AN ARKUS INNOVATION STUDIOS PUBLICATION

PEOPLE & POSSIBILITIES

The Arkus Signal

RFPS AND GOVERNMENT CONTRACTS WORTH PURSUING

CONTRACTS EDITION

4 NOVEMBER 2026

ISSUE 08 / PRINT EDITION

CONTRACTS & PAID PROJECT WORK

A warm engine needs a price tag.

Energy Trust seeks a roughly $60,000 study of large generator block heaters. Questions are due November 12; missing the intent date does not bar a proposal.



Technicians review industrial equipment.
Generated editorial illustration; the equipment shown is not a generator block heater.

Backup generators must start when ordinary power fails. Keeping their engines warm takes energy of its own. Energy Trust wants researchers to establish what conventional block heaters cost to buy and install, especially at nine kilowatts and above. Its current incentive rules stop at 8.9 kilowatts because the larger equipment lacks reliable baseline cost data.

Inside: eight contracts stories, with checked official notices, useful repeat coverage and clear first steps. New features and newly issued calls are identified separately.

PARTNERSHIP DESK / ARKUS INNOVATION STUDIOS

Pursue it with Arkus.

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

Arkus leads as prime
We lead the bid and coordinate the team. ↗

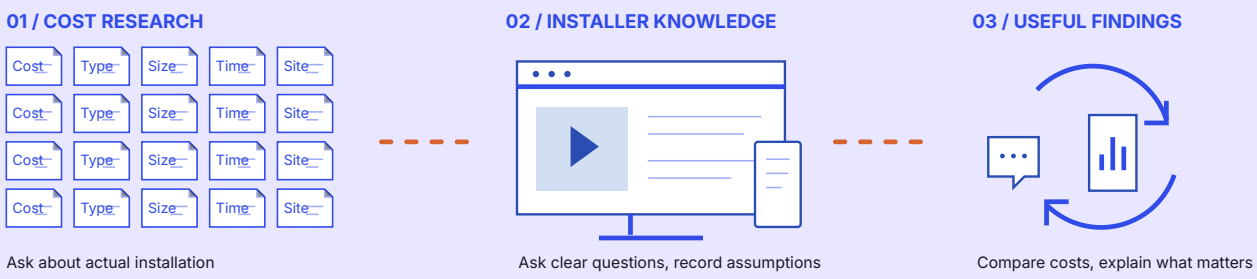
Arkus joins your team
Bring us in for part of the work as a subcontractor. ↗

First, we check whether the call allows that arrangement.

Email Nadia ↗

FOLLOW THE RESEARCH

The price needs a practical explanation.



SET SCOPE
The study concerns equipment and installation costs, with a proposal explaining the sample and recruitment approach.

ASK FIRMS
Interviews supply cost evidence. The notice’s study design and data rules control the work, rather than this illustration.

SUM UP
The report should explain the costs, assumptions and findings. November 12 contact is optional; the final proposal is due December 1.

An editorial view of research stages, not a prescribed sample size or scoring formula.

Read the story ↗

NEW ADDITION / RESEARCH CONCERNS INSTALLERS ACROSS OREGON; NO OREGON HEADQUARTERS REQUIREMENT STATED.

1 min read · Deadline in 27 days (as of 4 Nov)

A warm engine needs a price tag.

Energy Trust seeks a roughly $60,000 study of large generator block heaters. Questions are due November 12; missing the intent date does not bar a proposal.

Energy Trust of Oregon · Generator Block Heaters Cost Research RFP



Technicians review industrial equipment.
Generated editorial illustration; the equipment shown is not a generator block heater.

Backup generators must start when ordinary power fails. Keeping engines warm takes energy too. Energy Trust seeks research on conventional block heaters' purchase and installation costs, especially at nine kilowatts and above. Current incentive rules stop at 8.9 kilowatts because larger equipment lacks reliable baseline cost data.

The study combines installer interviews, a manufacturer interview and a final report. Proposals need a credible sample and recruitment plan, clear cost comparisons and a similar past report. The anticipated budget is about $60,000 under a negotiated spending cap. Justified higher budgets will be considered, with lower-cost alternatives explained.

The call opened October 30. Email questions and an expression of interest by November 12, then submit the PDF proposal by December 1 at 5 p.m. Pacific. Proposals are expressly permitted without earlier intent. Disclose planned AI use and explain project-data protection.

