

Agency Spend & Competition Brief

Department of Defense × NAICS 332323 · Pythia Digital LLC · 2026-07-25

Competition profile - FY2023+FY2024+FY2025 (USASpending Award Data Archive)

How competitive this NAICS × agency cell is, measured over the swept window (FY2023+FY2024+FY2025).

- Category-coded slice (5660, 5680, Y1PZ, Z1PC, Z2PZ): **\$3,371,556** obligated across **25** winners, median offers **5.0**
- *Full NAICS context*: the whole NAICS 332323 cell is \$12,067,727 across 107 winners - this includes non-category products and is **not** the addressable market.
- Set-aside rate: **24%** · SDVOSB rate: **0%**

Top recipients - last 3 years, by total award value

A multi-year live lookback ranked by current total award value (which includes multi-year IDIQ/BPA ceilings). This window and dollar metric differ from the single-fiscal-year obligations above. The two figures are not directly comparable: a single recipient's multi-year ceiling can exceed one year's obligations. These rows show who the dominant players are, not annual spend.

Across **218** awards in this window, **\$29,505,244** in total award value was recorded. The leading recipients (these sum to the figure above, not to the cell total):

Recipient	UEI	Location	Award value	Awards	Last award
DARI CONCEPTS LLC	FLQYG6WY28S3		\$18,508,562	1	2022-04-01
EXCEL MODULAR SCAFFOLD AND LEASING CORPORATION	KWP8Q1C37SH6		\$2,961,618	14	2025-06-06
PIONEER INDUSTRIES, LLC	TGGMDYLJGVN8		\$740,674	17	2025-11-24
BHI ENERGY I POWER SERVICES LLC	GL8XT6HAWLK1		\$710,269	1	2016-03-07
JGILS, LLC	JNC1BUEVV3B9		\$425,175	6	2026-02-19
KG MANUFACTURING LLC	Y176KLTLS2G5		\$422,882	1	2024-11-25
FOREIGN AWARDEES (UNDISCLOSED)	NN2NGPDNCK23		\$417,920	1	2025-07-31
ARGO TURBOSERVE CORPORATION	ZT2XY79QF4M3		\$380,722	8	2025-06-26

Recipient	UEI	Location	Award value	Awards	Last award
WACO PRODUCTS, INC	VP7EM3WJPGF3		\$362,223	3	2025-09-16
ALL-LIFTS INCORPORATED	N71QUZN1QM91		\$361,113	1	2024-02-06
WGS NUCLEAR SERVICES LLC	GWDQE8ELH1D7		\$348,534	2	2022-01-21
KAMPI COMPONENTS CO INC	XX2WFHJEFB45		\$270,871	9	2026-01-13
LOTUSUSA, INC.	JBKGG25MLPM9		\$240,918	1	2024-09-23
WINDWARD ENTERPRISES, LLC	DGJPCQNPKTB4		\$240,154	24	2026-02-24
CIVIL BUILT LLC	M6NYA2N6W1V8		\$235,640	1	2024-07-29
NEW ERA CONTRACT SALES INC	H3DUEENDGC64		\$217,258	1	2024-09-13
MCO SOLUTIONS, INC	GM6JCL3PE6T5		\$203,940	2	2026-01-26
FOUR WINDS MECHANICAL HTC/AC INC.	HP3SWNGAPNN3		\$199,693	1	2023-09-25
COMMERCIAL MACHINE, INC	LP9ECLC1Y8T4		\$114,870	2	2026-03-20
MCCUE CORPORATION	C4DCF6CQMWK9		\$114,378	1	2024-09-30
LARKOS PACKING AND DISTRIBUTION INC.	J3K1ZSJS6Q77		\$101,017	13	2026-04-01
K&C CONTRACTORS, INC.	GDCYGZT48478		\$99,867	1	2024-06-07
NATIONAL CAPITAL FLAG COMPANY, INCORPORATED	SUL2UKK1LN65		\$99,664	2	2025-09-17
ROYAL MEDIA NETWORK, INC.	YZN9GXTG2QL7		\$97,450	1	2022-07-22
HAMULA MS LLC	WGKZA91LHN65		\$89,100	1	2026-03-24

Showing top 25 of 97 recipients - the complete ranking is delivered with this report as a data appendix.

What this means for your positioning

A middle case: real dollars, a wider field, and weak set-aside protection. Defense's 332323 category-coded slice carries **\$3,371,556 in obligations across 25 winners at a median of 5 offers**. Five offers is the most contested cell in this engagement, and 25 winners against \$3.4M means the average winning position is small and no one is compounding.

The set-aside rate is 24%, with SDVOSB at 0%. Roughly three of every four dollars are openly competed, so a small regional firm meets national competition on most of this work without structural protection. That is a materially worse proposition than Interior's 90% on the same NAICS code, and it is the reason this cell ranks below the Interior briefs despite carrying nearly nine times the obligations of Interior's 332323.

The incumbent picture is mixed, and the top line is misleading. Reading with scope in mind (current total award value over a multi-year live lookback across the full NAICS cell, including multi-year ceilings, not the category-coded slice): **Dari Concepts LLC shows \$18,508,562 on a single award dated 2022, well above the entire category-coded slice**, which means it is a large multi-year ceiling rather than fencing spend and should be disregarded for competitive planning. The informative rows are the next two: **Excel Modular Scaffold and Leasing with 14 awards for \$2,961,618, and Pioneer Industries with 17 awards for \$740,674.** Award counts of 14 and 17 at modest dollar values are the signature of firms embedded in base-level recurring buys, which is a position built over years of delivery performance rather than won in a single competition.

Recommended entry move: pursue selectively and only where local. Defense 332323 work is installation-specific, so the deciding factor is proximity to the base and the ability to respond quickly, not national capability. Filter for solicitations at installations within normal crew range and ignore the rest. The 24% of this cell that is set aside is worth bidding; the openly competed remainder generally is not, for a firm without existing Defense past performance.

Sequence this after the Interior lanes. Once two or three Interior awards are complete and documented, the same solicitations here become winnable on the strength of demonstrated federal delivery, which is what the incumbents in this cell are actually being paid for.

Methodology & sources

All data is drawn from **USASpending.gov** (FPDS contract data, US-government public-domain), retrieved 2026-07-25. The **competition profile** is a multi-fiscal-year sweep (FY2023+FY2024+FY2025) of the USASpending Award Data Archive - *offers received* is its `number_of_offers_received` field, and its dollars are obligations. The **top-recipients** table is a separate multi-year live `spending_by_award` lookback ranked by current total award value (which includes IDIQ/BPA ceilings); the two are different scopes and are reported separately by design. No licensed entity data (SAM Entity API / Dun & Bradstreet) is used in this report.

Demonstration sample from Pythia Digital LLC. Built on real public federal contracting data (USASpending.gov, SAM.gov). Company identity anonymized.