SOURCES SOUGHT | CLOSED | FEDERAL

Mortuary Services at VA Palo Alto Healthcare System

Department of Veterans Affairs › 261-NETWORK CONTRACT OFFICE 21 (36C261)

Solicitation `36C26126Q0775-2`

Closed on Nov 6, 2026 · similar open RFPs on page 5

Scan for the live page

RFP DETECTOR SCORE

High data confidence

Score at publication: 30 (F)

Frozen when the RFP closed; closed RFPs never show a live score

Poor (F, 30/100): posted today; but small typical award (~$49K).

−11.1 Value | −10.1 Issuer & market | +9.0 Freshness | −5.0 Competition & access

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

At a glance

ESTIMATED VALUE **~$49K** Estimated: median award, FY24–FY26	SET-ASIDE **None** Full and open competition	NAICS **812210** Funeral Homes and Funeral Services	PSC **G001** Product / service code
PLACE OF PERFORMANCE **Palo Alto, California**	POSTED **Oct 30, 2026**	RESPONSE DUE **Nov 6, 2026, 10:00 AM PST** Closed	LISTING **Official federal notice** Updated Oct 30, 2026

Our summary

Department of Veterans Affairs (261-NETWORK CONTRACT OFFICE 21 (36C261)) posted a sources sought notice titled “Mortuary Services at VA Palo Alto Healthcare System” under solicitation number 36C26126Q0775-2. It was posted on Oct 30, 2026. The response deadline was Nov 6, 2026, 10:00 AM PST. It is classified under NAICS 812210 (Funeral Homes and Funeral Services) and product/service code G001. No set-aside is listed. The place of performance is Palo Alto, California. The listed point of contact is John Waldrip.

Summary by RFP Detector.

Timeline

- **Posted** Oct 30
- **Response due** Nov 6
- **Archive** Nov 21

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		−11.1	−18.0 / +18.0 w 20 · conf 80%
No value published. Typical award is about $49K: the median of 12 VA contracts over $25K awarded in NAICS 812210, FY24–FY26.				
Competition & access	MEASURED		−5.0	−18.0 / +18.0 w 20 · conf 100%
Full and open competition. The largest recipient took 34% of these dollars in FY24–FY26.				
Issuer & market	MEASURED		−10.1	−23.4 / +12.6 w 20 · conf 100%
VA obligated $1.1M on NAICS 812210 across 34 contracts in FY24–FY26. 94 other notices from this office in the past 12 months.				
Time & stage	MEASURED		+1.4	−14.9 / +12.2 w 15 · conf 100%
Sources sought (market research, not a bid): 7 days to respond (due Nov 6, 2026, 10:00 AM PST).				
Clarity & completeness	ESTIMATED		−4.0	−18.9 / +8.1 w 15 · conf 75%
Documents not listed, named contact with email and phone, 12-word description.				
Freshness	MEASURED		+9.0	−9.0 / +9.0 w 10 · conf 100%
Posted today.				

Starts at 50 · contributions sum to **30.2**

Score at publication **30** **(F)**

Score trend

Recorded whenever the score changes, last 30 days

Closed RFPs keep their score at publication, so there is no live trend.

Evaluated Oct 30, 2026, 1:17 PM EDT · 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

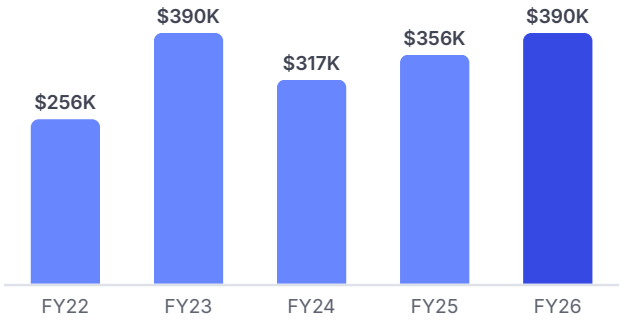
03 Market intelligence

Federal contract awards for Department of Veterans Affairs, NAICS 812210. 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
34	**$1.1M**	**$49K**
New awards, FY24–FY26	Obligated FY24–FY26	12 awards above $25K

Obligations by fiscal year

Department of Veterans Affairs, NAICS 812210



Award size

VA NAICS 812210 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	Woodland Funeral Chapel	$364K	34%
2	International Mortuary Shipping, LLC	$169K	16%
3	Smith Community Funeral Homes, Inc.	$99K	9%
4	Direct Cremation Services Of Virginia, LLC	$89K	8%
5	Cress Funeral Service Inc	$72K	7%

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	Competition & access	Issuer & market
−11.1	−5.0	−10.1
Small typical award (~$49K)	Full and open	Limited award history ($1.1M 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

Full and open competition: any responsible business may respond.

NAICS

812210 Funeral Homes and Funeral Services

PRODUCT / SERVICE CODE

G001

Place & submission

PLACE OF PERFORMANCE

Palo Alto, California

HOW TO SUBMIT

As instructed in the official solicitation

OFFICIAL SOLICITATION

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

Contacts

John Waldrip · primary
john.waldrip@va.gov
7027919000

Documents

No documents are listed on the notice.

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

This RFP is closed

Responses are no longer accepted, so the response checklist is omitted. The facts above stay available for reference and for similar bids; see similar open RFPs and more from this issuer on page 5.

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 | 74 **On-Site Document Destruction Services-Multi-Site**
  Department of Veterans Affairs · Due Dec 30
- B | 73 **Grounds maintenance services for Riverside National Cemetery. -- S208**
  Department of Veterans Affairs · Due Dec 9
- B | 66 **Facility Readiness and Maintenance Execution (FRAME) Request for Proposal (RFP) - DRAFT**
  Department of the Air Force · Due Jan 31
- B | 65 **Semi-Annual Window Cleaning**
  Department of Veterans Affairs · Due Dec 7
- C | 59 **Grounds maintenance services for Riverside National Cemetery. -- S208**
  Department of Veterans Affairs · Due Nov 25

More from 261-NETWORK CONTRACT OFFICE 21 (36C261)

- F | 29 **INTENT TO SOLE SOURCE Cytiva ImageQuant 800 Fluor**
  Department of Veterans Affairs · Due Nov 23
- B | 72 **612A4-27-018 | Replace B650 3rd and 2nd Flooring**
  Department of Veterans Affairs · Due Nov 24
- D | 45 **Controlled Substance Destruction and Hazardous Materials Remediation Services**
  Department of Veterans Affairs · Due Nov 24
- C | 50 **Project: 459-27-004 ACC MOD 2 Renovation**
  Department of Veterans Affairs · Due Nov 24

Data and as-of times

Notice data	Official federal notice, first seen Nov 13, 2026, updated Oct 30, 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 Oct 30, 2026, 1:17 PM EDT (score at publication, frozen)
Report	ID 623f426f2660ce76a9cf · generated Nov 23, 2026, 3:15 PM EST
Official notice	Open the official solicitation at rfpdetector.com (free account)

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