AN ARKUS INNOVATION STUDIOS PUBLICATION

PEOPLE & POSSIBILITIES

The Arkus Signal

RFPS AND GOVERNMENT CONTRACTS WORTH PURSUING

CONTRACTS EDITION

11 NOVEMBER 2026

ISSUE 09 / PRINT EDITION

CONTRACTS & PAID PROJECT WORK

The resident belongs in the design brief.

Enterprise's new guidelines request offers separate engagement and technical consulting roles, with anticipated budgets of $40,000–$60,000 and $60,000–$75,000. Proposals are due December 9.



An imagined facilitator and older adults discuss a large open book.
AI-generated illustration; reused context, not Enterprise participants, housing or the actual guidelines.

A well-intended drawing cannot describe every resident's day. Enterprise wants its 2016 aging-in-place guidelines revised with people who live in affordable housing and professionals who design and operate it. The new request divides that work into two roles. The update must align with the 2026 Green Communities Criteria.

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 UPDATE

The resident belongs in the design brief.



LISTEN FIRST
The engagement role brings resident and practitioner focus groups into recommendations. Its anticipated budget includes travel and participant incentives.

REVIEW GUIDANCE
The technical role updates design guidance using relevant evidence and expertise. Confirm the discrepancy between its overview and detailed schedule.

DELIVER UPDATES
Separate scope, schedule and budget for each role. Proposals are due December 9 at 11:59 p.m. Eastern; higher or lower budgets need an explanation.

An editorial view of two consulting roles, not a prescribed document count or scoring formula.

Read the story ↗

NEW CALL / OPEN / US HOUSING; ENGAGEMENT TRAVEL

1 min read · Deadline in 28 days (as of 11 Nov)

The resident belongs in the design brief.

Enterprise's new guidelines request offers separate engagement and technical consulting roles, with anticipated budgets of $40,000–$60,000 and $60,000–$75,000. Proposals are due December 9.

Enterprise Community Partners, Aging Well Program · 2026 Request for Proposals: Engagement and Technical Consultants for the Aging in Place Design Guidelines Update



An imagined facilitator and older adults discuss a large open book.
AI-generated illustration; reused context, not Enterprise participants, housing or the actual guidelines.

A well-intended drawing cannot describe every resident's day. Enterprise wants its 2016 aging-in-place guidelines revised with people who live in affordable housing and professionals who design and operate it. The new request divides that work into two roles. The update must align with the 2026 Green Communities Criteria.

Engagement's anticipated $40,000–$60,000 budget includes travel and resident incentives. Technical work has $60,000–$75,000 planned. These are planning ranges; explain any higher or lower budget. Apply for one role or both, with separate approaches and budgets.

Questions are optional, closing December 7 at 3 p.m. Eastern. SlideRoom proposals are due December 9 at 11:59 p.m. Eastern. Engagement expects Michigan and Maryland trips, plus other locations as needed. The technical overview says about eight months, but the detailed scope runs from early February through approximately November 2027. Confirm the term before proposing.

THE OPPORTUNITY

$40,000–$60,000 / $60,000–$75,000

Separate anticipated budgets: engagement includes travel and resident incentives; technical work is a separate role. Higher or lower proposals need an explanation. Price both scopes separately if applying for both.

MARK YOUR CALENDAR

09 DEC

9 December 2026 · 11:59 p.m. Eastern

Deadline in 28 days (as of 11 Nov)

Before you start Individuals, firms or teams for one or both roles. Engagement needs participatory research and experience with older and lower-income people. Technical work needs affordable-housing design, rehabilitation and accessibility expertise. Engagement travel is required; teams outside the US should confirm contracting arrangements.

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

NEW ADDITION / OPEN / WASHINGTON GRANTEES

1 min read · Deadline in 5 days (as of 11 Nov)

A community project needs a practical next step.

Commerce seeks up to three capital-readiness advisors, with contracts capped at $25,000 each. Work to the packet's November 16 deadline.

Washington State Department of Commerce · Capital Readiness Advisors RFQQ 2027-CCI-173-02



Community members discuss a map around a meeting table.
Generated editorial illustration, reused as a contextual planning scene; it does not show Commerce grantees or advisors.

