SOURCES SOUGHT | OPEN | FEDERAL | Small-business set-aside

Afff Reserve Management

Department of Defense › Department of the Navy › Mschq Norfolk

Solicitation N32205260004

Scan for the live page

C
61

RFP DETECTOR SCORE

High data confidence

Fair · 61 / 100

Fair (C, 61/100): posted today, 13 days to respond; but limited award history ($50.1M FY24–FY26).

+9.0 Freshness | +5.4 Time & stage | −4.6 Issuer & market | +4.4 Clarity & completeness

Informational, not advice. How the score works: rfpdetector.com/methodology/score

At a glance

ESTIMATED VALUE	SET-ASIDE	NAICS	PSC
~$250K Estimated: median award, FY24–FY26	Small-business set-aside Set-aside code SBA	493190 Other Warehousing and Storage	S215 Product / service code
PLACE OF PERFORMANCE	**POSTED**	**RESPONSE DUE**	**LISTING**
Norfolk, Virginia	Nov 24, 2026	Dec 8, 2026, 3:00 PM EST 13 days left	Official federal notice Updated Nov 24, 2026

Our summary

Department of the Navy (Mschq Norfolk), part of the Department of Defense, posted a sources sought notice titled “Afff Reserve Management” under solicitation number N32205260004. It was first posted on Nov 24, 2026 and has been updated once since. Responses are due Dec 8, 2026, 3:00 PM EST. It is classified under NAICS 493190 (Other Warehousing and Storage) and product/service code S215. The set-aside is listed as Small Business Set Aside - Total. The place of performance is Norfolk, Virginia. The listed point of contact is Torie Cunningham.

Summary by RFP Detector.

Timeline

- **Posted** Nov 24
- **Archive** Dec 8
- **Response due** Dec 8

02 Score breakdown

Every RFP starts at 50. Each factor adds or subtracts points depending on how this RFP compares with a typical one, scaled by its weight and by how sure we are of the data. Unknown data has no effect.

Factor		◀ lowers the score / raises the score ▶	Points	Range
Value	ESTIMATED		−3.3	−18.0 / +18.0 w 20 · conf 80%
No value published. Typical award is about $250K: the median of 21 Navy contracts over $25K awarded in NAICS 493190, FY24–FY26.				
Competition & access	MEASURED		+0.4	−18.0 / +18.0 w 20 · conf 100%
Total small-business set-aside. The largest recipient took 83% of these dollars in FY24–FY26, so expect a strong incumbent.				
Issuer & market	MEASURED		−4.6	−23.4 / +12.6 w 20 · conf 100%
Navy obligated $50.1M on NAICS 493190 across 24 contracts in FY24–FY26. 101 other notices from this office in the past 12 months.				
Time & stage	MEASURED		+5.4	−14.9 / +12.2 w 15 · conf 100%
Sources sought (market research, not a bid): 13 days to respond (due Dec 8, 2026, 3:00 PM EST).				
Clarity & completeness	ESTIMATED		+4.4	−18.9 / +8.1 w 15 · conf 75%
Documents not listed, 2 named contacts with email and phone, 456-word description.				
Freshness	MEASURED		+9.0	−9.0 / +9.0 w 10 · conf 100%
Posted today.				

Starts at 50 · contributions sum to **61.3**

Score **61** (C)

Score trend

Recorded whenever the score changes, last 30 days

The trend appears once the score has changed. Time-dependent factors (deadline, freshness) are re-evaluated every night.

Evaluated Nov 25, 2026, 6:15 AM EST · version 1.0.0

How the score works

Value	weight 20 · −18.0 to +18.0
Competition & access	weight 20 · −18.0 to +18.0
Issuer & market	weight 20 · −23.4 to +12.6
Time & stage	weight 15 · −14.9 to +12.2
Clarity & completeness	weight 15 · −18.9 to +8.1
Freshness	weight 10 · −9.0 to +9.0

Measured data counts fully, estimated data counts less, unknown data counts zero. Grades: A 80–100 · B 65–79 · C 50–64 · D 35–49 · F 0–34. Data confidence (92/100) is how much of the score rests on measured data.

Full methodology: rfpdetector.com/methodology/score

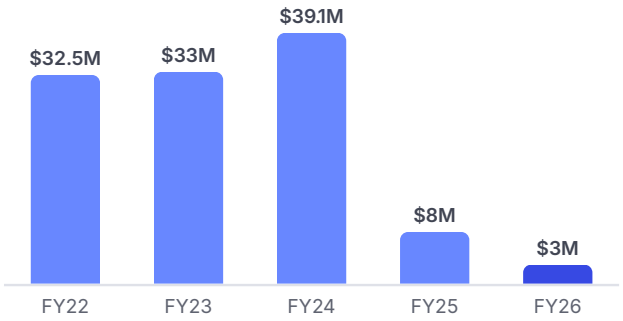
03 Market intelligence

Federal contract awards for Department of the Navy, NAICS 493190. Award counts and sizes cover new awards in FY24–FY26; dollars are obligations in the same window.

