AN ARKUS INNOVATION STUDIOS PUBLICATION

PEOPLE & POSSIBILITIES

# The Arkus Signal

RFPS AND GOVERNMENT CONTRACTS WORTH PURSUING

CONTRACTS EDITION

7 OCTOBER 2026

ISSUE 04 / PRINT EDITION

CONTRACTS & PUBLIC OPPORTUNITIES

# $1.6 million, with Oregon written into the qualifications

Energy Trust may split the work by region or program, while required Oregon experience points toward an Oregon-based business that could lead the team.



Community energy planners review resilience priorities around maps and practical building materials.
AI-generated illustration; not a photograph of this project.

Energy Trust's community resilience solicitation begins with a defined assignment and a current response window. The lead story keeps the published scope, vendor conditions and proposal date together.

Nine more stories distinguish live assignments from rosters and purchasing programs. Admission creates access. It does not promise an order, and unresolved source conflicts remain visible beside the next action.

PARTNERSHIP DESK / ARKUS INNOVATION STUDIOS

## Pursue it with Arkus.

Have a call in mind? Let’s talk about the team it needs.

**Arkus leads the team**
We shape the bid and coordinate the work. ↗

**Arkus joins your team**
Bring us in for research, strategy, design or delivery. ↗

First, we check whether the call allows that arrangement.

Email: nadia@arkusinnovationstudios.com

INSIDE THE RESPONSE

## Scope, fit, filing.



**READ THE WORK**
Energy Trust may split the work by region or program, while required Oregon experience points toward an Oregon-based business that could lead the team.

**TEST VENDOR FIT**
Requires timely on-the-ground Oregon support and demonstrated Oregon experience with public-serving organizations across Oregon. Certifications are encouraged, not required.

**FOLLOW THE FILING**
Questions due 13 October; proposals due 6 November 2026 at 5:00 p.m. Pacific

AI-generated editorial scene. The official solicitation controls the work, qualifications and filing instructions. No award amount is inferred.

Read the official call ↗

OPEN / OREGON AND SOUTHWEST WASHINGTON PROGRAM TERRITORY

1 min read · Deadline in 24 days (as of 6 Oct)

# October 13 decides whether October 30 matters

## Energy Trust's roughly $115,000 evaluation fits qualitative research teams, but questions, work-sample readiness and insurance need attention first.

Energy Trust of Oregon · Residential HVAC Advocate Pilot Evaluation RFP



A field evaluator and energy-program staff inspect commercial HVAC equipment and review measurements.
AI-generated illustration; not a photograph of this project.

By October 13, prospective bidders should know whether they have a credible work sample, the required insurance and any questions for the buyer. Waiting for the October 30 proposal deadline would waste the most useful part of the schedule.

The work is a qualitative process evaluation, not an HVAC engineering study. Interviews, guide design, fielding, analysis and recommendations make this one of the clearest methodological fits in the current contracts set.

A partner should bring a clear piece of the evaluation work, not a certification attached to someone else's proposal.

THE OPPORTUNITY

**Approximately $115,000, paid on time and materials with a firm cost ceiling**

Approximately $115,000, paid on time and materials with a firm cost ceiling

MARK YOUR CALENDAR

**30 OCT**

30 October 2026 · 5 p.m. PT

Deadline in 24 days (as of 6 Oct)

**Before you start** No mandatory minimum qualifications were identified. The scope is a qualitative process evaluation. An inclusive-procurement partner can strengthen the bid, but must perform credible work.

Official call & application details ↗ | View the application form ↗ | Talk to Arkus about this opportunity ↗

OPEN / OREGON AND SOUTHWEST WASHINGTON PROGRAM TERRITORY

1 min read · Deadline in 31 days (as of 6 Oct)

# $1.6 million, with Oregon written into the qualifications

## Energy Trust may split the work by region or program, while required Oregon experience points toward an Oregon-based business that could lead the team.

Energy Trust of Oregon · Community Energy Resilience Planning, Capacity Building and Project Development Support RFQ



Community energy planners review resilience priorities around maps and practical building materials.
AI-generated illustration; not a photograph of this project.

The headline value is the largest published pool in the current contracts board, but the buyer can split it by pathway, region or service. The realistic opportunity is a defined slice, not the full $1.6 million.

