

One-page scorecard for janitorial, EVS, day porter, and maintenance pursuits

Use this as a forwarding asset for referrals, post-call follow-up, or owner review. Score each area from 1 to 4, then route the next move based on timing and control.

COMPANY

DATE

PRIMARY GEOGRAPHY

SERVICE MIX

Score the control points

CATEGORY	1	2	3	4
Rebid visibility How early are likely renewals, anniversaries, and board calendars visible?	Posted bids only	Some hints, mostly late	Usable early watch	Clear recurring view
Incumbent and buyer knowledge How well do you understand the operating reality behind the target account?	Minimal	Weak	Partial	Strong
Bid or no-bid discipline How cleanly does leadership screen what is worth pursuing?	Reactive	Ad hoc	Mostly structured	Structured
Pricing and staffing handoff Do ops inputs arrive in time and in a usable form?	Fragile	Messy	Manageable	Clean
Compliance ownership Who actually holds requirement tracking and response structure?	Unclear	Blurred	Mostly clear	Clear
Review cadence When does serious review really start?	Last-minute	Compressed	Partly planned	Planned

Route 1: Briefing first

- Use this when the problem is still broad or reactive.
- Typical pattern: several 1s and 2s, no defined target, too much guesswork.

Route 2: Opportunity Foresight Sprint

- Use this when one likely rebid or one focused market needs fast definition.
- Typical pattern: a visible target plus two or more weak control points.

Route 3: Procurement Intelligence Retainer

- Use this when several named accounts need a recurring watchlist.
- Typical pattern: timing is the constraint more than basic internal readiness.

Route 4: Live capture or proposal support

- Use this when an RFP, site walk, addendum cycle, or submission calendar is already active.
- At that point, timing risk outruns the value of a broader strategy phase.

Timing note

Timing overrules the average score. A live procurement still needs live support even if the internal maturity score is strong.