



epipeline's Eye on Janitorial Services, NAICS 561720

As the Business Development Manager responsible for creating the business plan for your company, it can be very challenging to gain a perspective of opportunities over the several years; and from that, determine the specific opportunities to pursue.

This week we are going to look at the opportunities for Janitorial Services (NAICS 561720):

- Who issues the contracts?
- Who can bid on these contracts?

NAICS 561720 is used specifically for the following kinds of cleaning projects:

- Aircraft janitorial services
- Building cleaning services, interior
- Building cleaning services, janitorial
- Cleaning homes
- Cleaning offices
- Cleaning shopping centers
- Custodial services
- Deodorant servicing of rest rooms
- Deodorizing services
- Housekeeping services (i.e., cleaning services)
- Janitorial services
- Janitorial services, aircraft
- Maid services (i.e., cleaning services)
- Office cleaning services
- Residential cleaning services
- Rest room cleaning services
- Restaurant kitchen cleaning services
- Service station cleaning and degreasing services
- Washroom sanitation services
- Window cleaning services

The majority of these types of cleaning requirements were covered under the original previous classification system (Standard Industrial Classification, or SIC) code 7349. Those related to aircraft cleaning were under SIC 4581 and those that were for Restroom/Washroom and Deodorizing were under SIC 7342.

NAICS 561790 is closely related to this Janitorial Services code. It focuses on **exterior** cleaning services, where as NAICS 561720 is primarily for **interior** locations.

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Unparalleled Government Contracting Information
Research and Resources

The size standard for this NAICS is \$14,000,000.

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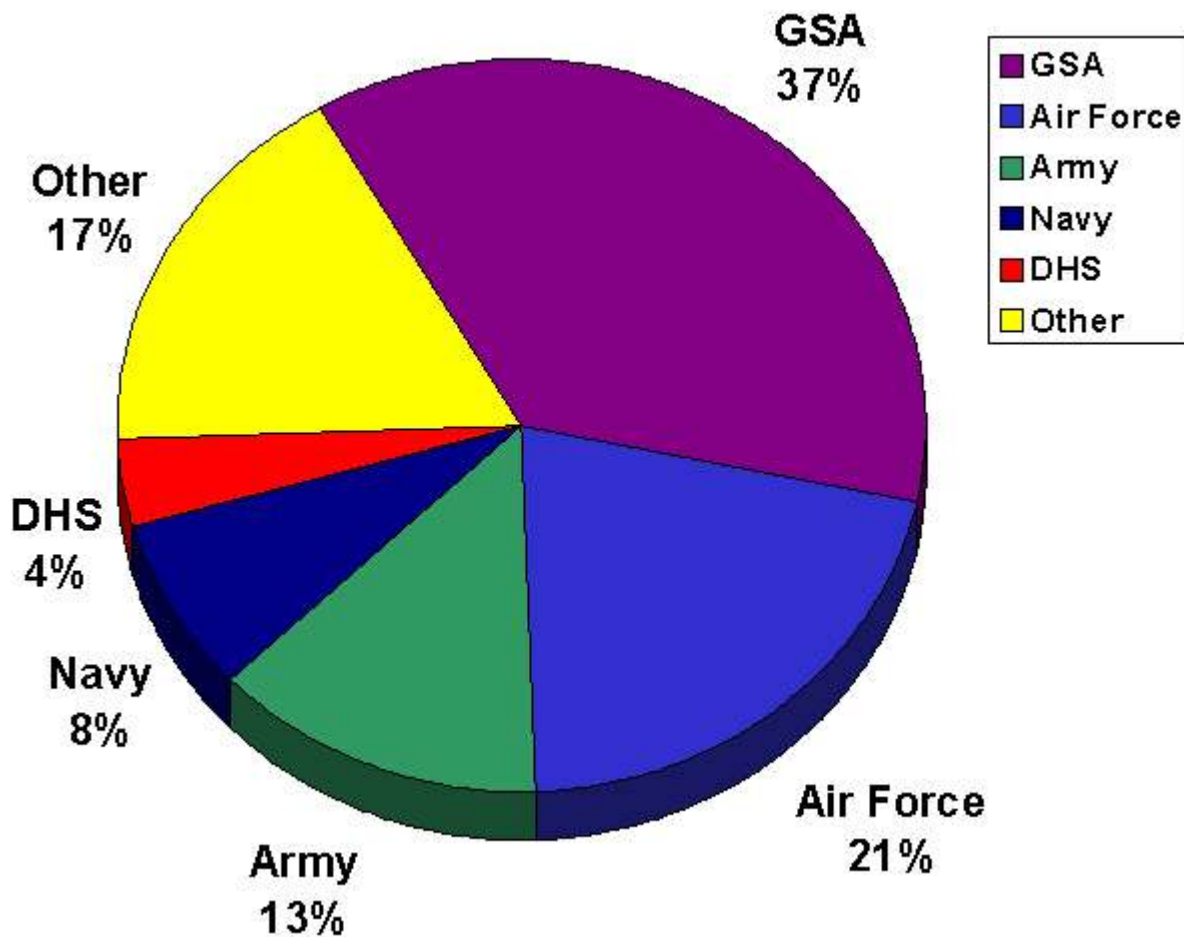


Who issues the contracts?

Every federal agency and department has need of these services: If you have people in an office, you'll have need for janitorial services to clean up after them.

