



What estimators want you to know about quoting

We get it, quoting is arguably the worst part of the job - unfortunately, it's also one of the most important parts.

If we're spending all this time quoting, at the end of the day we're pretty keen to make sure that quote lands us the job. In lieu of some sort of magic formula, we thought we'd head to the source and ask some Estimators what it is they're looking for in a quote before they award a job.

So that's just what we did, we got 4 estimators in a (zoom) room and invited a bunch of subbies along to learn what makes the perfect quote. For the time poor (aka, all of us), we've popped together the 5 key things we learnt about quoting from some of the country's top commercial construction estimators.

Put yourself out there

Don't underestimate the value of marketing your business. We're not talking about booking weekly ad spots after the 6pm news or plastering your businesses name on the front of South Sydney's jumper - we're talking about giving yourself a little bit of an online presence so that when a builder gets a quote from you they can find out a bit about your business.





Estimators told us stories of receiving a quote for the first time from a subbie, however, without any details - and a completely non-existent web presence - this subbies quote ultimately ended up in the bin.

Getting yourself online is super easy. There are free tools like wix.com which even the least tech savvy can make themselves a quick website. And it doesn't need to be pages and pages long, just chuck up what you do - and maybe even some pics of a few jobs you've recently worked on.

Connections are key, and consistency builds connections

It's hardly breaking news that this is an industry where who you know plays a big role. As much as a box at the State of Origin might help you curry favor with some head contractors, ultimately to get on site you're going to need to prove yourself as a worker.



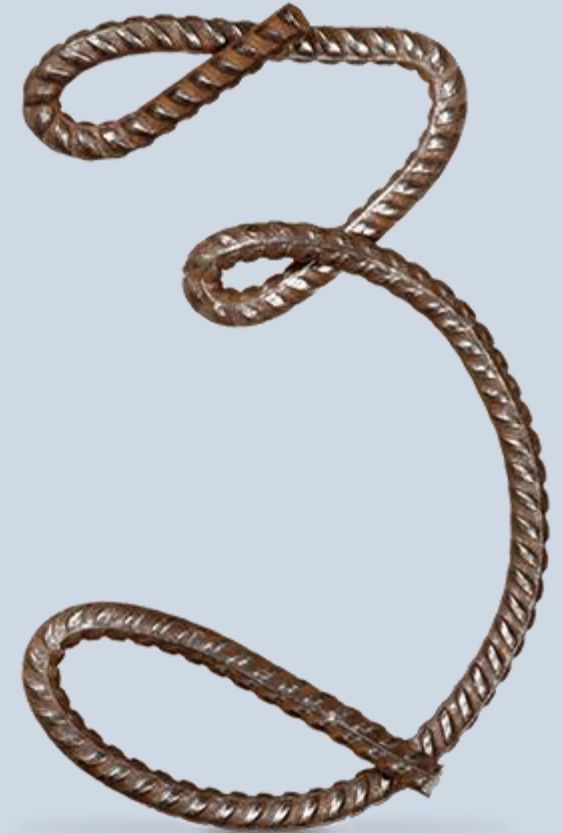


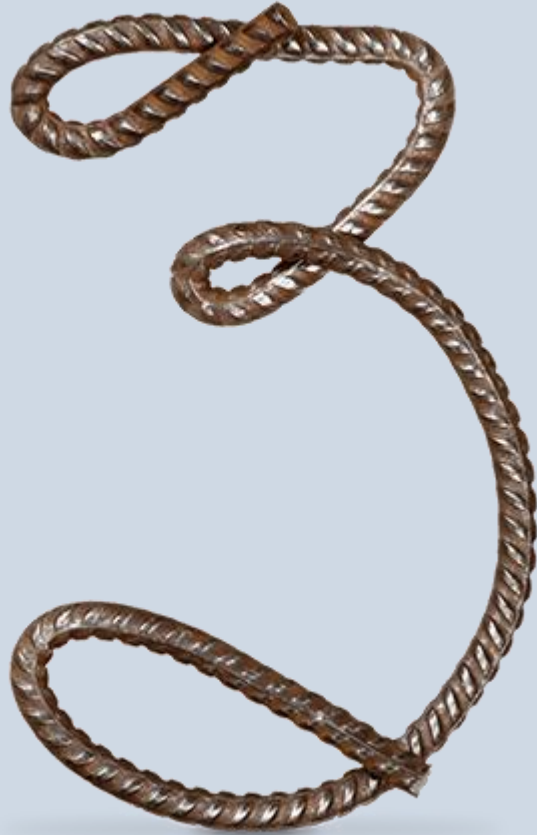
You might not win the first quote you send to a builder, you might not win your second - but soon enough estimators are going to start recognizing the name. Estimators love those who help them out during tender time, and are more likely to start recommending you to the CA's after the job has been awarded.

We even here from Subbies who are stacked with work at any given time continuing to pop in quotes to the builders they like to work with. This is there way to signal to the market that they are still open and keen to work. At the end of the day, the worst thing that can happen is you need to turn down work - there are definitely worse problems to have.

Your quote is key

You know the old joke, “How do you know if someone’s a vegan - don’t worry, they’ll tell you”, well you could probably say the same thing about Estimators and being time poor. They do have a point though, they have just 4 weeks to put together a tender proposal to the client, this includes sending collating and creating packages for each trade, sending out and replying to subbie enquiries and ultimately putting together a final proposal.