THE OPPORTUNITY

About $60,000

Anticipated study budget, with time-and-materials pricing and a negotiated not-to-exceed cap. Justified higher budgets may be considered with alternative scenarios; not an absolute $60,000 ceiling.

MARK YOUR CALENDAR

01 DEC

1 December 2026 · 5 p.m. PT

Deadline in 27 days (as of 4 Nov)

Before you start Research teams able to design interviews, recruit Oregon installers, analyze equipment and labor costs, and provide a similar past report. Staff resumes, insurance information, conflict disclosure, signed representations, diversity responses and data safeguards are required. No minimum business age or ownership certification is stated.

Official call & application details ↗ Email the application contact ↗ Talk to Arkus about this opportunity ↗

CLOSING SOON / OREGON; DEFINED REGIONS AND EITHER PROGRAM PATHWAY MAY BE PROPOSED.

1 min read · Deadline in 2 days (as of 4 Nov)

The power plan needs a local conversation.

Energy Trust's Oregon resilience work closes November 6. About $1.6 million supports two distinct programs, potentially divided among contractors.

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



A community group considers local sites and priorities.
Generated editorial illustration.

A backup power project starts with people deciding what must keep working. A cooling center, communications link and community kitchen serve different needs. Energy Trust seeks contractors to help Oregon communities choose priorities, understand technical findings and move resilience projects toward implementation.

Approximately $1.1 million supports the federally funded route; a separate route has up to $500,000 over at most two years. Work may be divided by program, region or contractor. Applicants may propose one route or region but must provide its full required services. Technical feasibility studies are separate.

Proposals close November 6 at 5 p.m. Pacific. Applicants need demonstrated Oregon community work and prompt local support, including travel. Current answers confirm that a Portland base is unnecessary and engineering-level microgrid expertise is not required for community support. Cost proposals count within the eight-page response; several supporting documents are excluded.

THE OPPORTUNITY

About $1.6 million

Approximately $1.1 million for CERG plus up to $500,000 for CuSP over a maximum two-year term. Work may be divided among pathways, regions, tasks or contractors. This is not a guaranteed individual award.

MARK YOUR CALENDAR

06 NOV

6 November 2026 · 5 p.m. PT

Deadline in 2 days (as of 4 Nov)

Before you start Demonstrated Oregon community planning, assistance, facilitation or project-development experience; coordination across multiple organizations; relevant resilience, energy, emergency, infrastructure or community planning work. The team must provide timely on-the-ground support and travel in its proposed region.

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

OPEN / ENERGY TRUST PLANNING AND RESEARCH WORK; PROJECT LOCATION AND CUSTOMER SCOPE VARY.

1 min read · Deadline in 57 days (as of 4 Nov)

Bring the method you know best.

Energy Trust accepts research qualifications through December 31 for smaller assignments below $100,000 each. Joining the pool does not guarantee work.

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



Researchers compare evidence before choosing a method.
Generated editorial illustration.

Some questions need interviews; others need an energy model or a careful reading of billing data. Energy Trust's consultant pool accommodates those different skills. Firms can seek approval in one or more areas rather than claim every method a future project might need.

The four areas are qualitative research, quantitative research, engineering analysis and resource planning. The request covers smaller projects below $100,000 each; larger work is generally competed separately. That is project scale, not a payment for admission. Accepted consultants may receive a scope to price, without guaranteed assignments or funding.

Qualifications are due December 31 at 5 p.m. Pacific standard time. Include relevant examples, three references, staff resumes and rates, diversity responses, conflict disclosure and a signed cover. Complete submissions receive an acceptance decision within thirty days. Software and IT vendors are outside this request. Describe the research you can actually deliver.

THE OPPORTUNITY

Projects below $100k

The operative RFQ describes smaller projects below $100,000 each. Larger projects normally use separate competitions. This is not an admission award, and no assignment or funding is guaranteed.

MARK YOUR CALENDAR

31 DEC

31 December 2026 · 5 p.m. PT

Deadline in 57 days (as of 4 Nov)

Before you start Consultants in one or more of four research, engineering or resource-planning areas. Relevant examples, three references, staff information/rates, diversity responses, conflict disclosure and signed cover required. Software and IT vendors are outside this RFQ.

Official information ↗

Talk to Arkus about this opportunity ↗

ROLLING / ENERGY TRUST SERVICE REGION; ASSIGNMENTS INCLUDE ON-SITE EVENTS AND PROJECTS.

