

Higher Levels of Dimensional Accuracy that Reduce Bid Costs, Improve Win Ratios and Profits

“In competitive tendering a simple and profitable way to improve bids is to remove the hidden and sometimes unrecoverable over-measurement from the process. It would seem that in most cases, where bills are not re-measured, main contractors are simply giving small increments of their net profit away to sub-contractors”

“The question is, why do most main contractors tolerate this measurement error, and what does it cost”? Appendix C

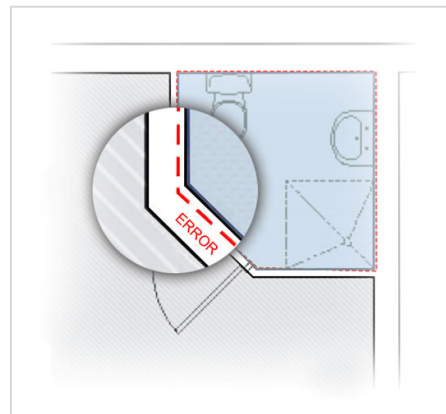
The Benefits of Improved Accuracy



- Less under and over measurement reducing both over provision and latent claims by sub-contractors.
- Less: errors, issues, over provisions, ghosts and omissions.
- Less variation and greater confidence at adjudication leading to improvement in bid performance.
- Improved sub-contractor and purchasing confidence with a higher quality of returns and the potential for reuse of projects.

A Few of the Methods We Use

- The promotion of policies, training, checking and audit systems that ensure a high level of accuracy (rather than reliance on relational checking).
- Use of CAD measurement systems on digital (vector) files and digitizers on scanned (raster) or paper drawings.
- Rescaling paper and raster drawings to improve quality / scale and correct copy and print errors prior to measurement.



“The more you understand what is wrong with a figure, the more valuable that figure becomes.” Lord Kelvin (Physicist)

How Much Work and Profit Do You Lose To Measurement Error?