The scope removes two tempting overclaims: the contractor will not conduct feasibility studies and will not write or submit grant applications. What remains is community engagement, planning documentation, project coordination and funding readiness.

That method fits. The geography does not fit cleanly. Oregon presence and Oregon experience are mandatory, so the honest role may be a substantial piece of the work with an Oregon-based lead business. The October 13 question should settle whether another structure is possible.

THE OPPORTUNITY

**Approximately $1.6 million aggregate: $1.1 million CERG and up to $500,000 CuSP; multiple or split awards possible**

Approximately $1.6 million aggregate: $1.1 million CERG and up to $500,000 CuSP; multiple or split awards possible

MARK YOUR CALENDAR

**06 NOV**

6 November 2026 · 5 p.m. PT

Deadline in 31 days (as of 6 Oct)

**Before you start** Requires timely on-the-ground Oregon support and demonstrated Oregon experience with public-serving organizations across Oregon. Certifications are encouraged, not required.

Official call & application details ↗ | Talk to Arkus about this opportunity ↗

OPEN / WASHINGTON STATE

1 min read · Deadline in 22 days (as of 6 Oct)

# Peer leadership is the qualification

## HCA's $280,000 conference contract requires a Washington peer-run organization with more than 51 percent peer employees and a certified-peer project lead.

Washington State Health Care Authority · Peer Pathways Workforce Development Conference



Peer-support organizers plan a conference pathway in a welcoming community meeting room.
AI-generated illustration; not a photograph of this project.

This is a $280,000 conference contract for an organization run by people with lived experience in the peer workforce. The buyer requires a Washington organization with more than 51 percent peer employees and a certified peer leading the project.

That is an organizational qualification, not a skill a consultant can borrow through a partner. Firms that are not peer-run should treat this as a referral opportunity, not a lead bid.

The public sources disagree by one day on the deadline, and the time zone is not stated. The earlier official date should govern planning until the buyer confirms otherwise.

THE OPPORTUNITY

**$280,000 total contract value**

$280,000 total contract value

MARK YOUR CALENDAR

**28 OCT**

28 October 2026

Deadline in 22 days (as of 6 Oct)

**Before you start** Mandatory peer-run organization, more than 51 percent peer employees, Washington base and a certified-peer lead.

Official information ↗ | Additional official source 2 ↗ | Additional official source 3 ↗

Talk to Arkus about this opportunity ↗

ROLLING / UNITED STATES FEDERAL MARKET

1 min read · No fixed deadline (as of 6 Oct)

# A federal storefront is not a sale

## GSA's Multiple Award Schedule can make consulting services easier to buy, but admission guarantees neither an order nor revenue.

U.S. General Services Administration · Multiple Award Schedule, SIN 541611 Management and Financial Consulting



Professional-services consultants organize qualifications and federal procurement materials in an office.
AI-generated illustration; not a photograph of this project.

GSA's Multiple Award Schedule gives federal buyers a contract route for management consulting, facilitation and program work. Winning a place on the schedule does not create a task order or guarantee revenue.

The relevant service category, SIN 541611, covers management, planning, facilitation and program-management services. The fit is recognizable, but the application needs credible qualifications and a market plan strong enough to produce later orders.

The application is rolling. That makes it a packaging decision rather than a deadline sprint, and it should be measured against the same past-performance evidence being assembled for OASIS+.

THE OPPORTUNITY

**Rolling schedule offer; no guaranteed task order or published individual value**

Rolling schedule offer; no guaranteed task order or published individual value

MARK YOUR CALENDAR

**CHOOSE A DATE**

Continuously open

No fixed deadline (as of 6 Oct)

**Before you start** Applicants must meet the current MAS application, past-work and administrative requirements. A team may help when another firm has stronger experience on this purchasing program.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

UPDATED / OREGON AND SOUTHWEST WASHINGTON PROGRAM TERRITORY

1 min read · Deadline in 24 days (as of 6 Oct)

# The missed deadline before the deadline

Energy Trust's $300,000 learning project still has an October 30 proposal date, but only bidders who cleared the September 29 intent gate should treat it as open.

Energy Trust of Oregon · LMS Administration and Instructional Design Project



A learning team tests an online training workflow across laptops in a practical office setting.
AI-generated illustration; not a photograph of this project.

