

RECON ENGINE

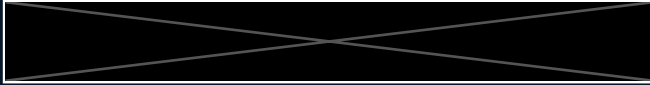
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# Recon Engine

## Opportunity Intelligence Report

PREPARED FOR



DOCUMENT

**FDA Occupational Safety, Industrial Hygiene, Information Systems, and Training (OSIST)**

GENERATED

**June 11, 2026**

**SDVOB**

CERTIFIED  
HorizonX LLC

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# Executive Scorecard

# 65

OPPORTUNITY FIT SCORE

## Moderate Fit

Recon Confidence: 95/100

### PURSUIT RECOMMENDATION

## Moderate Fit

This opportunity has partial alignment with your capabilities. Consider pursuing with a strong teaming strategy.

### DOCUMENT TYPE

75F40126R00020\_RFP.pdf

### ISSUING ORGANIZATION

Department of Health and Human Services (DHHS), Food and Drug Administration (FDA)

### ESTIMATED VALUE

\$14,500,000 (Maximum Ceiling)

## Key Dates Summary

- **Solicitation Issue Date:** 2026-06-11
- **Proposal Due Date:** 2026-07-10

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SAMPLE

01

# Opportunity Overview

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# 01. Opportunity Overview

**TITLE**

FDA Occupational Safety, Industrial Hygiene, Information Systems, and Training (OSIST)

**REFERENCE NUMBER**

75F40126R00020

**ISSUING ORGANIZATION**

Department of Health and Human Services (DHHS), Food and Drug Administration (FDA)

**CONTRACT / AGREEMENT TYPE**

Indefinite Delivery Indefinite Quantity (IDIQ) with FFP, T&M, and LH Task Orders

**SET-ASIDE / CONTRACT VEHICLE**

Unrestricted (based on SF-1449 Block 10 checkbox status in text)

**NAICS / INDUSTRY**

541690 - Other Scientific and Technical Consulting Services

**PLACE OF PERFORMANCE**

FDA Headquarters – White Oak Federal Research Center, Silver Spring, MD and nationwide facilities

**PERIOD OF PERFORMANCE**

08/17/2026 to 08/15/2031 (5-year ordering period)

**ESTIMATED VALUE**

\$14,500,000 (Maximum Ceiling)

**RECON CONFIDENCE SCORE**

95 / 100

The Recon Confidence Score reflects solicitation clarity and requirement completeness. It is not a validated performance metric.

SAMPLE

02

# Opportunity Fit Assessment

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## 02. Opportunity Fit Assessment

### Opportunity Fit Score: 65/100 — Moderate Fit

Apex Federal Solutions is a moderate fit as a prime contractor due to the high technical specialization (BSL-3/Bio-safety) and high contract value relative to the company profile. Apex would be a stronger fit as a subcontractor focused on Program Management and Information Support task areas.

#### Scoring Factors

- **NAICS alignment — MODERATE:** Apex Federal Solutions' primary NAICS is 541611, while this is 541690. While both fall under Professional services, the technical safety/scientific nature of 541690 is distinct from general management consulting.
- **Certification/set-aside match — MODERATE:** Apex is an SDVOSB; however, the solicitation text indicates this is an Unrestricted procurement despite mentioning set-aside categories in the header.
- **Contract value alignment — LOW:** The \$14.5M ceiling and large-scale IDIQ scope significantly exceed Apex's current contract range of \$100K-\$500K.
- **Capability alignment — MODERATE:** Apex focuses on proposal operations and workflow automation. While applicable to Task Area 1 (Program Management) and Area 6 (Information Support), it lacks the core industrial hygiene and laboratory safety engineering expertise required for Task Order 1.
- **Past performance alignment — MODERATE:** Apex has 2-5 years of government experience, but the highly specialized nature of BSL-3 re-verification and VHP decontamination requires specific historical performance in high-containment environments.

SAMPLE

03

## Requirements Checklist

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## 03. Requirements Checklist

- SF-1449 Completion (Blocks 12, 17, 23, 24, & 30) [Forms · Mandatory]
- Attachment C3 - Price Workbook (Labor Rates & Equipment Rates) [Submission · Mandatory]
- SAM.gov Registration [Certifications · Mandatory]
- Personnel Security/Tier 1 Background Investigation [Certifications · Mandatory]
- FDA Non-Disclosure Agreement (Form 3398) [Format · Mandatory]
- Privacy Threshold Analysis (PTA) Support [Submission · Mandatory]

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## Compliance Matrix

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## 04. Compliance Matrix

### H.3 Key Personnel

Plain language: The Program Manager must be a direct employee of the Prime Contractor.

Action required: Apex must propose an internal staff member, not a subcontractor or 1099, for this role.

Common mistakes: Proposing a highly qualified SME from a teaming partner for the Key Personnel slot.

### FAR 52.212-4 Alt I

Plain language: Allows for Time-and-Materials and Labor-Hour billing.

Action required: Ensure the accounting system can differentiate and track hours by labor category for invoicing.

Common mistakes: Inadequate documentation of actual hours worked, leading to IPP invoice rejection.

