

The logo consists of the word "BECK" in a bold, white, sans-serif font, positioned inside a dark blue square.

Better Buildings. Better Built.

# Bidding Strategies

September 25, 2012

A smaller version of the "BECK" logo is mounted on a wall in the background of the image.

# Outline

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- **Beck's Structure**
- **Key Items Before Committing To A Bid**
- **Bid Process**
- **Buyout Process**
- **Award**
- **Questions and Answers**

# Beck's Structure

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## Preconstruction

- Estimates For SD & DD
- GMP Development
- Role During Buyout

## Construction Team

- Buyout Onsite
- Precon Used For Questions & Reference
- Direct Management Of Subcontracts

# Key Items Before Committing To Bid

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## Contract

- Boiler Plate Information
- Bonding Requirements
- Insurance

## Schedule

- Manpower
- Conflicts with other projects

**MOST OF ALL, LOOK WHO IS BIDDING AND WHO IS RECEIVING BIDS!!**

# Bidding Process

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## Site Visit

- **Access to building or project**
- **Work hours**
- **Parking**

## Schedule

- **Overlap of trades**
- **Areas designated to one trade at a time....is the area large enough to work efficiently**
- **Realistic durations!**
- **Is overtime required or is it STATED as a 50 hour work week, or 10 hour work days**

# Bidding Process Continued

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## Safety

- Read safety manual or insurance manual
- Is a full time safety representative required

## Existing Conditions/Modifications

- Example, utility installation in an existing parking area.....are you responsible for repaving the area?
- Example, coring into a slab for MEP penetrations....who is responsible for this?

**YOU CAN NEVER PROVIDE TOO MUCH INFORMATION FOR A BID....CLARIFY YOUR BID IN DETAIL.**

# Buyout Process & Award

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## Bid Package Development

- Work with DBE or HUB coordinator to define scope and size of packages
- Is there sufficient data to get complete bids
- Project team defines scope in each package
- Bidders list is defined and bid notifications developed

## Scope of Bids

- Initial review and scope of bids to establish the top qualified bids
- Face to face meetings to go through bid-  
**REVIEW HANDOUT OF SCOPE SHEET**
- Notify all bidders of outcome

## Contact Information

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**Matt Pickens, LEED AP**

Senior Project Manager

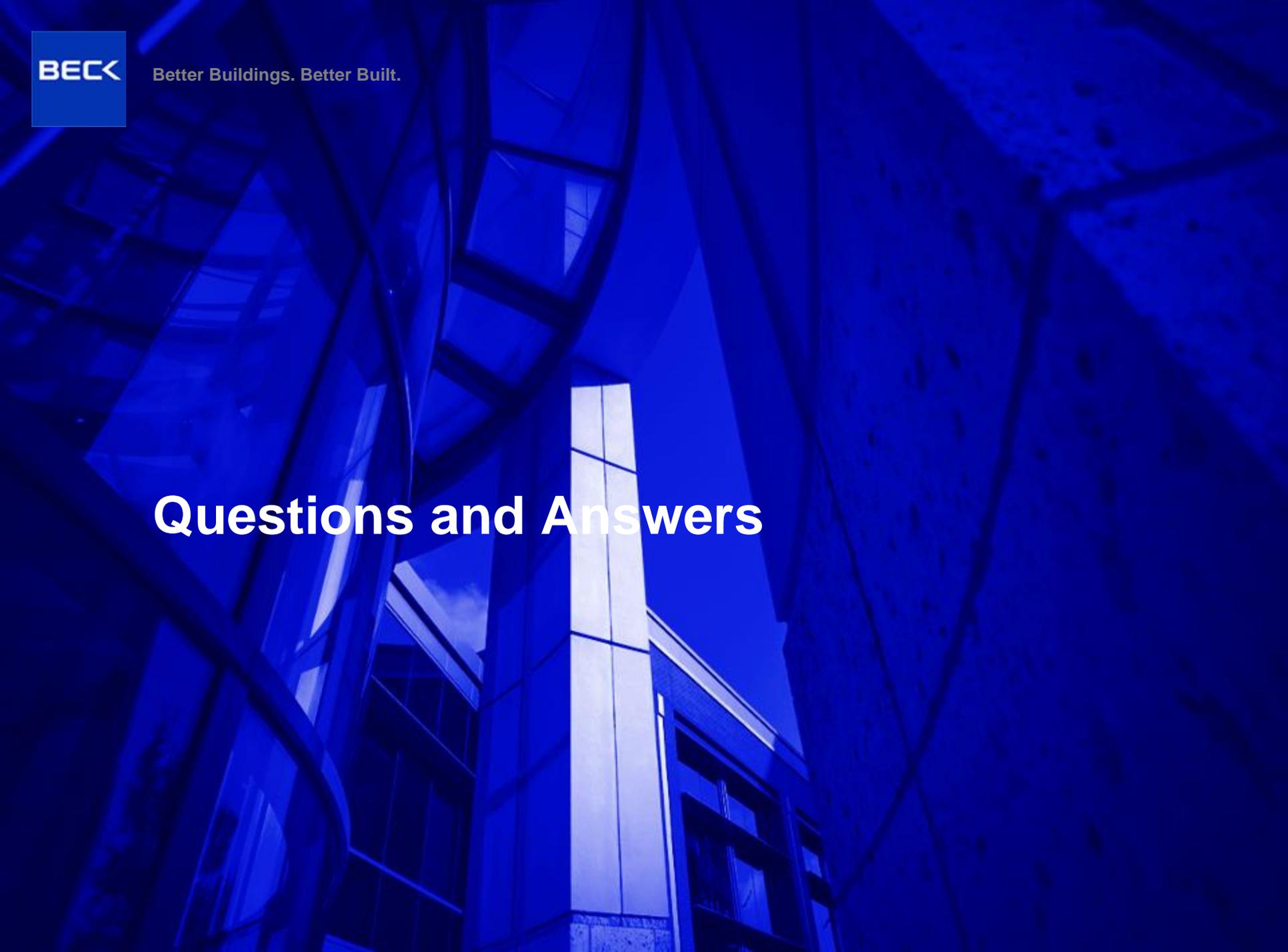
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# Questions and Answers