

Facility Signals · Early Opportunity Alert

Regional Medical Campus — Central Plant Resilience Program

Generators & facility power · Central Ohio (fictional)

Confidence	Buying stage	Detected	Last verified	Open bid
Moderate-high 84/100	Early signal	Sep 16, 2026	Sep 18, 2026	None posted

THE MONEY EVENT

Planning funds approved for emergency-power redundancy after a resilience review identified aging equipment. No solicitation has been posted.

OBSERVED (FROM SOURCE)

Fictional board minutes dated Sep 12, 2026 record approval of planning funds. No bid number, specification, or vendor list is published.

INFERRED (OUR ANALYSIS)

A design phase likely precedes any solicitation. Timing and budget size are estimates, not confirmed facts.

WHY IT MATTERS

The planning window may allow qualified vendors to become known before specifications and bidder lists are fixed.

BUYER INTELLIGENCE & ACCESS PATH

Likely owner: VP, Facilities & Infrastructure (role confirmed). **Verified path:** public vendor-registration portal exists. **Possible path:** facilities introduction — direct contact not yet verified; engineer-of-record watch.

COMPETITIVE POSITION

A maintenance incumbent appears in older records. Construction participation unknown; healthcare compliance and occupied-site experience may be barriers.

TIMELINE

Need Forming → **[Early Signal Detected]** → Pre-Procurement → Solicitation → Award

CONFIDENCE LIMITS

Confidence reflects evidence quality, not buying intent. Unknown: final scope, schedule, and whether work will be competitively bid.

SPECIFIC NEXT STEP

Complete vendor registration this week, then send a short capability note referencing emergency-power experience — without implying an active bid.

EVIDENCE & VERIFICATION

Source: fictional public board minutes (Sep 12, 2026). Detected Sep 16, 2026. Cross-checked and last verified Sep 18, 2026. Reviewer: demo analyst.