1 min read · No fixed deadline (as of 4 Nov)

Show the person using the technology.

Energy Trust's ongoing photography pool covers people, places and projects. Its stated annual budget is shared across the scope, not offered to each photographer.

Energy Trust of Oregon · Design Professionals Pool: Photographers RFQ



A photographer records practical energy work in a home.
Generated editorial illustration.

Equipment has a place in an energy story. So do the people choosing it, installing it and living with the result. Energy Trust seeks photographers to connect those parts through portraits, events and project images that help communities recognize themselves in its communications.

Work includes staff headshots, public gatherings, homes, businesses and completed projects. Photographers select and edit images, supply high-resolution files and organize a handoff with clear rights. Energy Trust owns the resulting assets. The annual aggregate for this scope is up to $100,000, without guaranteed assignments or payments.

The current application accepts rolling qualifications. Supply a cover letter, daily and hourly rates, an online portfolio or three to five samples, and conflict disclosure. Energy, nonprofit or public-sector experience is preferred; certified small and diverse firms are encouraged. No fixed closing date is published. Choose a preparation reminder suited to your portfolio.

THE OPPORTUNITY

Up to $100k / year

Stated annual aggregate budget for the photography scope, shared across assignments. Not an individual award, guaranteed payment or guaranteed workload. Relationship to the creative-services scope's identical figure is not stated.

MARK YOUR CALENDAR

PICK A DATE

Ongoing intake; choose a preparation reminder date

No fixed deadline (as of 4 Nov)

Before you start Professional photographers with relevant experience, original diverse portfolio, suitable tools, collaboration and reliable delivery. Energy/nonprofit/public-sector work is preferred. Certified small and diverse firms are encouraged, not stated as mandatory.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

ROLLING / ENERGY TRUST AUDIENCES AND SERVICE REGION; SPECIFIC PROJECT LOGISTICS ARE NOT PUBLISHED.

1 min read · No fixed deadline (as of 4 Nov)

Make the next step easy to find.

Energy Trust seeks designers, illustrators and animators for practical communications. The ongoing pool's stated annual total is shared, with no individual award promised.

Energy Trust of Oregon · Design Professionals Pool: Creative Services RFQ



A designer reviews layouts for a clear explanation.
Generated editorial illustration.

A useful brochure helps someone decide what to do. A useful presentation template helps the next person explain it. Energy Trust seeks designers, illustrators and animators for communication work, from brand materials to graphics that make an energy offer easier to understand.

Projects include print materials, digital campaigns, explanatory graphics and PowerPoint templates. Work must follow the existing brand, allow collaborative revisions and provide organized working files with clear licenses. Energy Trust owns the finished assets. The stated annual aggregate is up to $100,000 across this scope, billed on time and materials without guaranteed assignments.

The current form accepts a cover letter, daily and hourly rates, a portfolio or three to five relevant samples, and conflict information. Explain experience creating inclusive content and the sector work in your portfolio. Energy, nonprofit and public-sector experience is preferred. Applications are ongoing; choose a preparation date rather than invent a deadline.

THE OPPORTUNITY

Up to $100k / year

Stated annual aggregate for the described creative-services scope, not an award to each designer. No assignments guaranteed. Its relationship to the photography scope's matching figure is unstated.

MARK YOUR CALENDAR

PICK A DATE

Ongoing intake; choose a preparation reminder date

No fixed deadline (as of 4 Nov)

Before you start Professional graphic design, branding or visual-communication experience; original portfolio; suitable tools; effective collaboration and dependable delivery. Relevant energy/nonprofit/public-sector work preferred. Certified small/diverse firms encouraged.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

ROLLING / COACHING ENERGY TRUST EMPLOYEES; DELIVERY LOCATION AND MODE ARE NOT SPECIFIED.

1 min read · No fixed deadline (as of 4 Nov)

A new role comes with a person inside it.

Energy Trust's ongoing pool seeks developmental coaches for staff at every level. Applicants provide qualifications, credentials, rates and three references.

Energy Trust of Oregon · Coaching Pool RFQ



A focused conversation about professional development.
Generated editorial illustration.

A promotion changes a job description faster than a person's habits. Energy Trust seeks coaches to help employees navigate senior roles, new responsibilities or additional support needs. Individual development should combine empathy with accountability.