The proposal date remains October 30, but the solicitation required intent to bid and questions by September 29. A team that missed that step should not assume the final deadline is still usable.

For bidders who cleared the gate, the two-year project has enough value and enough work to reward a real delivery team. The scope combines instructional design, LMS support and project management under a $300,000 cap.

The first check is the sent record for the September 29 intent. Without it, this belongs in the archive rather than the active bid queue.

THE OPPORTUNITY

**$300,000 not-to-exceed; multiple awards possible**

$300,000 not-to-exceed; multiple awards possible

MARK YOUR CALENDAR

**30 OCT**

30 October 2026 · 5 p.m. PT

Deadline in 24 days (as of 6 Oct)

**Before you start** Instructional design, LMS administration and production evidence are central. The strongest team structure adds a credible e-learning production partner.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

ROLLING / OREGON AND SOUTHWEST WASHINGTON PROGRAM TERRITORY

1 min read · Deadline in 86 days (as of 6 Oct)

# A place on the list is not a project

Energy Trust may award research and evaluation tasks below $100,000 through this pool, with no promise of volume or timing.

Energy Trust of Oregon · Planning, Evaluation and Research Tasks Qualifications Pool



Evaluation professionals compare planning notes and program evidence around a worktable.
AI-generated illustration; not a photograph of this project.

Energy Trust may use this list for smaller research and evaluation projects, typically below $100,000. Admission lasts through December 31, but neither the number nor timing of assignments is guaranteed.

The work is still not guaranteed. The official material describes smaller projects below $100,000 and ongoing admission through December 31.

A qualifications package can open the channel. It cannot honestly add a project to the sales forecast until a specific task is issued.

THE OPPORTUNITY

**Projects are typically below $100,000, and no assignment is guaranteed**

Projects are typically below $100,000, and no assignment is guaranteed

MARK YOUR CALENDAR

**31 DEC**

31 December 2026 · 5 p.m. PT

Deadline in 86 days (as of 6 Oct)

**Before you start** Qualifications, references, diversity and equity practice, staffing, rates, conflict disclosures and a signed cover sheet are part of the response.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

ARKUS INNOVATION STUDIOS

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Editorial scenes · approved portraits

Lead or supporting partnerships
Email: nadia@arkusinnovationstudios.com

ROLLING / UNITED STATES FEDERAL MARKET

1 min read · No fixed deadline (as of 6 Oct)

# No closing date, and no guaranteed work

## GSA’s OASIS+ program remains open across 13 service areas, but applicants still need qualifying projects with sufficient annual value.

U.S. General Services Administration · OASIS+ Phase II Continuously Open Solicitations



A professional-services team studies a complex federal acquisition plan in a bright office.
AI-generated illustration; not a photograph of this project.

The federal fiscal year ended without closing this on-ramp. That matters because the application can be built around evidence rather than a ceremonial quarter-end rush.

OASIS+ spans 13 domains and allows qualified past performance to be reused. The difficult gate is the $500,000 minimum average annual value on qualifying projects, not whether the work happened for a federal client.

A team can improve the record, but the proposal should distinguish documented joint work from a partner whose role exists only on paper.

THE OPPORTUNITY

**Federal professional-services program; no paid work order or revenue is guaranteed**

Federal professional-services program; no paid work order or revenue is guaranteed

OPEN FOR SUBMISSIONS

**CHOOSE A DATE**

Continuously open until further notice

No fixed deadline (as of 6 Oct)

**Before you start** Qualified past performance may be reused. A $500,000 minimum average annual value applies to qualifying projects. Federal experience is not required.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

ROLLING / WASHINGTON STATE

1 min read · No fixed deadline (as of 6 Oct)

# UW wants caregivers who have done the work

## UW displays an open caregiver-training route for licensed Washington foster caregivers, but the visible RFQ number and linked filename do not match.

University of Washington · Alliance caregiver training RFQ, displayed as 22-0038 with a linked file named 22-0039



A university and community team prepare an accessible caregiver-training session.
AI-generated illustration; not a photograph of this project.

UW displays RFQ 22-0038 as open and ongoing, with responses reviewed as they arrive. The link underneath it points to a file named RFQ 22-0039, so the listing is not clean enough to support an immediate response.