A community building can stall before anyone breaks ground. Its organizers may need a realistic budget, a financing route or a clearer sequence of decisions. Washington's Department of Commerce seeks advisors to help about twenty grantees move through those obstacles, with one advisor anticipated for each of three organization types.

Up to three contracts are available, each capped at $25,000, for January through June 2027. The role combines individual guidance, peer learning and practical resources. Applicants need three years of relevant professional experience and demonstrated capital-readiness work, plus Washington licensing or a commitment to obtain it after selection. A subcontracted advisor does not remove the applicant's minimum qualifications.

The official packet and program page say November 16 at 3 p.m. Pacific, while WEBS shows December 16. Work to the earlier date and confirm the discrepancy with the coordinator. Questions closed October 28. Submit through the linked online form, with three references and signed required exhibits.

THE OPPORTUNITY

Up to $25,000 each

Up to three contracts; responses over $25,000 each are nonresponsive. January–June 2027 initial term. Two possible one-year extensions have no guaranteed funding.

MARK YOUR CALENDAR

16 NOV

16 November 2026 · 3 p.m. Pacific; conflicting WEBS date

Deadline in 5 days (as of 11 Nov)

Before you start At least three years of relevant experience and demonstrated capital-readiness work. Washington business license or commitment to obtain it within 30 days of selection. Applicant must meet minimums even with a subcontracted advisor. Three references and signed exhibits required.

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

NEW CALL / OPEN / WASHINGTON; AGREED VISITS

1 min read · Deadline in 23 days (as of 11 Nov)

A good transition needs a budget that lasts.

PacMtn offers up to $58,600 to build a sustainable funding strategy for WorkEx. Questions close November 16; proposals follow December 4.

Pacific Mountain Workforce Development Council · WorkEx Strategic Resourcing Consultant RFP 26-06



An imagined consulting team reviews binders and calculations.
Generated editorial illustration; reused context, not WorkEx staff or participants.

A service member can prepare carefully for a civilian career while the program helping them faces a less certain transition: the end of its grant. PacMtn wants a funding strategy for WorkEx that protects operations at Joint Base Lewis-McChord before considering expansion. The task is to test dependable support, rather than compile another optimistic list of grants.

The anticipated contract is up to $58,600, for February through June 2027. Deliver an editable three-year financial model, realistic funding options and an implementation plan. Each consultant's fee is limited to $815 per eight-hour day unless the federal grant officer approves more. Active fundraising and application submissions sit outside the base scope.

Out-of-state firms may apply and work remotely, with agreed visits to Olympia and JBLM. Bring relevant examples, three references when available and a clear cost proposal. Questions are due November 16 at 4 p.m. Pacific. Send the required PDFs through Dropbox Transfer by December 4 at noon Pacific; the earlier conference was encouraged, not mandatory.

THE OPPORTUNITY

Up to $58,600

Subject to funding. Each consultant: $815 per eight-hour day; higher fees need prior written DOL Grant Officer approval. The $1.5 million program grant is separate.

MARK YOUR CALENDAR

04 DEC

4 December 2026 · noon Pacific

Deadline in 23 days (as of 11 Nov)

Before you start Funding-strategy/modeling work; February–June availability. Agreed visits and normal-hours response. Examples and references when available.

Official information ↗

Talk to Arkus about this opportunity ↗

NEW CALL / OPEN / EASTERN SHORE, VIRGINIA

1 min read · Deadline in 27 days (as of 11 Nov)

The fiber is there. Can the neighbors find it?

A new three-year communications request combines broadband marketing, websites and public information. An optional Virginia meeting takes place November 12.

Eastern Shore of Virginia Broadband Authority · Public Relations and Marketing Services RFP 2026-006



An imagined team reviews community photographs and presentation material.
Generated editorial illustration; reused context, not the Virginia authority or its service area.

A broadband network needs more than a line on a map. Residents must understand where service reaches, how to sign up and what an interruption means. Virginia's Eastern Shore broadband authority seeks a firm to make those everyday exchanges clearer, while connecting its public mission with the practical work of websites, campaigns and printed materials.