After all this work, the Estimator doesn't have a whole lot of time to look at quotes, and absolutely no time to get on the phone to clarify anything about the quote. This is why your quote needs to answer any questions they might have.

You can check out a copy of our best practice quoting guide here, but in a nutshell:

Write line items for everything your quoting

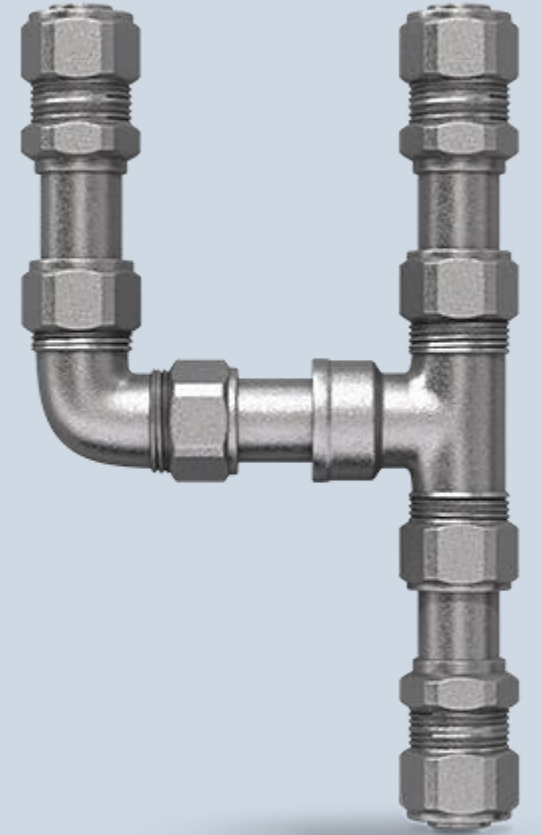
Call out the parts of the job you are explicitly not quoting

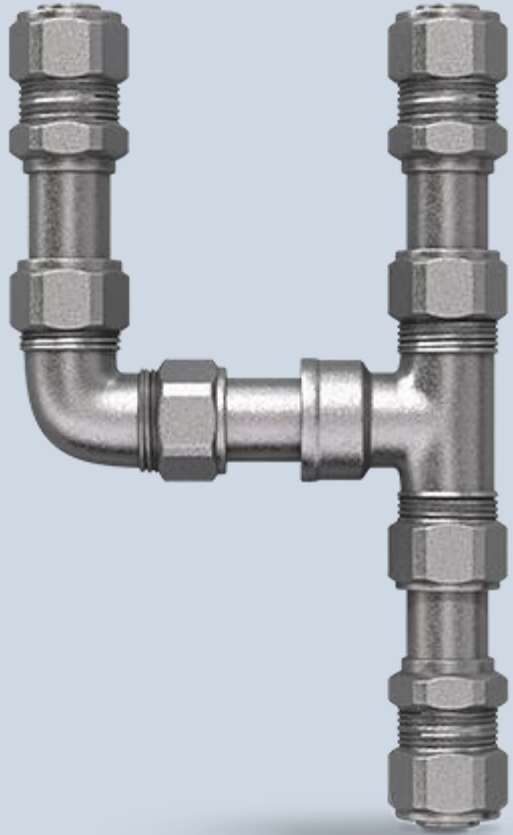
If you are going to make any substitutions, include them in your quote

And of course make sure you've got your contact details - we heard of some unlucky subbies who had written great quotes, but couldn't be contacted.

Follow up on the phone

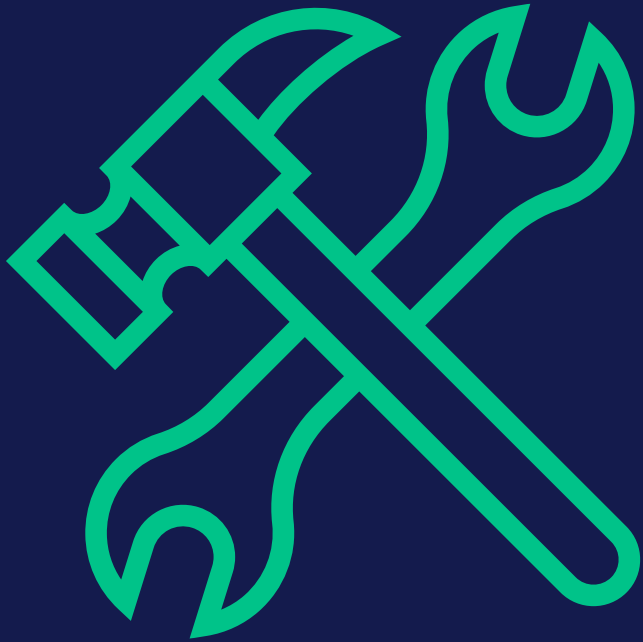
Unfortunately, feedback doesn't always land on your lap. Jumping on the phone a couple of days after you've submitted your quote is the classic killing two birds with one stone. Not only will you get advice on how to improve your quotes, you get an opportunity to build a relationship with the Estimator.





If you are a user of EstimateOne, we recommend submitting a quote on the platform. It'll let you know when a builder has read your quote, so you can know the best time to make that follow up call.

Following up after a tender has closed can also be in your best interest. A builder who did not win the particular job might be more likely to give you feedback on how close your price was with the rest of the market than a builder who has won the job (and in their best interest to keep the market a little in the dark).



Did you learn something new?

Or maybe you have something you can teach us? Get in touch on 1300 705 035 or email support@estimateone.com