The Defense Department, including the United States Air Force, Army and Navy all have a significant market share¹ of NAICS 561720. Many agencies, though, lease their office space and/or use the General Services Administration (GSA)'s Public Buildings Service (PBS) for operations and maintenance services, including janitorial. This is illustrated in the pie chart below, showing the high percentage of GSA Pre-RFP opportunities that epipeline is currently tracking, under NAICS 561720.

*Percentage of Pre-RFP NAICS 561720 Opportunities
by Agency*



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Source: epipeline's O&M database, specifically NAICS 561720, as of 11-30-04.

Who can bid on these contracts?

Janitorial Service contracts, by nature, usually only have one main type of work required, unlike a full building maintenance contract, which may include buildings and grounds maintenance services as well as custodial. This makes them ideal for set-aside acquisition strategies. While there are a few larger contracts that use full and open competition, many more are set-aside for small businesses, HUBZone, 8(a), etc.

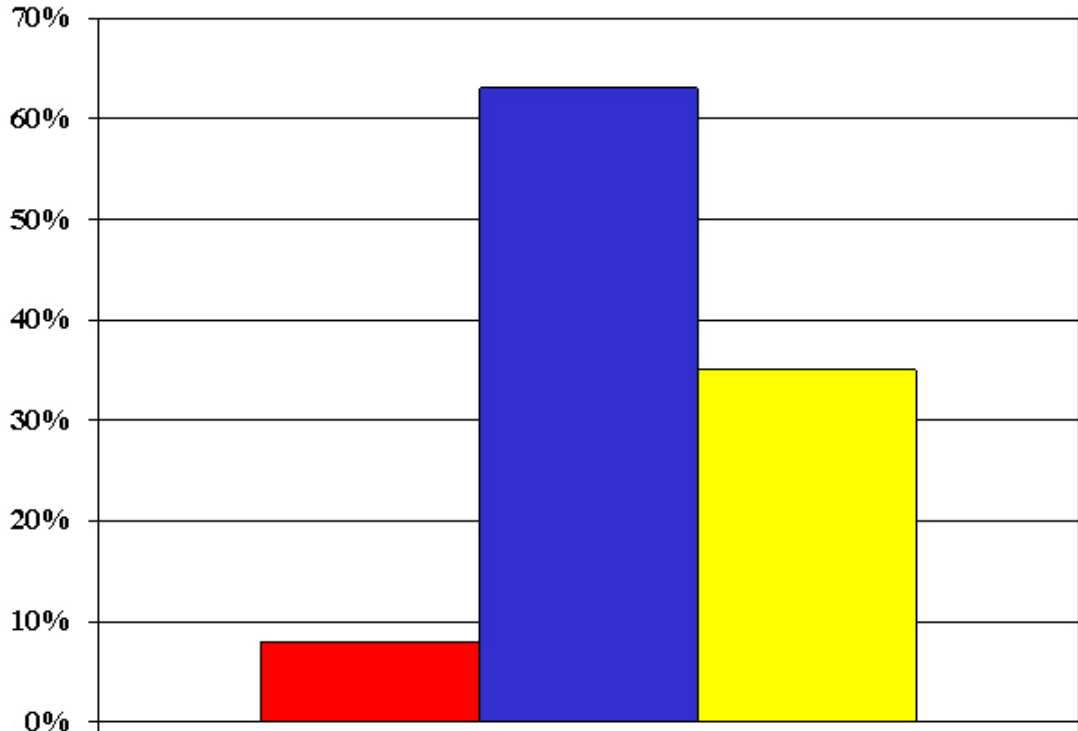
The bar chart below demonstrates the high percentage of opportunities epipeline is tracking that are set-aside for small business verses the relatively low percentage of opportunities that use full and open competition. This small business set-aside number includes those opportunities that are set-aside for HUBZone (Historically Underutilized Business Zone) and SDVOSB (Service Disabled Veteran Owned Small Business).

*Percentage of Pre-RFP NAICS 561720 Opportunities
by Acquisition Strategy*

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■ Full & Open	8%
■ Small Business	63%
■ 8(a)	35%

Source: epipeline's O&M database, specifically NAICS 561720, as of 11-30-04.

Notes: 1) The Small Business column includes HUBZone and SDVOSB set-asides.

2) The percentage total exceeds 100% as some opportunities may have multiple awards.

To learn more about the NAICS 561720 opportunities or other opportunities that epipeline is tracking today; try the following search in the epipeline application:



Find NAICS 561720, "Janitorial Services" Opportunities

1. Status - Select **Pre-RFP**;
2. NAICS Code(s) - Type **56172** (for best results, drop the last number off a 6-digit code. Ex: 561720 becomes 56172);
3. Click the **Search** Button (or hit the enter key on your keyboard).

You can also find programs that have **Janitorial Services** by following these steps:

1. Status - Select **Pre-RFP**;
2. Types of Work - Select Custodial - OM07;
3. Click the **Search** button (or hit the enter key on your keyboard).

These results include opportunities where Janitorial Services are just one part of a larger, multi-service contract **and** those opportunities where Janitorial Services are the primary type of work.

**What NAICS Code Do YOU Want To See
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1. *Market Share information is based on Federal Procurement Data System (FPDS) information. This is data about federal contracts and is reported by the contracting offices themselves. This data is subject to human error and epipeline has noticed significant errors (value reported is too high - 10 times as much for some entries) as they relate to specific janitorial contracts. Due to these errors, epipeline has chosen not to include specific numerical data, and only refer to general trends, which are not influenced by these errors.*

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