The initial contract runs for three years, with two possible one-year renewals. No total budget is published. Proposers price monthly bundles of twenty, thirty and forty-five hours, plus additional rates. The work includes site maintenance, advertising, design, public relations and outage messaging. Broadband-sector experience, Eastern Shore familiarity and Virginia business registration require attention before preparing a response.

The November 12 meeting in Exmore is optional, at 2 p.m. Eastern. Written questions close November 19 at the same time. Submit separate technical and fee PDFs through Virginia eVA by December 8 at 2 p.m. Eastern. Email and paper proposals are rejected; allow time for registration and required forms.

THE OPPORTUNITY

Budget not published

No award budget stated. Price 20-, 30- and 45-hour monthly bundles, additional hourly work and third-party costs. Three years plus optional renewals is a term, not guaranteed revenue.

MARK YOUR CALENDAR

08 DEC

8 December 2026 · 2 p.m. Eastern

Deadline in 27 days (as of 11 Nov)

Before you start PR, marketing, web and design firms need Virginia SCC registration and business authority, licenses/good standing, telecom/broadband experience and Eastern Shore familiarity. eVA registration, key personnel, three references from the past three years, signed certifications and addenda acknowledgments required.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

NEW CALL / OPEN / LEMOORE, CALIFORNIA

1 min read · Deadline in 34 days (as of 11 Nov)

Plan for the outage before it arrives.

Lemoore seeks a readiness review of shared infrastructure. The new call has no published budget and requires sealed paper delivery by December 15.

City of Lemoore, California · Naval Air Station Lemoore Military Installation Readiness Review Project



Imagined engineers review technical plans beside a construction site.
Generated editorial illustration; reused context, not Lemoore staff or the actual project.

A power failure does not stop at a base boundary. Lemoore wants consultants to examine the electrical and communications systems shared by the city and Naval Air Station Lemoore, then turn the findings into practical priorities. The work includes stakeholder meetings, emergency exercises and an integrated readiness review, incorporating water and wastewater analysis from the City Engineer.

No consultant budget is published. Price the full assignment, hold prices for 120 days and retain at least 51 percent of the work. Public or private organizations and individuals may respond with a federal entity identifier. The City expects documented military planning and engineering experience; required licenses and eligibility checks apply.

An optional online question session is November 30; written questions close December 2. Deliver a sealed original, five copies and a USB drive by December 15 at 3 p.m. Lemoore local time. Confirm the delivery address: the packet alternates East and West Cinnamon Drive. Also clarify the draft agreement's scope and start-date differences before pricing the work.

THE OPPORTUNITY

Budget not published

Quote all costs at a fixed price, valid for 120 days. No budget is published.

MARK YOUR CALENDAR

15 DEC

15 December 2026 · 3 p.m. Pacific

Deadline in 34 days (as of 11 Nov)

Before you start UEI, licenses and California tax-list/federal checks; retain 51% of work. Military experience expected. Confirm address/scope/start/scoring conflicts.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

NEW DISCOVERY / OPEN / CALIFORNIA PERMITTING AGENCIES

1 min read · Deadline in 12 days (as of 11 Nov)

The heat pump is ready. The permit is waiting.

Ava seeks software and practical assistance to simplify California heat-pump permits. Firms may bid for either scope; proposals close November 23.

Ava Community Energy Authority · Software Solution and Technical Assistance to Support Permit Streamlining for Heat Pump Equipment RFP



An imagined designer prepares clear energy information and visual resources.
Generated editorial illustration; reused context, not Ava's software or project team.

A homeowner can choose a heat pump before discovering how many versions of a permit process exist nearby. Ava wants to make that journey more consistent across its California communities. Its request pairs automated permitting software with the human work of helping building departments, inspectors and contractors adopt better routines and useful shared guidance.

Qualified firms may propose software, technical assistance or both. The assistance route requires California local-government experience, a comparable permitting or process-improvement project, and heat-pump code knowledge. Subcontracting is capped at twenty percent of each contract. No award ceiling is disclosed; the initial term is two years, with up to three further years possible.

Questions closed November 4. The November 6 answers confirm Pacific Prevailing Time. Email a complete proposal by November 23 at 11:59 p.m. Pacific, with scope, personnel, costs and references. Software bidders need proven government deployment and at least five years' support after the agreement's final expiration; Ava does not intend to fund that period.