The published route is for licensed Washington foster caregivers in good standing with at least five years of experience and evidence that they can train and mentor other caregivers. That experience is the qualification, not a supporting credential.

The useful move is a clarification, not a guess. Applicants should ask UW which number and document control before preparing the qualifications package.

THE OPPORTUNITY

**Open qualifications route; no published value or guaranteed work**

Open qualifications route; no published value or guaranteed work

MARK YOUR CALENDAR

**CHOOSE A DATE**

UW displays the route as open and ongoing; the linked file-name conflict must be resolved first

No fixed deadline (as of 6 Oct)

**Before you start** Current licensed Washington foster caregiver in good standing, five years of experience, references and training evidence.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

Ten selected calls. Stories distinguish defined assignments from rosters and purchasing programs. Calendar reminders flag missing or conflicting cutoff times. Admission and shared budgets do not guarantee work.

ROLLING / SEATTLE, WASHINGTON

1 min read · No fixed deadline (as of 6 Oct)

# Ninety-six categories reward restraint

Seattle allows projects up to $420,000, but applicants need three completed projects for every category they select.

City of Seattle · Citywide Consultant Roster, 96 service categories across 13 solicitations



A consultant organizes project portfolios beside a window overlooking an urban skyline.
AI-generated illustration; not a photograph of this project.

A long category list can encourage a firm to select every service it has ever discussed. The city's evidence rule pushes in the other direction: three completed projects for each category.

That makes restraint a commercial advantage. A short, defensible category set gives buyers a clearer reason to call and keeps the qualification package anchored in work that can be verified.

The portal returned 403 again during this review, so current category acceptance is not confirmed. The roster remains relevant, but its live application state belongs in preflight.

THE OPPORTUNITY

**Projects may reach $420,000; roster admission does not guarantee work**

Projects may reach $420,000; roster admission does not guarantee work

MARK YOUR CALENDAR

**CHOOSE A DATE**

No fixed closing date stated

No fixed deadline (as of 6 Oct)

**Before you start** Applicants need three completed projects for each selected category and must meet the current roster conditions.

Official information ↗

Talk to Arkus about this opportunity ↗

ROLLING / WASHINGTON STATE LOCAL GOVERNMENTS

1 min read · No fixed deadline (as of 6 Oct)

# Seventy-five dollars buys visibility, not a contract

MRSC connects consultants with 770 Washington public agencies, while membership guarantees no assignment.

Municipal Research and Services Center of Washington · MRSC Consultant Roster Business Membership



An independent consultant reviews qualification papers at a Washington office desk.
AI-generated illustration; not a photograph of this project.

MRSC connects consultants with 770 participating Washington public agencies. The current page lists $75 a year for a sole proprietor or zero-employee firm and $230 for firms with up to 30 employees, with higher tiers above that.

The application is open year-round.

Membership improves visibility; it does not create a work order or a revenue forecast.

THE OPPORTUNITY

**Annual consultant membership: $75 for a sole proprietor or zero-employee firm, $230 for 0 to 30 employees, with higher tiers beyond that**

Annual consultant membership: $75 for a sole proprietor or zero-employee firm, $230 for 0 to 30 employees, with higher tiers beyond that

MARK YOUR CALENDAR

**CHOOSE A DATE**

Year-round application; no fixed close

No fixed deadline (as of 6 Oct)

**Before you start** Applicants submit a Statement of Qualifications and select the services they can support. Each legal entity registers separately.

Official information ↗

Talk to Arkus about this opportunity ↗

# Access is not an order.

A solicitation, a roster and a purchasing program create different kinds of work.

Procurement headlines flatten three different things into 'opportunity.' A live solicitation names work to price and a date to answer. A roster creates a pool from which someone may buy later. A purchasing program gives an agency a recognized route to a qualified supplier. Only the first begins with a defined assignment.

Energy Trust and HCA are live response problems. Their scopes, qualifications, filing instructions and controlling dates need attention now. Energy Trust asks for community resilience planning and requires Oregon experience somewhere on the team. HCA carries a date conflict between official public records, so the controlling notice must be resolved before submission.

