COMBINED SYNOPSIS/SOLICITATION | OPEN | FEDERAL

Air Conditioner Equipment

Department of State › U.S. Embassy Panama City

Solicitation 19PM0727Q0003

Scan for the live page

C
57

RFP DETECTOR SCORE

High data confidence

Fair · 57 / 100

Fair (C, 57/100): 19 days to respond, posted today; but small typical award (~$64K).

+10.9 Time & stage | −9.9 Value | +9.0 Freshness | −4.7 Issuer & market

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

At a glance

ESTIMATED VALUE	SET-ASIDE	NAICS	PSC
~$64K Estimated: median award, FY24–FY26	None Full and open competition	238220 Plumbing, Heating, and Air-Conditioning Contractors	N041 Product / service code
PLACE OF PERFORMANCE	**POSTED**	**RESPONSE DUE**	**LISTING**
PANAMA, PA	Nov 24, 2026	Dec 14, 2026, 3:00 PM EST 19 days left	Official federal notice Updated Nov 24, 2026

Our summary

Department of State (U.S. Embassy Panama City) posted a request for quotations titled “Air Conditioner Equipment” under solicitation number 19PM0727Q0003. It was posted on Nov 24, 2026. Responses are due Dec 14, 2026, 3:00 PM EST. It is classified under NAICS 238220 (Plumbing, Heating, and Air-Conditioning Contractors) and product/service code N041. No set-aside is listed. The place of performance is Panama, Panama. The listed point of contact is ANDREA FOCA.

Summary by RFP Detector.

Timeline

Blue line: today (Nov 25)



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		−9.9	−18.0 / +18.0 w 20 · conf 80%
No value published. Typical award is about $64K: the median of 247 DOS contracts over $25K awarded in NAICS 238220, FY24–FY26.				
Competition & access	MEASURED		−2.6	−18.0 / +18.0 w 20 · conf 100%
Full and open competition. The largest recipient took 26% of these dollars in FY24–FY26.				
Issuer & market	MEASURED		−4.7	−23.4 / +12.6 w 20 · conf 100%
DOS obligated $84.7M on NAICS 238220 across 426 contracts in FY24–FY26. 1 other notice from this office in the past 12 months.				
Time & stage	MEASURED		+10.9	−14.9 / +12.2 w 15 · conf 100%
Solicitation, bids due: 19 days to respond (due Dec 14, 2026, 3:00 PM EST).				
Clarity & completeness	ESTIMATED		+4.6	−18.9 / +8.1 w 15 · conf 75%
Documents not listed, 2 named contacts with email and phone, 496-word description.				
Freshness	MEASURED		+9.0	−9.0 / +9.0 w 10 · conf 100%
Posted today.				

Starts at 50 · contributions sum to **57.3**

Score **57** (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 State, NAICS 238220. Award counts and sizes cover new awards in FY24–FY26; dollars are obligations in the same window.

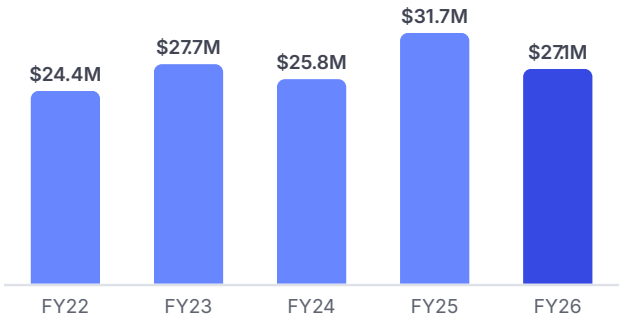
CONTRACTS AWARDED
426
New awards, FY24–FY26

TOTAL OBLIGATED
$84.7M
Obligated FY24–FY26

MEDIAN AWARD OVER $25K
$64K
247 awards above $25K

Obligations by fiscal year

Department of State, NAICS 238220



Award size

DOS NAICS 238220 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	Meptek Muhendislik Taahhut Ticaret Limited Sirketi	$21.9M	26%
2	Artek Insaat Taahhut Turizm Tekstil Tarim Gida Sanayi Ve Ticaret Limited Sirketi	$15.1M	18%
3	Miscellaneous Foreign Awardees	$8.6M	10%
4	Omran Inc	$7.2M	8%
5	Palgag - Z.g.s	$5.3M	6%

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 −9.9
Small typical award (~$64K)

Competition & access −2.6
Full and open

Issuer & market −4.7
Limited award history ($84.7M FY24–FY26)

Federal award history: contract award types A–D, FY24–FY26, updated Nov 22, 2026.

RFP Detector is an independent service and is not affiliated with any government agency. Scores are informational.

04 Requirements & logistics

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

Eligibility

SET-ASIDE

Full and open competition: any responsible business may respond.

NAICS

238220 Plumbing, Heating, and Air-Conditioning Contractors

PRODUCT / SERVICE CODE

N041

Place & submission

PLACE OF PERFORMANCE

PANAMA, PA

HOW TO SUBMIT

As instructed in the official solicitation

OFFICIAL SOLICITATION

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

Contacts

ANDREA FOCA · primary
inlprocpanama@state.gov
5073175000

Alex Phannenstiel - Contracting Officer · secondary
phannenstiela@state.gov
5073175000

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 14, 2026, 3:00 PM EST
- [ ] Check you meet the set-aside / eligibility requirement
  Full and open competition
- [ ] 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 PANAMA, PA?
- [ ] Does your pricing fit the typical award range ($15K–$76K)?
- [ ] 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

- A | 99 **Naval Surface Warfare Center Philadelphia Division (NSWCPD) Indefinite Delivery Indefinit...**
  Department of the Navy · Due Jan 15
- A | 98 **W9127N27BA005 Foster Spillway Gate Nut Replacements and Re-Tensioning**
  Department of the Army · Due Dec 16
- A | 96 **USACE SPK DBB Construction - LAR C3B South - Sacramento, CA**
  Department of the Army · Due Jan 5
- A | 96 **USACE SPK DBB Construction - LAR C3B North - Sacramento, CA**
  Department of the Army · Due Dec 18
- A | 94 **PN: 568A4-24-210, CON Renovate TR Houses in {HS/PR} FY27 NRM - VISN Base IFB Sealed Bid**
  Department of Veterans Affairs · Due Dec 9

More from U.S. Embassy Panama City

- F | 29 **Construction Materials – Dorms Project (Phase 1)**
  Department of State · Due Dec 10

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 22, 2026
Score	RFP Detector Score v1.0.0, evaluated Nov 25, 2026, 6:15 AM EST
Report	ID 968c84c25dfcfadd3719 · generated Nov 25, 2026, 3:08 PM EST
Official notice	Open the official solicitation at rfpdetector.com (free account)

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