THE OPPORTUNITY

No ceiling disclosed

Ceiling undisclosed. Price the scopes for 18 jurisdictions; final caps are negotiated.

MARK YOUR CALENDAR

23 NOV

23 November 2026 · 11:59 p.m. Pacific

Deadline in 12 days (as of 11 Nov)

Before you start Software: one government product with 500 records, two third-party integrations, security/accessibility and at least five years' support after final expiry; Ava does not plan to fund it. Assistance needs training/facilitation. Licensing/insurance apply; public-works status remains under review.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

NEW CALL / OPEN / OREGON STUDY SITES

1 min read · Deadline in 26 days (as of 11 Nov)

Can a warmer home postpone a bigger pipe?

A new evaluation, expected to cost about $200,000, will test targeted energy savings in Oregon. Nonbinding intent is requested November 13; proposals follow December 7.

Energy Trust of Oregon · Dallas and McMinnville Geographically Targeted Energy Efficiency (GeoTEE) Evaluation RFP



Researchers compare maps and records in an imagined evaluation meeting.
Generated editorial illustration; reused context, not an actual GeoTEE site or its equipment.

A household can use less gas without anyone laying a new pipeline. Energy Trust's new evaluation will follow targeted efficiency incentives in Dallas and McMinnville, Oregon, asking whether reduced peak demand can postpone infrastructure investment.

The expected budget is approximately $200,000 under a negotiated spending cap. Higher bids may be considered with a reason and lower-cost alternatives. The study combines interviews, project tracking, gas-billing analysis and modeled peak savings, because hourly demand cannot be measured directly at the meter. Implementation runs through 2029; the draft final report is due March 30, 2031.

You may send nonbinding intent by November 13 and questions by November 27; neither date has a published clock time. Email the signed PDF proposal by December 7 at 6 p.m. Pacific. Teams need credible utility-data expertise, a comparable work sample, insurance information and a clear account of AI use and data safeguards.

THE OPPORTUNITY

About $200,000

Expected budget, not a ceiling; justify higher bids and offer lower-cost options.

OPEN FOR SUBMISSIONS

07 DEC

7 December 2026 · 6 p.m. Pacific

Deadline in 26 days (as of 11 Nov)

Before you start 22-page content plus appendices: sample report, resumes, insurance, signed forms and conflicts. Disclose AI; US data storage/processing, no model training.

Official call & application details ↗

Talk to Arkus about this opportunity ↗

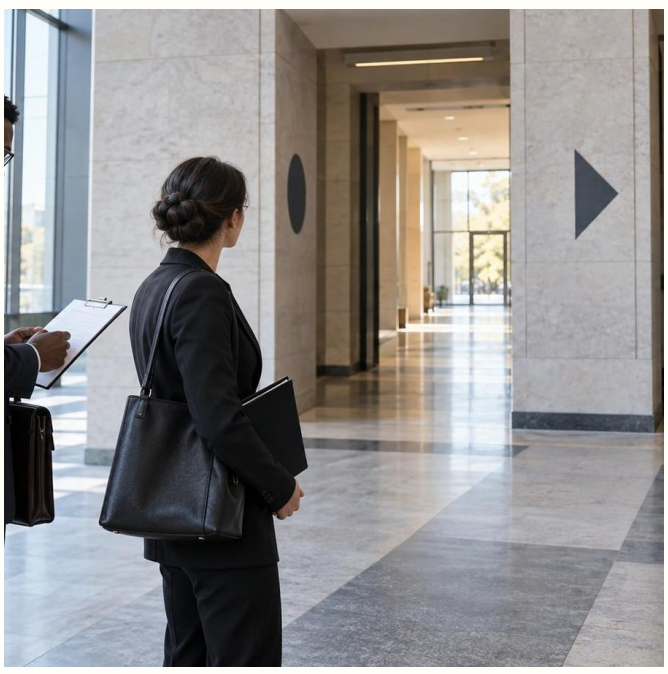
UPDATED / ROLLING / US FEDERAL SERVICES

1 min read · No fixed deadline (as of 11 Nov)

A federal route begins with your own readiness.

GSA's management-consulting schedule can make services available to public buyers. Training and a credible offer come before future sales.