Seattle's consultant roster, MRSC and the federal GSA programs ask a different question: can the firm qualify for access? Admission may be commercially valuable because it makes later buying easier. It still creates no client, no task order and no revenue. A large program ceiling belongs to the program, not to one vendor.

The same caution applies to shared budgets and regional records. An attractive total can describe all anticipated work across several awards. A familiar program name can hide different geography, match rules or qualifications. Read the record that controls the route you actually want, and keep unresolved conflicts beside the next action.

Every contract record should therefore name its type, open state and next useful move. For a solicitation, prepare the response. For a roster, complete qualification and plan the follow-through. For a purchasing program, map likely buyers after admission. Access matters. Revenue begins only when someone orders the work.

| DEFINED WORK | FUTURE ACCESS | PURCHASING ROUTE |
|---|---|---|
| **A solicitation** | **A roster** | **A contract vehicle** |
| Establish the scope and response instructions. | Choose categories supported by completed work. | Qualification creates access, not an order. |

Official calls: Energy Trust of Oregon↗; additional calls are identified in the stories. Distinctions drawn from the calls in this issue.

OPINION / THE EDITOR'S VIEW

## Name the route before the revenue.

Name the route before forecasting the money. A live RFP deserves a response decision, a clear owner and a calendar tied to the controlling instructions. A roster deserves a qualification decision and a plan for being found after admission. A purchasing program deserves a buyer map, not a victory lap. Keep forecast revenue at zero until a customer, scope and order exist. When two official records disagree, show the conflict and find the notice that governs the filing. This discipline may look less exciting than turning every listing into pipeline. It is more useful. It tells the team what can be done now, what may become possible later and where another hour of proposal work would be fiction.

## The Fine Print Test

Readers identify the practical condition hidden behind an attractive headline. Each answer explains what the condition changes.

**WSMA offers $10,000. What is the harder deadline problem?**

- ◯ Choosing a font
- ◯ Assembling qualified partners and BizLink records
- ◯ Writing a longer executive summary

**What does joining a GSA purchasing program guarantee?**

- ◯ A paid work order
- ◯ A route for federal buyers
- ◯ $420,000 in work

**Three USDOT regions share a program name. What can a reader safely assume?**

- ◯ The amounts and cost-sharing rules are identical
- ◯ Washington applicants qualify everywhere
- ◯ Each regional record must be read separately

Answers: 1, assembling qualified partners and BizLink records. 2, a purchasing route. 3, each regional record must be read separately.

Evidence test only. The result is not an eligibility decision, application recommendation or contract promise.

ARKUS INNOVATION STUDIOS

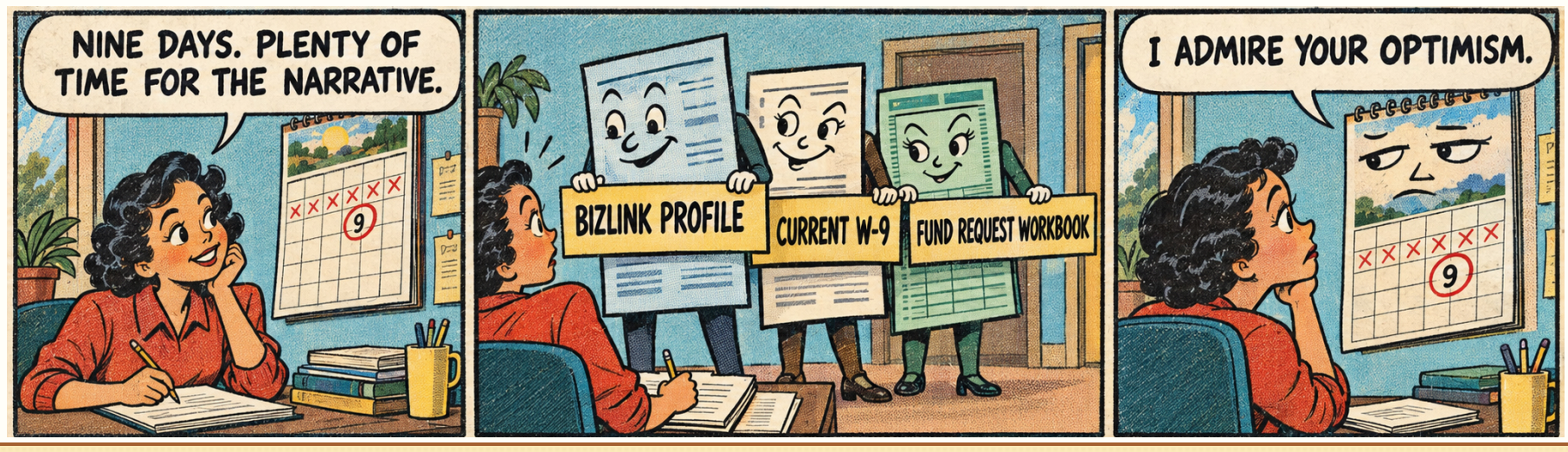
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Lead or supporting partnerships
Email: nadia@arkusinnovationstudios.com

