

Faster Production of Quantities to Improve Returns and Add Time for Bid Preparation

“35% of sub-contractors said that they’d price more work if they were given more time. 26% said that a lack of time affected their ability to produce a competitive bid.” MR:75

Research suggests that the time pressure that affects most contractors can be turned to a competitive advantage for those who can act efficiently in the provision of clear packages and quantities to sub-contractors. For many the phased take off of certain key bill items can make all the difference.

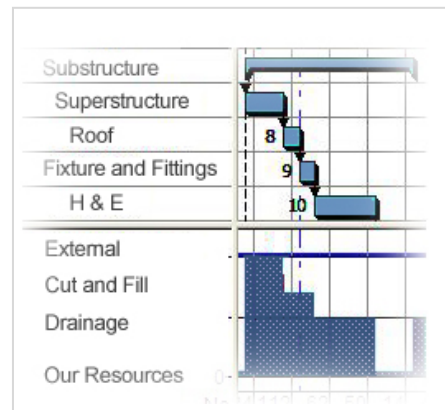
The Benefits of a Faster Turnaround



- Sub-contractors given longer periods to source costs, resolve issues and formulate competitive bids.
- Higher ratio of competitive sub-contractor returns reducing the underlying cost of the main contractor’s bid.
- Extended period for the main contractor’s team to resolve issues, rate work, adjudicate external quotations.
- Earlier adjudication allowing longer periods to evaluate risks and to present.

A Few of the Methods We Use

- Pre-booking and multiple lead estimators available to ensure measurement work is started on time.
- Target plans with managed job splitting to reduce take off period.
- Extensive use of multiple software and hardware systems to reduce take-off times.
- Systems to “fast track” dimensions to suppliers and sub-contractors.



“Productivity is never an accident. It is always the result of a commitment to excellence, intelligent planning, and focused effort.” Paul J. Meyer

Are You Getting the Best Prices From Your Sub-Contractors?