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



Two professionals consider their next step in a public-building corridor.
Generated editorial illustration, reused from an earlier issue.

A useful consulting practice and a useful federal offer are related, but they are not the same document. GSA's Multiple Award Schedule gives buyers an established route to management and financial consulting. The 541611 service category includes planning, facilitation, surveys, performance measurement and project management, so a firm should begin with the work it can substantiate.

The schedule is a negotiated contracting vehicle, with no published award amount or guaranteed sales. GSA requires Pathways to Success training and a readiness assessment completed within the past year. The designated negotiator completing that assessment must also be an employee. Registration, financial information, pricing evidence and the applicable experience requirements still need attention.

Offers are accepted on an ongoing basis. Read the full solicitation and relevant category attachments, then use GSA's new-offeror checklist before preparing an eOffer. The public roadmap was checked this week; individual solicitation attachments were not independently reread. Choose a preparation reminder and confirm the controlling requirements before investing in an offer.

THE OPPORTUNITY

No award amount

Negotiated contract vehicle; admission guarantees no orders or sales.

MARK YOUR CALENDAR

PICK A DATE

Ongoing offers; choose a preparation reminder date

No fixed deadline (as of 11 Nov)

Before you start Current MAS/SIN rules apply; training/assessment within one year. Assessor must be an employee/authorized negotiator. Full solicitation attachments not reread.

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.

Write the handover before the goodbye.

A contract becomes easier to judge when everyone knows what should remain at the end.

A contract begins with work someone needs done. It also ends somewhere: a report accepted, a service transferred, a tool ready for its next operator. Describing that ending helps both sides understand the assignment before they discuss how to perform it. The final meeting is late for discovering that everyone expected a different result.

Take a hypothetical research commission. A report may be one deliverable, but the buyer could also need usable data, clear methods or a conversation with staff who will act on the findings. None should be assumed. The request needs to say what is required, and the response needs to explain what is included.

The same care belongs in services. Who keeps the records? What must another person understand to continue the work? Which decisions remain with the buyer? These questions are parts of delivery. They affect effort, cost and whether the result remains useful after the person who created it has moved to the next assignment.

A bidder can make these boundaries visible without writing a miniature legal encyclopedia. Describe the proposed result, the steps needed to reach it and the points where the buyer must contribute. State important assumptions plainly. If a required document leaves a decisive question unanswered, use the official question route while there is time for an answer.

Then read the closing paragraph as if you were receiving the work. Could you tell what has been supplied, how it will be reviewed and what happens afterward? These details cannot make an unsuitable contract fit. They will help a suitable one begin with shared expectations. The handover deserves a place near the start, before the goodbye becomes urgent.

OFFICIAL NOTICE

Describe the result

Keep terms with dates.

OFFICIAL NOTICE

Name the handover

Keep terms with dates.

OFFICIAL NOTICE

Agree the review

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

The buyer has a part to play.

A useful contract needs more than a capable supplier. The buyer may need to provide access, answer questions, review drafts or decide between alternatives. When those contributions matter, they belong in the plan. Leaving them implicit makes the schedule look simpler while moving the difficulty into delivery. Bidders should name their dependencies respectfully and explain what each one affects. Buyers should check that the people responsible can actually contribute. This is a practical discussion about how work gets done. It is also a fairer basis for judging a proposal. A supplier can promise its own effort. It cannot quietly promise another organization's attention, then hope the attention arrives on the right Tuesday morning.

The message in the margin

Decode SODQ, WHVW and DVN. Move each letter three places backward: D becomes A, E becomes B, and A wraps around to X. Choose the decoded word in each row, then reveal the message. This is wordplay, not an application test.

Decode SODQ using the same shift.

- ◯ The word is PLAN
- ◯ The word is PLOT
- ◯ The word is PLAY

Decode WHVW using the same shift.

- ◯ The word is TEXT
- ◯ The word is TEST
- ◯ The word is TENT

Decode DVN using the same shift.

- ◯ The word is AIM
- ◯ The word is ACT
- ◯ The word is ASK

Circle a decoded word in each row. Solution: SODQ becomes PLAN; WHVW becomes TEST; DVN becomes ASK. Every letter moves three places backward, wrapping around the alphabet where needed.