Coaches need diverse-client experience, nonprofit familiarity and current development practices. The form asks for qualifications, resumes or biographies, relevant training, rates and three references. It also asks about International Coaching Federation certification, offering both yes and no responses. Published materials do not make that credential an absolute entry condition.

Applications are reviewed as received, with selected respondents invited to interview. No fixed closing date or budget is published; admission guarantees no sessions, referrals or compensation. Small and diverse firms are encouraged, with no ownership certification required. Prepare clear evidence of the clients you support, disclose conflicts and choose a reminder date before completing the form.

THE OPPORTUNITY

Budget not published

No stated admission payment or project ceiling. Pool selection does not guarantee coaching sessions, assignments, referrals or compensation.

MARK YOUR CALENDAR

PICK A DATE

Ongoing intake; choose a preparation reminder date

No fixed deadline (as of 4 Nov)

Before you start Developmental coaches with cultural competence, diverse-client experience, current practice and nonprofit familiarity. The form asks for credentials, ICF certification status, rates, three references and conflict disclosure. It offers Yes and No for ICF certification; no absolute ICF condition is stated.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

ROLLING / WASHINGTON STATE; LOCAL CAREGIVER CONNECTIONS AND SUPPORT ACROSS THE STATE.

1 min read · No fixed deadline (as of 4 Nov)

Foster care experience can become a lifeline.

UW's ongoing caregiver-support listing links a mentor request for currently licensed Washington foster caregivers with at least five years' experience. Its identifiers disagree.

University of Washington, Alliance CaRES · Alliance CaRES Mentor, linked document UW RFQ 22-0039



Caregivers discuss practical support in a community room.
Generated editorial illustration.

A placement question may need someone who understands the local foster-care system. UW's Alliance CaRES seeks mentors to offer that experience, connect caregivers with resources and follow up when another question arrives.

The linked request describes about ten to twenty-five hours monthly on a flexible schedule, with one mandatory team meeting. Applicants must be currently licensed Washington foster caregivers, hold a license in good standing, have no founded allegations and have five years' fostering experience. Caregiver Core Training may follow hiring within the checklist's period. Community connections matter too.

UW's current index says the pool is open but labels it 22-0038; the linked mentor document says 22-0039. That document retains an initial term ending in 2024, with extensions. Confirm the current contract period and identifier before responding. No rate or guaranteed volume is published. This is for qualified caregiver mentors, not general training vendors.

THE OPPORTUNITY

Compensation not published

Mentor hours are described but no rate or total award is published. Executing a contract does not guarantee business.

OPEN FOR SUBMISSIONS

PICK A DATE

Ongoing intake; choose a preparation reminder date

No fixed deadline (as of 4 Nov)

Before you start Currently licensed Washington foster caregiver, license in good standing, no founded allegations, at least five years of foster-care experience, local community and resource knowledge, and a constructive relationship with DCYF. Caregiver Core Training must be completed by the end of the first month under the checklist.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

ROLLING / US FEDERAL PROCUREMENT; CONTRACT-FAMILY RULES APPLY

1 min read · No fixed deadline (as of 4 Nov)

Choose the federal door that fits.

GSA accepts OASIS+ offers across thirteen professional-service domains. Six contract families have different requirements, and admission does not promise orders.

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



A professional-services team reviews its qualifications.
Generated editorial illustration.

An open door helps when the work beyond it matches what a firm can prove. GSA's OASIS+ accepts offers across thirteen professional-service domains, including research, engineering, human capital and social services. Start with documented work in the right area.

The six contract families are unrestricted, total small business and four routes for specific SBA-certified businesses. Each has separate requirements. Review the applicable solicitation and amendments, assess qualifications and prepare evidence before applying. A company's size or familiar service label does not establish that it qualifies for every route.

GSA says all six solicitations are continuously open until further notice. Submit offers through Symphony; later task-order competitions use GSA eBuy. Rolling awards have no fixed evaluation timetable. Admission permits competition for future work rather than promising a funded project or revenue. Choose a preparation date and check the controlling SAM.gov notice before investing in an offer.

THE OPPORTUNITY

No individual award stated

Standing federal professional-services contracting vehicles. Admission is distinct from subsequent task-order competition and does not guarantee orders or revenue.

MARK YOUR CALENDAR

PICK A DATE

Ongoing intake; choose a preparation reminder date

No fixed deadline (as of 4 Nov)

Before you start Professional-services businesses must meet the chosen contract family and domain requirements, including qualifying project evidence and the applicable qualification score. Specific SBA status rules apply to the socioeconomic families. Symphony registration requires the company's SAM.gov Unique Entity ID. Current SAM.gov amendments control.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

Source check dates vary by story. Use the complete official notices to check the first step, eligibility and current terms before deciding to apply or bid.

