID	Awarded Contractor	Award Value	Vehicle Type	Performance Outcome
FY2021	FA9650-21-C-0142	Apex Federal Defense Services LLC	\$77,503.00	Firm Fixed Price (FFP)	5-Year Period of Performance
FY2016	SAM-EL-16-C-0092	Gulf Coast Defense Technical LLC	\$70,907.00	Firm Fixed Price (FFP)	Satisfactorily Completed
FY2011	SAM-EL-11-C-0045	Emerald Coast Infrastructure Corp	\$64,311.00	Firm Fixed Price (FFP)	Satisfactorily Completed

COMPETITIVE POSTURE SUMMARY: Average winning bids at this installation have tracked between **92% and 98%** of government independent estimates. With 3 historical bidders expected and the incumbent facing mobilization overhead, a well-grounded bid in the target pricing corridor provides maximum competitive edge.

TACTICAL PRICING CORRIDOR & STATUTORY PRE-BID CHECKLIST

Quantitative pricing boundaries based on historical FPDS award distributions, localized labor rates, and agency budget limits. Aligned with FAR 15.4 truth-in-negotiations and Davis-Bacon prevailing wages.

AGGRESSIVE (10th Percentile)	TARGET SWEET SPOT (Median)	SAFE CEILING (80th Percentile)
\$72,556.00	\$82,450.00	\$86,572.50
Recommended when seeking rapid past performance or entering new military installation.	Recommended bid posture. Maximizes win probability while protecting full commercial margin.	Maximum allowable bid before triggering agency budget ceiling or price reasonableness audit.

LOCALIZED DAVIS-BACON PREVAILING WAGE BASELINE (DOL WHD)

DOL Determination ID	Jurisdiction / County	Basic Hourly Rate	Fringe Benefit Rate	Total Burdened Prevailing
FL202600FL01	Okaloosa County, FL	\$34.50 / hr	\$14.25 / hr	\$48.75 / hr

STATUTORY PRE-BID COMPLIANCE CHECKLIST

Statutory Mandate	Legal Citation	Contractor Verification Requirement	Readiness Status
Self-Performance Limit	FAR 52.219-14 13 CFR § 125.6	Prime contractor must perform at least 50% of personnel costs (15% for general construction) with own employees.	COMPLIANT
Miller Act Bonding	40 U.S.C. §§ 3131-3134 FAR 28.102-1	Contracts under \$150k SAT are statutorily exempt from Miller Act mandatory bonds. Standard commercial insurance applies.	EXEMPT (<\$150k)
Certified Weekly Payroll	Copeland Act 29 CFR Part 3	Mandatory weekly Form WH-347 certified payroll reporting with electronic signature compliance.	READY (WH-347)
System for Award Management	FAR 4.1102 / 52.204-7	Active SAM.gov registration with no active exclusions or delinquent federal debt holds.	VERIFIED

ESTIMATOR EXECUTION SIGN-OFF:	Target Bid: \$82,450.00	Submission Target: 24h Prior to Deadline	Status: GREEN TO BID
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