# Between the lines.

Three scenes, each sparked by an opportunity in this week's editions.

## The Deadline's To-Do List




**The narrative was never the bottleneck.**

WSMA requires qualified partners, BizLink readiness and specified attachments before the 16 October filing. Official opportunity details ↗

## THREE TICKETS, ONE TRAIN




**Geography is part of the offer.**

USDOT's three regional records have different amounts, geographies and match terms. Official opportunity details ↗

## The Door Before the Door

**Two excellent notices waited upstairs.**




**Registration is part of the work.**

NIH fit does not make the October receipt date reachable without completed institutional registrations. Official opportunity details ↗

# Watch the illustrated guide.

WATCH THE STORY / 24 SECONDS

THE ARKUS SIGNAL

CONTRACTS / 07 OCT 2026

## Start with the scope. Then test the response.

ENERGY TRUST / COMMUNITY RESILIENCE

### ~$1.6 million aggregate

Read the current solicitation scope

Match vendor evidence to the work



**01**
**READ THE WORK**

**02**
**TEST VENDOR FIT**

**03**
**FOLLOW THE FILING**

**6 NOVEMBER** Proposals are due at 5 p.m. Pacific.

**AI-generated scenes. Editorial illustrations, not photographs of these projects.**

A visual guide to the current lead and the distinction that changes the next action. Captions are included; no sound is required.

ABOUT ARKUS

MEET THE FULL TEAM ↗

# Evidence before the commitment.

**Research, design and operating judgment for the next practical decision.**



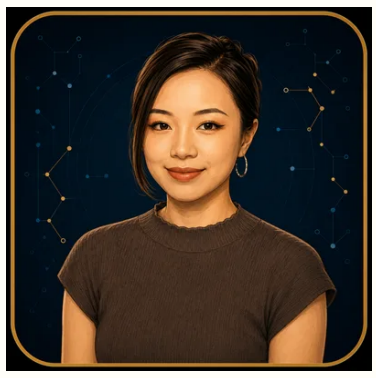
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Partner · Global Markets and Investments



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Partner · Design and Innovation Strategy



**Aarav Ghai**
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Arkus Innovation Studios is a commercial advisory and venture studio for founders, investors and enterprise teams deciding what to build, improve or investigate. We turn broad questions into a defined piece of work, examine the available evidence and help the team make a practical next decision.

Our work includes **Startup Diagnostics**, **Portfolio Diagnostics**, **AI Workflow Sprints** and enterprise assessments. The Innovation Compass gives assessment work its structure. The Teixeira Framework organizes four possible recommendations: Accelerate, Incubate, Develop or Watch. A recommendation is useful when its reasoning, assumptions and next test are clear enough for the team to use. We combine research, operating experience, design and commercial judgment.

**Discuss a collaboration with Nadia**
**nadia@arkusinnovationstudios.com ↗**

That can mean checking a market claim, examining a technology's limits, testing an AI workflow or organizing the evidence needed for a proposal. We define responsibilities before beginning and keep the proposed outcome connected to the question the client needs answered. Arkus is the commercial studio; 360 Social Impact Studios and Enough Ventures are separate organizations with different legal structures.

If an opportunity in this issue connects with your work, send the public call, a brief description of your idea or capabilities and the role you have in mind. Where eligibility and agreed responsibilities permit, Arkus can discuss leading or joining the work. Contact Nadia Lerouge through the invitation below to begin that conversation.