What changes after the announcement?

A proposal describes the work. Its value appears in what people can do afterward.

An award announcement marks a change in someone's plans. It does not yet show a change in anyone's working day. Between those two moments sit the people who will use a service, maintain a tool or decide whether a promising result deserves another test. Their ordinary Tuesday is a useful place to begin.

Consider a hypothetical training project. Producing a course, getting people through it and helping them do something better are three different achievements. A contract may ask for one, several or all three. Describing them clearly helps a team understand the work before it offers to undertake it. The attractive photograph can wait a moment.

Research has a similar distinction. Showing that an idea is possible differs from showing that a tool performs reliably enough for its intended use. Neither task is inherently more worthwhile. They answer different questions, need different evidence and belong at different stages. A proposal becomes stronger when it names the question it can actually answer.

This is also a practical way to discuss collaboration. Instead of beginning with the length of the partner list, ask who understands the problem, who can carry out the work and who will live with the result. Those responsibilities need an agreed home. A shared ambition is valuable; it still needs someone to answer the next email.

Before committing to an application, write one plain sentence about the change the work should make. Then compare it with the issuer's purpose, the available resources and the conditions on participation. Keep the gaps visible. A useful opportunity does not require an extravagant promise. It requires a credible connection between what is offered and what people need.

OFFICIAL NOTICE

Name the change

Keep terms with dates.

OFFICIAL NOTICE

Find the evidence

Keep terms with dates.

OFFICIAL NOTICE

Agree the roles

Keep terms with dates.

Based on current official notices: Read the issuer's complete instructions ↗ The opening scene is hypothetical.

OPINION / THE EDITOR'S VIEW

Ask for a useful no

An honest early no is a useful service. It can save a small team from spending scarce attention on work it cannot credibly undertake. The useful part is the explanation: the geography does not fit, the proposed research is at the wrong stage, or the required experience belongs to somebody else. That is information a team can use. A vague invitation to apply anyway is less helpful when the decisive condition is already clear. Applicants have a responsibility here too. Ask the question that could change the decision, provide enough context for an answer, and accept a clear boundary without treating it as a personal review. There are other calls. There is only so much Thursday.

From a call to a conversation

Turn CALL into TALK in three moves. Change exactly one letter at each move and keep the others in place. Each clue names the word you need. Choose a word for every rung, then reveal the ladder. This is wordplay, not an eligibility test.

First rung: a barrier between rooms.

- ◯ Write WALL here
- ◯ Write BALL here
- ◯ Write FALL here

Second rung: travel on foot.

- ◯ Write WILL here
- ◯ Write WALK here
- ◯ Write WAIL here

Third rung: have a conversation.

- ◯ Write BALK here
- ◯ Write WALL here
- ◯ Write TALK here

Circle a word for each rung. Check that each neighboring pair changes exactly one letter. Solution: CALL → WALL → WALK → TALK. One letter changes in each neighboring pair.

