

An Estimator's Guide on How To Win Work Once the Project is Awarded

EstimateOne



Awarded tenders

One of the main benefits of having an upgraded license with EstimateOne is the ability to view awarded tenders. That means no more waiting 6 months to find out how your quote went.

The moral dilemma

It's important to understand that some Builders/Subbies are careful on the ethics of accepting a quote post-tender.

When I started as an estimator, I wasn't a fan of receiving quotes after the tender closed. I wanted to support the Subbies who priced at tender stage. After a few months of using EstimateOne, I relaxed my stance as some quality subcontractors started coming my way. It would have been foolish to reject them.

For example; Subbies who quoted for my competitors but not me introduced themselves, and they began working for me too. They may not have been awarded that initial project, but they would quote moving forward.

Now that morals and ethics are out of the way, let's review how to make the most of the awarded tenders information.

The gatekeeper

As mentioned in the timeline above, once a bid is awarded it's no longer in the hands of the estimator. They've sent it off to a delivery team and washed their hands of it.

So who do you speak to?

Part of the tender handover involves organising the project team and setting their initial schedule, which includes the timeframe for letting trades. The one responsible for letting trades is the Contracts Administrator (or CA for short). This is the gatekeeper to your success.

If you've priced the job earlier and now see it's awarded, call the estimator and congratulate them on winning the project. Again, ask how your quote stacks up, and then ask for the CA's details.

If you haven't priced the job earlier, call the estimator and introduce yourself. Let them know that you're interested in pricing the project and would like the details of the CA to follow up with.

At this point, it really isn't too useful to query the estimator about it. They are far removed from this project and working on countless others.

Once you've got the CA's details, put a script into action to get consistent information. Questions can include;

1. (If quoted) How does my quote stack up? Did I leave anything out? How does my price stand up to other Subbies?
2. What is the trade budget? Is the package being broken up? Do you have a scope of works for me?
3. When do you plan on letting the trade?

Once the delivery team have the project, the actual budget is assigned to them to maximise the builder's contingency and profit. If you haven't priced a project already, and the CA tells you what their budget is, you can do a quick check to see if you can match or better the price. Complete your quote and send it through to them.

And as a reminder, call them again when they plan on letting the trade. Often the CA's are under the pump and pick one or two Subbies based on the estimator's recommendations. If you're in the estimator's good books, that should be you. But if you're still new, keep on the CA until they either bring you in for a meeting or say they're not interested. The squeaky wheel will get the grease.

Strategy is key

You might be the best plumber or Sparky in the world, but winning work in this industry is as much about your actual strategy and networking than your capability of doing the job itself.