### H.2.1 (1)(b)(iv) Incident Reporting

Plain language: Cybersecurity or privacy incidents must be reported to the FDA CIOCC within 1 hour.

Action required: Establish an internal escalation procedure that guarantees notification within this tight window.

Common mistakes: Waiting for a lead engineer's confirmation before notifying the Government, exceeding the 1-hour limit.

*Disclosure: This assessment identifies compliance patterns only and does not constitute regulatory, legal, or compliance counsel.*

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## Evaluation Criteria Breakdown

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## 05. Evaluation Criteria Breakdown

### Technical Approach to Task Order 1 (High)

What evaluators look for: Deep understanding of CDC, NIH, and USDA/APHIS biosafety standards for BSL-3 labs.

Recommendation: Detail specific experience with VHP decontamination and HVAC failure scenario testing.

### Management Approach (Medium)

What evaluators look for: Ability to handle nationwide task orders and maintain continuity of key personnel over 5 years.

Recommendation: Leverage Apex's 'workflow automation' capability to show how PMO tasks will be streamlined.

### Price (Attachment C3) (High)

What evaluators look for: Reasonableness and realism of fully burdened ceiling rates and equipment recertification costs.

Recommendation: Ensure escalation between years accounts for the lack of SCLS (Service Contract Labor Standards) price adjustments.

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## Proposal Outline

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## 06. Proposal Outline

### Executive Summary Guidance

Apex Federal Solutions should emphasize its agility and SDVOSB status (if applicable to evaluation) while anchoring the proposal on a robust technical partnership for the laboratory-specific requirements.

### Technical Volume

#### Technical Approach: Task Area Support — 20 pages

Win theme: Emphasize safety engineering precision and compliance with OSHA/ISO standards.

#### Technical Approach: Task Order 1 (BSL-3) — 15 pages

Win theme: Highlight zero-incident safety records in high-containment environments.

### Price Volume

#### Price Workbook (Attachment C3) — N/A - Spreadsheet

Win theme: Demonstrate price stability with fixed ceiling rates across the 5-year period.

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07

## Key Dates Timeline

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## 07. Key Dates Timeline

- **Solicitation Issue Date** 2026-06-11  
RFP released today.
- **Proposal Due Date** 2026-07-10  
Due by 12:00 PM ET. Roughly 29 days from issuance.

EXAMPLE

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# Competitor Intelligence Brief

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## 08. Competitor Intelligence Brief

This is a highly technical contract requiring niche certifications in industrial hygiene and biosafety. Competitors likely include established environmental health and safety (EHS) specialized firms.

### Typical Competitors

- Leidos
- Jacobs Engineering
- AECOM
- Cadmus
- Triumvirate Environmental

### What Buyers Value

- Rigorous adherence to Safety/Health regulations
- Rapid turnaround on laboratory re-verification
- Stability of program management

### Common Win Themes

- Minimized facility downtime through efficient testing
- Proven safety-first culture
- Digital integration of certification records

### Pricing Considerations

Labor rates must be fully burdened and fixed for 5 years without SCLS adjustments; offerors must price in their own risk for cost-of-living increases.

*Disclosure: Competitor intelligence is based on general market patterns and AI analysis. It does not constitute verified competitive intelligence. Conduct independent market research to validate.*

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# Teaming Recommendation

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## 09. Teaming Recommendation

### Capability Gaps

- BSL-3 Laboratory Certification
- VHP Decontamination technical execution
- Industrial Hygiene field testing

### Ideal Partner Profile

A mid-to-large EHS firm with specialized laboratory safety engineering labs and certified Industrial Hygienists (CIH).

### Clearance / Certification Needs

- Certified Industrial Hygienists (CIH)
- Biosafety Professional certifications
- Equipment calibration certifications

### Positioning

Apex should prime using their SDVOSB status (leveraging Section 10's mention) while subcontracting the heavy technical labor to a niche EHS firm.

### Small Business Subcontracting

The solicitation includes FAR 52.219-9, implying a Subcontracting Plan is required if this is truly unrestricted and awarded to a large business.

*Disclosure: Teaming recommendations are strategic frameworks based on document analysis. Conduct due diligence on all potential teaming partners independently.*

*Disclosure: Tool and platform references are illustrative only. HorizonX LLC has no financial relationship with referenced vendors and makes no warranty of fitness for any specific use.*

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## Questions & Clarifications

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## 10. Questions & Clarifications

### 1. Can the Government clarify if this is a total Small Business or SDVOSB set-aside given the checkboxes in Block 10 of the SF-1449 and the NAICS size standard listing?

Rationale: Block 10 shows 'Unrestricted' is not explicitly checked, but several SB categories are listed. Clarification is needed for Apex's competitive strategy.

### 2. Regarding Section H.3, would the Government consider a sub-contractor employee as Key Personnel if they possess niche BSL-3 certifications unavailable in the small business market?

Rationale: The requirement that all Key Personnel must be prime employees is highly restrictive for small businesses in specialized technical fields.

*Disclosure: Review all questions with legal counsel before submission. Questions submitted become part of the public solicitation record for government opportunities.*

## Next Step

Ready to operationalize this intelligence? Connect with the HorizonX team to align capture, proposal, and compliance resources.

[hello@horizonxllc.com](mailto:hello@horizonxllc.com)  
[horizonxllc.com](http://horizonxllc.com)

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