WHAT WILL HELP ME WIN A JOB IF I ESTIMATE?

C
COMPETITIVENESS

- Market Knowledge
- Market Trends
- Innovative thinking
- Up to date technology
- Cross- industry knowledge

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OPEN RELATIONSHIP

- Client Relationship
- Supplier Relationship
- Team efficiency
- Togetherness

S
SPECIFIED CLIENT

- Pricing to the correct client
- Being used as a price comparison
- Experience and expectation
- Associations

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TIME- FRAME

- Increase productivity
- Labour Division
- Multiple Workfronts
- Information transparency
- Reporting of estimating hours
- Realistic deliverables

S
SKILLS

- Previous experience
- Lessons learned
- Time frame
- Quick turnaround
- Geographic understanding

IMPORTANT NOTE: These factors only apply if your client wins the project!!!
Our statistics shows that a contractor without any of the above has only an 8% chance of winning a project. It's very important to work on the above 5 factors to increase this percentage.

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COMPETITIVENESS

Market Knowledge

Having market knowledge of what projects are open, won, and lost! Having market knowledge of your competition! Having market knowledge of industry pricing! These factors are all very important to ensure you get that golden opportunity at the table.

Up to date Technology

Are you using the correct software and the correct people for your estimates? Are you keeping track of documents, amendments and any special requests? Remember to always work smarter and not harder.

Cross- industry Knowledge

Be open to solutions within the industry, but also look at how transferring and using technologies, tools and processes from other industries can benefit and enhance your process.

Innovative Thinking

Welcome change and innovation in. Always do something new, be inspired by thinking out of the box or by offering something old in a new way. Do not be scared of change, be passionate for it.

Market Trends

Understanding the pinch points within the markets is important, this allows you to forecast your work cycles. For example, we know that from Mid-December and until late January the tendering opportunities drop off, meaning, you need to ensure you have tendered good enough projects throughout the year so you have work to come back to in January.

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OPEN RELATIONSHIPS

Client Relationship

Without client relationships you are simply wasting your time on tendering. It is very important to have a relationship whether that is with the Estimator, the Contracts Administrator, the Project Manager or the Directors. Ensure you have an entry point. If you don't, we highly recommend that you start attempting this build those important relationships before tendering.

Team Efficiency

Have an internal team relationship where the capacity to accomplish goals and objectives are always traceable and achievable. Have someone administering and following up this process throughout to make sure the highest efficiency is met and the objectives are accomplished.

Supplier Relationship

Supplier relationship is one that gets looked over by a lot of contractors. Your suppliers have a lot of market knowledge, contacts and information that can be extremely useful. Having strong relationships will stead you in the right direction.

Togetherness

Is the company cohesive? Is everyone involved within the company and capable of striving to meet the different goals and challenges that can be faced? All should be willing to help and advance cooperatively.

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SPECIFIED CLIENT

Being used as a Price Comparison

Understand your client. Are you being used a price check? Talking with your client would identify this. We are a firm believer in simply asking the question, 'Am I being used as a price check or do we have a real opportunity to work with you? ' We would typically advise our clients on a 3 strike rule. If you get no feedback or not being asked to provide a final firmed up price after 3 tenders you should re-evaluate working with that client.

Associations

Attend networking events, speak to your suppliers, speak to your competition, speak to your team. We live in a world where communication is key! Communicating well with your network will certainly open up avenues that you didn't know were available to you.

Experience and Expectation

By knowing and experiencing your client, you can start constructing a set of preferences and requirements they have, making room for a better service to be delivered. If a new client is being introduced, dedicate a good portion of your time to understand what the expectation of your job is and excel it.

Pricing to the Correct Client?

No reason to waste your time pricing for someone who you do not have a chance with. So, do you know the client? Have you a relationship? Have you priced for them before? Have you received any feedback? Have they awarded you any projects?

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TIME-FRAME

Increase Productivity

Productivity is a big issue in any business, to get a highly operating team, you must work on: your systems, your processes, contracting the right people and making sure the culture in your business is correct. In return, productivity increases will be seen throughout your business.

Reporting of Estimating Hours

Contractors far to often win jobs and do not track their costs, how do you know whether you are running a profitable business if you are not tracking costs? Do not have the software to do this? OK, then start a spreadsheet and track the hours and materials of your team there.

Information Transparency

Always be clear. Give and only accept information which is completely transparent, easy to read and interpret so you can provide a realistic, transparent response. Do not be afraid to ask and call, clarifications are better than mistakes.

Realistic Deliverables

Use process deliverables within your project ones. This transforms your complex tasks into simple tasks, making it possible to track and set realistic times for completion. This way, people are paced to work at their capacity and rhythm, decreasing time losses or high stress near the deadline time.

Multiple Work-fronts

When looking at a project to estimate, have you thought of the best way to utilise the team or plant.
Have you thought about how you can decrease the project length and the overheads it brings. By trying to work on multiple work fronts, costs of projects are reduced.

Labour Division

Separate tasks to allow for specialisation within your company. Those who have specialised capabilities offer a competitive advantage and greater time efficiency and work performance.

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SKILLS

Previous Experience

Ensure the project you are pricing is within your skill set. Sometimes, clients try to gather price in areas that are out of your capabilities or undertake something you have not done or priced before.

Lessons Learned

Start noting and sharing within the team issues and challenges encountered within a project.
Note what went well, what went badly, how you can improve your process and where can you reduce cost to help win the project.

Time Frame

The time frame of the project is key. Are you working on any other projects or tenders? You might want to plan ahead so one does not interfere with anothers time frame.

Geographic Understanding

Understand where you are. Understand your place, space, environment and interconnection to offer a logical and reasonable response. Not every area offers and requires the same so offers should be adaptable and structured for different surroundings and conditions.

Quick Turnaround

Are your clients asking for an unrealistic deadline to get an estimate back? Clients can have a 4-6 weeks to submit a project, so make sure engagement is done as soon as the project is received, and response is scheduled in advance to cover for any potential delays.