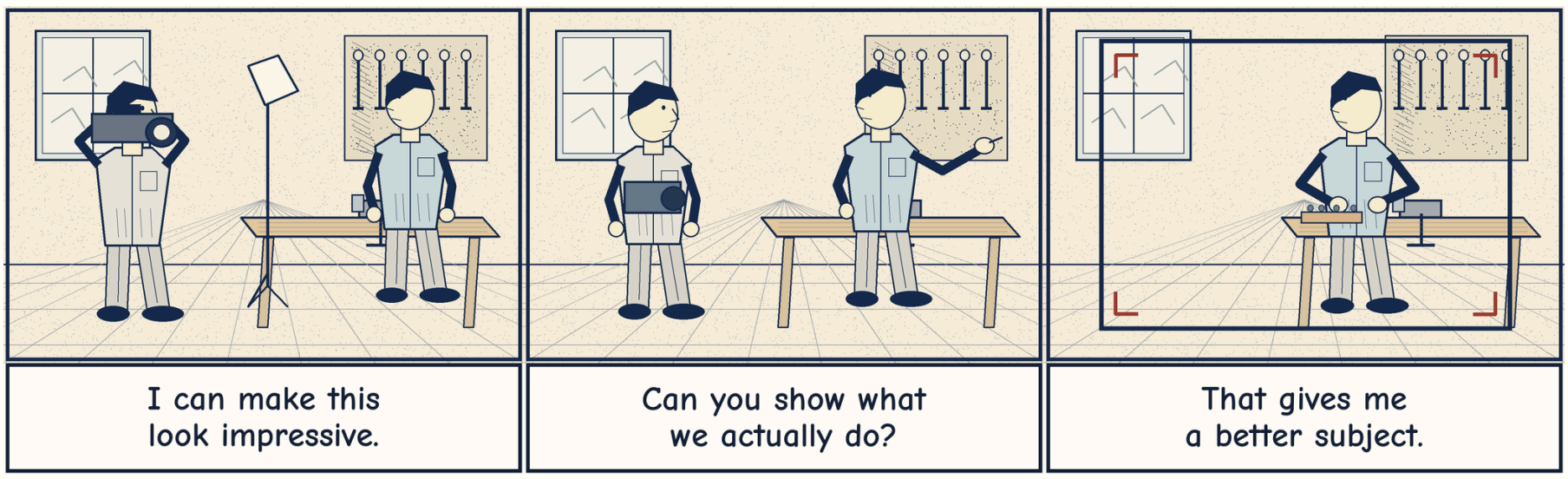
An original substitution cipher. It makes no eligibility or professional assessment.

Between the lines.

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

A subject of their own

The commission began with a search for an impressive angle.



A useful picture begins with attention.

A useful image helps people understand the work. Read ESVBA's communications request. Official opportunity details ↗

ROOM FOR THE QUESTION

The coach had prepared a generous supply of answers.