CONTRACTS AWARDED	TOTAL OBLIGATED	MEDIAN AWARD OVER $25K
24	**$50.1M**	**$250K**
New awards, FY24–FY26	Obligated FY24–FY26	21 awards above $25K

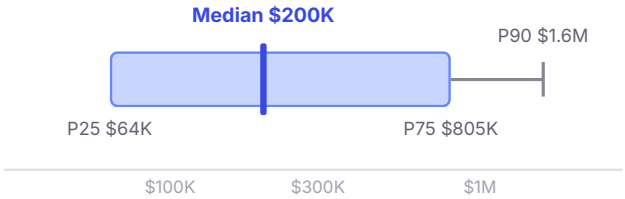
Obligations by fiscal year

Department of the Navy, NAICS 493190



Award size

Navy NAICS 493190 contracts, FY24–FY26 (log scale)



For reference, the typical federal contract award above $25K across all agencies is about $69K.

Largest recipients in this market

Share of obligated dollars, FY24–FY26

1	**Cherokee Nation Management & Consulting, L.L.C..**	$41.7M	**83%**
2	**Byteforza Inc.**	$2.4M	**5%**
3	**Xrt, LLC**	$1.6M	**3%**
4	**Om Group, Inc**	$908K	**2%**
5	**Semper-Fi Vehicle & Self Storage Inc**	$845K	**2%**

These are the largest recipients across this agency and NAICS code, not the incumbent of this RFP. Concentration feeds the Competition & access factor.

How this market feeds the score

Value **−3.3**
Small typical award (~$250K)

Competition & access **+0.4**
Small-business set-aside (strong incumbent)

Issuer & market **−4.6**
Limited award history ($50.1M FY24–FY26)

Federal award history: contract award types A–D, FY24–FY26, updated Nov 15, 2026.

04 Requirements & logistics

Facts from the notice. Confirm every requirement and date on the official notice before responding.

Eligibility

SET-ASIDE

Total small-business set-aside: only businesses that are small under the NAICS size standard may respond.

NAICS

493190 Other Warehousing and Storage

PRODUCT / SERVICE CODE

S215

Place & submission

PLACE OF PERFORMANCE

Norfolk, Virginia

HOW TO SUBMIT

As instructed in the official solicitation

OFFICIAL SOLICITATION

Open the official solicitation at rfpdetector.com (free account)

Contacts

Torie Cunningham · primary
torie.m.cunningham.civ@us.navy.mil
1 564-226-8841

JESSICA COLLINS · secondary
jessica.m.collins40.civ@us.navy.mil

Documents

No documents are listed on the notice.

Open the official solicitation at rfpdetector.com (free account)

Before you respond

Confirm on the official notice

- [ ] Read every attachment and amendment on the official solicitation
- [ ] Confirm the response deadline and time zone
  Dec 8, 2026, 3:00 PM EST
- [ ] Check you meet the set-aside / eligibility requirement
  Small Business Set Aside - Total
- [ ] Check the SBA size standard for NAICS 493190
  Small-business set-asides use the size standard of the primary NAICS code
- [ ] Make sure your federal entity registration (UEI) is active
  Federal awards require an active entity registration
- [ ] Confirm how to submit
  See the official solicitation

Bid / no-bid questions

For your own decision

- [ ] Do you have relevant past performance for this scope and customer?
- [ ] Can you staff and deliver on time with a compliant response?
- [ ] Can you perform in Norfolk, Virginia?
- [ ] Does your pricing fit the typical award range ($64K–$805K)?
- [ ] Do you need a teaming partner or subcontractors to cover the full scope?

A generic checklist, not advice to bid or not bid.

05 Related RFPs

Open RFPs with the same NAICS industry group or category (same state first, then by score), and more from this issuer. Each title links to its page on RFP Detector.

Similar open RFPs

- B | 79 **DNA Warehousing Support**
  Department of the Navy · Due Dec 18
- B | 73 **N3220525R6003 - Surtass-E RFP**
  Department of the Navy · Due Dec 1
- C | 54 **Equipment Hauling / Disposition Services via Flatbed Trailer**
  Department of the Army · Due Dec 11
- C | 53 **MDW Drayage Contract**
  Department of the Army · Due Dec 10
- D | 44 **USCG Station Milford Haven Water Treatment Repairs and Equipment Replacement**
  US Coast Guard · Due Dec 1

More from Mschq Norfolk

- C | 56 **Tanker Voyage Charter**
  Department of the Navy · Due Nov 25
- C | 57 **60-Day US West Coast Jones Act Tanker Time Charter**
  Department of the Navy · Due Nov 25
- D | 40 **Military Sealift Command Unlicensed Engine Mariner Training Program**
  Department of the Navy · Due Nov 25
- D | 35 **Medical Advisory and Medical Directed Transportation Services**
  Department of the Navy · Due Nov 26

Data and as-of times

Notice data	Official federal notice, first seen Nov 25, 2026, updated Nov 24, 2026
Market data	Federal award history, contract award types A–D, FY24–FY26, updated Nov 15, 2026
Score	RFP Detector Score v1.0.0, evaluated Nov 25, 2026, 6:15 AM EST
Report	ID 42d1bcc69e2cb2dba49e · generated Nov 25, 2026, 9:01 AM EST
Official notice	Open the official solicitation at rfpdetector.com (free account)

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