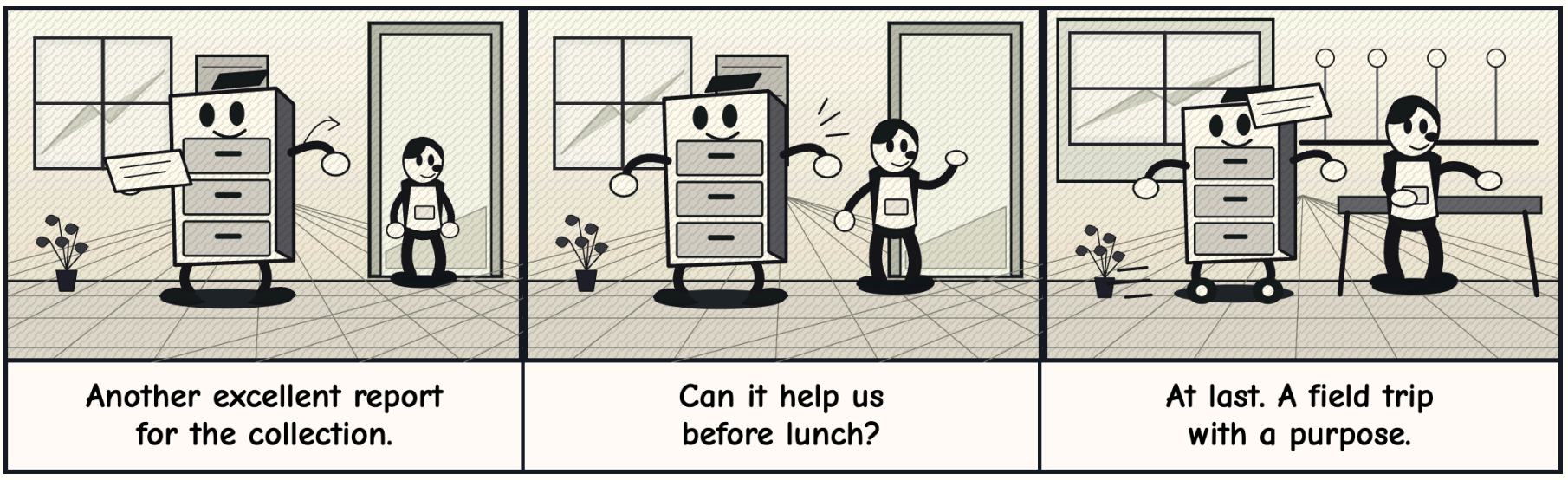
Original wordplay. This game makes no eligibility judgment.

Between the lines.

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

The cabinet gets a field trip

The report was ready for a wider readership.



Evidence needs a route into everyday decisions.

Inspired by Health Solutions Science in Action: putting established evidence to work. Official opportunity details ↗

THE HEATER DECLINES AN INTERVIEW

The cost study began with the obvious expert.



Good questions need people who know the work.

Inspired by Energy Trust's generator block-heater cost research. Imagined scenes, not an actual interview. Official opportunity details ↗

Room for a question

The call left room for many branches of science.



A broad call still needs a precise question.

An editorial view of choosing a research question within a broad call. Official opportunity details ↗

The questions behind the cost.

WATCH THE STORY / 24 SECONDS

THE ARKUS SIGNAL

CONTRACTS / 04 NOV 2026

Warm engines. Better cost evidence.



ENERGY TRUST / BLOCK HEATER COSTS

About $60,000

Anticipated budget; higher bids considered

Baseline heaters rated 9 kW and above

01	02	03
PLAN THE SAMPLE	INTERVIEW INSTALLERS	COMPARE THE COSTS

1 DECEMBER Final proposal due 5 p.m. Pacific

Generated industrial scene; the equipment shown is not a generator block heater.

A study of generator block-heater costs, from installer knowledge to a useful report. Silent, with on-screen captions. Photographs are generated illustrations. The official notices control.

ABOUT ARKUS

MEET THE FULL TEAM ↗

Meet Arkus Innovation Studios

Evidence first. A practical next step.



Chandler Lewis

Founder and Managing Director



Walter Benadof

Partner - Global Markets and Investments



Nadia Lerouge

Arkus Deputy Managing Director



Cloud (Yiyun) Qiu

Partner · Design and Innovation Strategy



Aarav Ghai

Research Analyst

Arkus Innovation Studios is a commercial venture studio and innovation advisory firm. We help founders, investors and enterprise teams examine an idea, understand the market around it and decide what deserves further work. Our purpose is to turn a broad ambition into a decision people can explain and a next step they can carry out.

That work can begin with a **Startup Diagnostic** for one venture or a **Portfolio Diagnostic** across several initiatives. An **AI Workflow Sprint** focuses on improving a specific way of working. The **Innovation Compass** supports a wider assessment of innovation choices. The right starting point depends on the question, the available evidence and the responsibilities the client wants Arkus to take on.

We work across commercial, research and public-interest settings, while keeping the organizations involved distinct. Arkus is the commercial studio. 360 Social Impact Studios is the nonprofit social-impact arm, and Enough Ventures is a separate capital platform. A connection between organizations does not make their legal roles or eligibility interchangeable.

To explore working together, bring the public opportunity, your idea or capabilities, and the role you have in mind. We can discuss the question, what needs to be demonstrated and whether a practical engagement makes sense. Any application, teaming arrangement or delivery commitment needs its own agreed responsibilities. Contact Nadia at nadia@arkusinnovationstudios.com to start the conversation.

Talk through a possible partnership
nadia@arkusinnovationstudios.com ↗