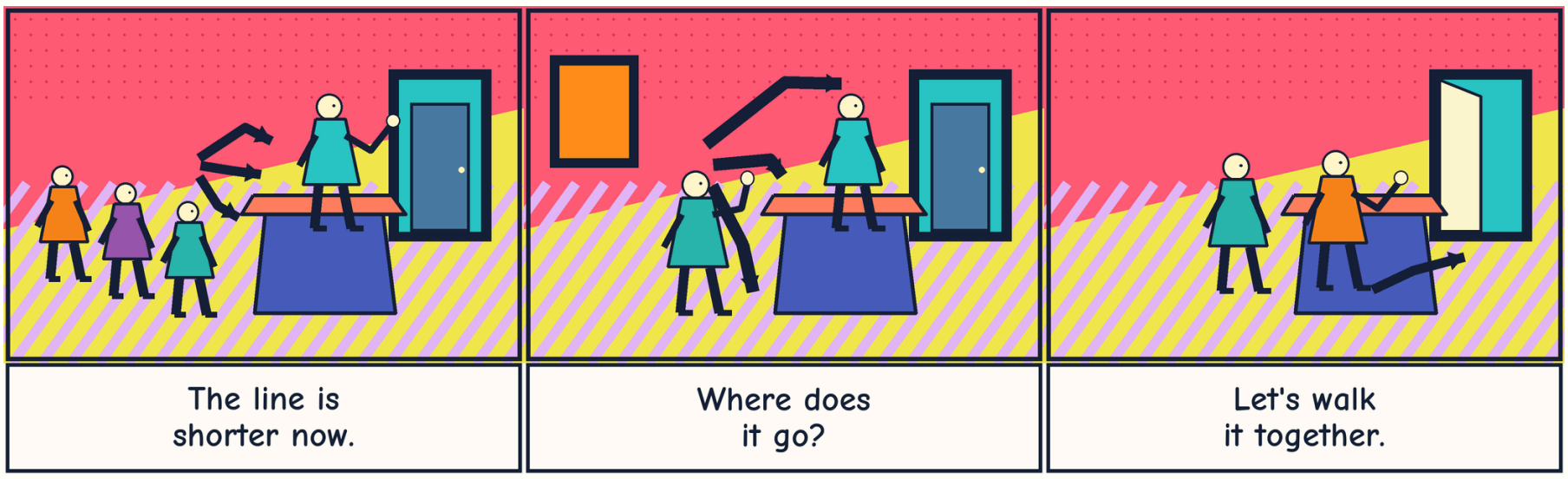


Listening makes room for useful work.

Listen before prescribing. Read WorkEx's request for a sustainable funding strategy. Official opportunity details ↗

The line goes somewhere

The new service was very proud of its shorter queue.



A better number should mean an easier day.

A simpler permit process still needs to be understandable. Read Ava's heat-pump permitting request. Official opportunity details ↗

Help homes age with people.

WATCH THE STORY / 24 SECONDS

THE ARKUS SIGNAL

CONTRACTS / 11 NOV 2026

Help homes age with people.

ENTERPRISE / AGING IN PLACE

Anticipated budgets

Engagement: $40,000–$60,000

Technical: $60,000–$75,000



01
LISTEN TO RESIDENTS

02
REVIEW THE GUIDANCE

03
DELIVER THE UPDATE

9 DECEMBER Proposal · 11:59 p.m. Eastern

Reused generated illustrations. Not photographs of the projects, equipment or beneficiaries.

Enterprise's two anticipated consulting budgets and the separate engagement and technical roles. Silent, with on-screen captions. Photographs are generated illustrations. Read the full figures in the story. The official notices control.

ABOUT ARKUS

MEET THE FULL TEAM ↗

Meet Arkus Innovation Studios

Clear evidence. Work people can use.



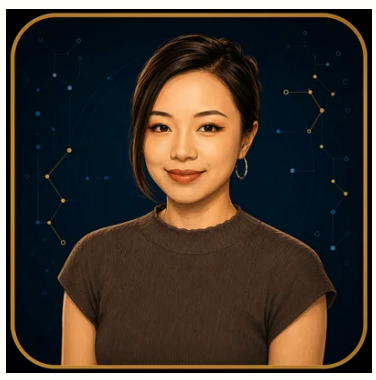
Chandler Lewis
Founder and Managing Director



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 make decisions about ideas, markets and the work needed to move forward. We begin by understanding the question, examining the evidence and identifying what a useful result would allow people to decide or do.

A **Startup Diagnostic** examines one venture. A **Portfolio Diagnostic** considers several initiatives. An **AI Workflow Sprint** concentrates on a specific way of working, while the enterprise Assessment and Innovation Compass support broader innovation choices. These are different starting points for different questions. We discuss the purpose and responsibilities before choosing the form of an engagement.

Arkus operates alongside two separate organizations: 360 Social Impact Studios, the nonprofit social-impact arm, and Enough Ventures, a capital platform. Each has its own legal structure. Shared experience does not make their responsibilities, eligibility or funding routes interchangeable. The organization undertaking a piece of work matters as much as the people involved.

To discuss working together, send the public opportunity, a brief description of your idea or capabilities, and the role you have in mind. We can explore what needs to be understood, demonstrated or delivered, then agree whether there is a practical fit. Applications, partnerships and delivery commitments need their own scope and responsibilities. Contact Nadia at nadia@arkusinnovationstudios.com to begin the conversation.

Talk through a possible partnership
nadia@arkusinnovationstudios.com ↗