CONTRACTFIT

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ANONYMIZED WORK SAMPLE

A clear decision.
With the reasons attached.

Before a cleaning business commits time and money to a bid, ContractFit assesses the opportunity against its services, qualifications and practical ability to deliver.

Adapted from a completed August 2026 cleaning-business analysis. Company identity, buyer names, solicitation identifiers, dates, locations, financial details and client-specific scores have been removed. These are historical examples, not current opportunities or a customer endorsement.

EXAMPLE 01 / ADVANCE WITH NORMAL CHECKS

PURSUE

As-needed window and glass cleaning

The reviewed opportunity used a prequalification pool: qualified vendors could quote individual projects, with no guaranteed award or revenue. The service scope and geography aligned with the business profile.

Why it deserved attention

Project-by-project quoting offered a practical way to select work within available capacity. No known decision-critical blocker remained in the historical review.

What still needed checking

Reference relevance, exact insurance documents, vendor registration and access equipment for individual jobs. These were normal pre-submission checks in this example, rather than reasons to halt pursuit.

Next action

Prepare the qualification materials, then recheck the controlling documents and project-specific capacity before submitting or quoting.

PURSUE does not mean submission-ready.

Routine checks can remain. An attractive score cannot override a confirmed mandatory requirement.

EXAMPLE 02 / RESOLVE A DECISION-CRITICAL UNKNOWN

VERIFY

Pressure-washing job orders

The services aligned, but the reviewed solicitation required a staffed office inside the buyer's designated service area. The available profile did not establish that the business met this condition.

Decision driver: a potential eligibility blocker.

Next action: obtain reliable evidence of compliance and check any controlling clarification. If the requirement applies at submission and cannot be met, change the decision to SKIP. If resolved, assess the remaining reference, insurance and logistics checks.

EXAMPLE 03 / A CONFIRMED REQUIREMENT OVERRIDES FIT

SKIP / PRIME BID

Recurring municipal janitorial services

The cleaning scope matched the company's services, but the respondent business had to demonstrate at least five continuous years of comparable experience. The documented company history did not satisfy that minimum.

Decision driver: a confirmed bidder-qualification failure.

Next action: do not invest in a prime bid under those facts. Evaluate any legitimate subcontracting or teaming path separately, against its own requirements.

WHAT THE FULL SCREEN EXPLAINS

Recommendation and rationale | Business fit | Bid readiness | Confidence and unknowns | Mandatory requirements | Supporting sources | Prioritized next actions

Full reports retain the evidence trail. This sample omits identifying source details for confidentiality. It illustrates the recorded historical reasoning; the procurements have not been revalidated for current use. It does not establish time saved, a contract award or client satisfaction.

Start with a free initial opportunity check.

https://contractfitbylucien.com/screen-a-contract

The initial check is free; a full Opportunity Screen is a separate paid service with scope and price agreed first. ContractFit provides decision support, not a guarantee of eligibility, award or profitability.