

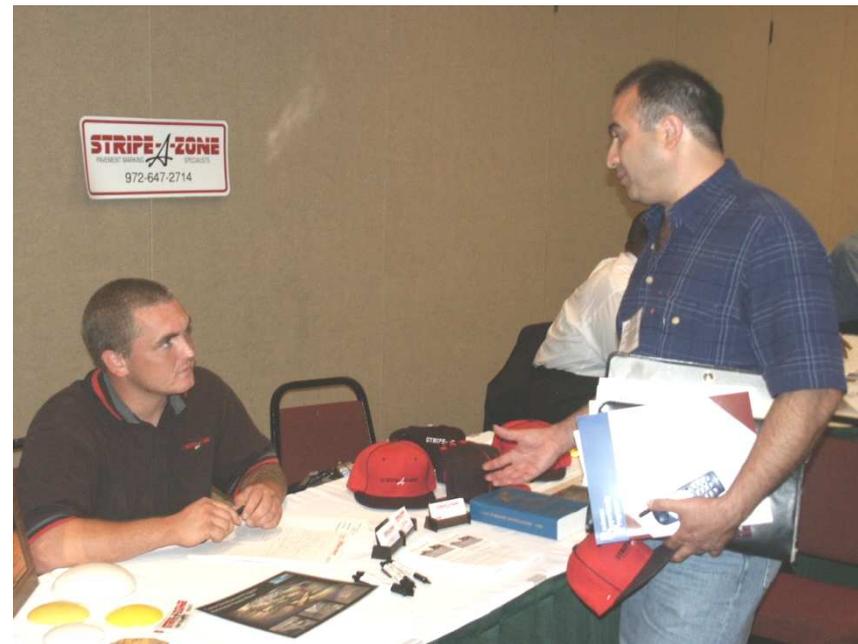


Business Outreach & Program Services

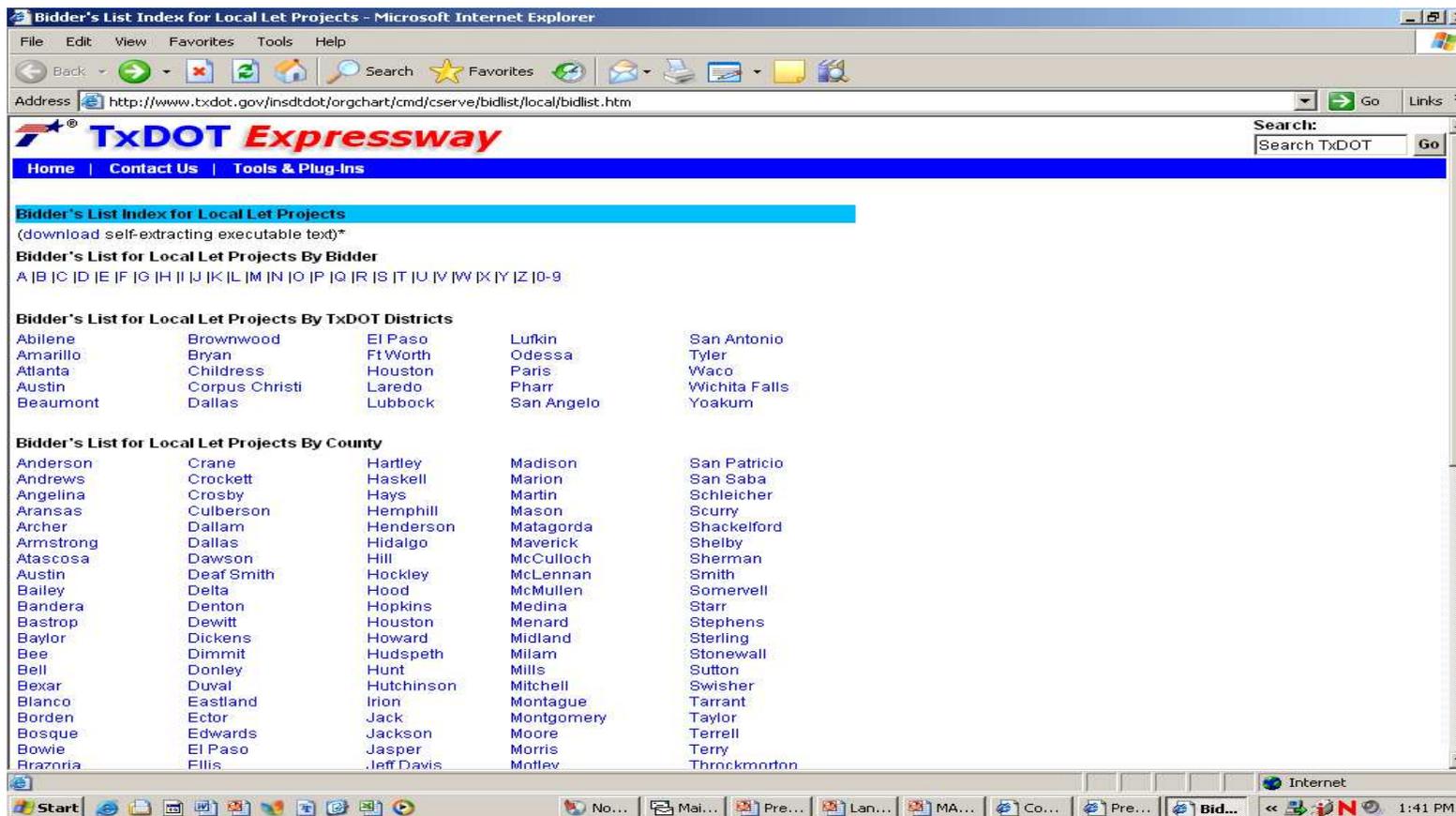
Marketing To Prime Contractors

Who Do I Contact?

- TxDOT
Division/District Staff
(AREA ENGINEERS)
- Prime Contractors
(BIDDER ESTIMATORS)
- Other
Subcontractors

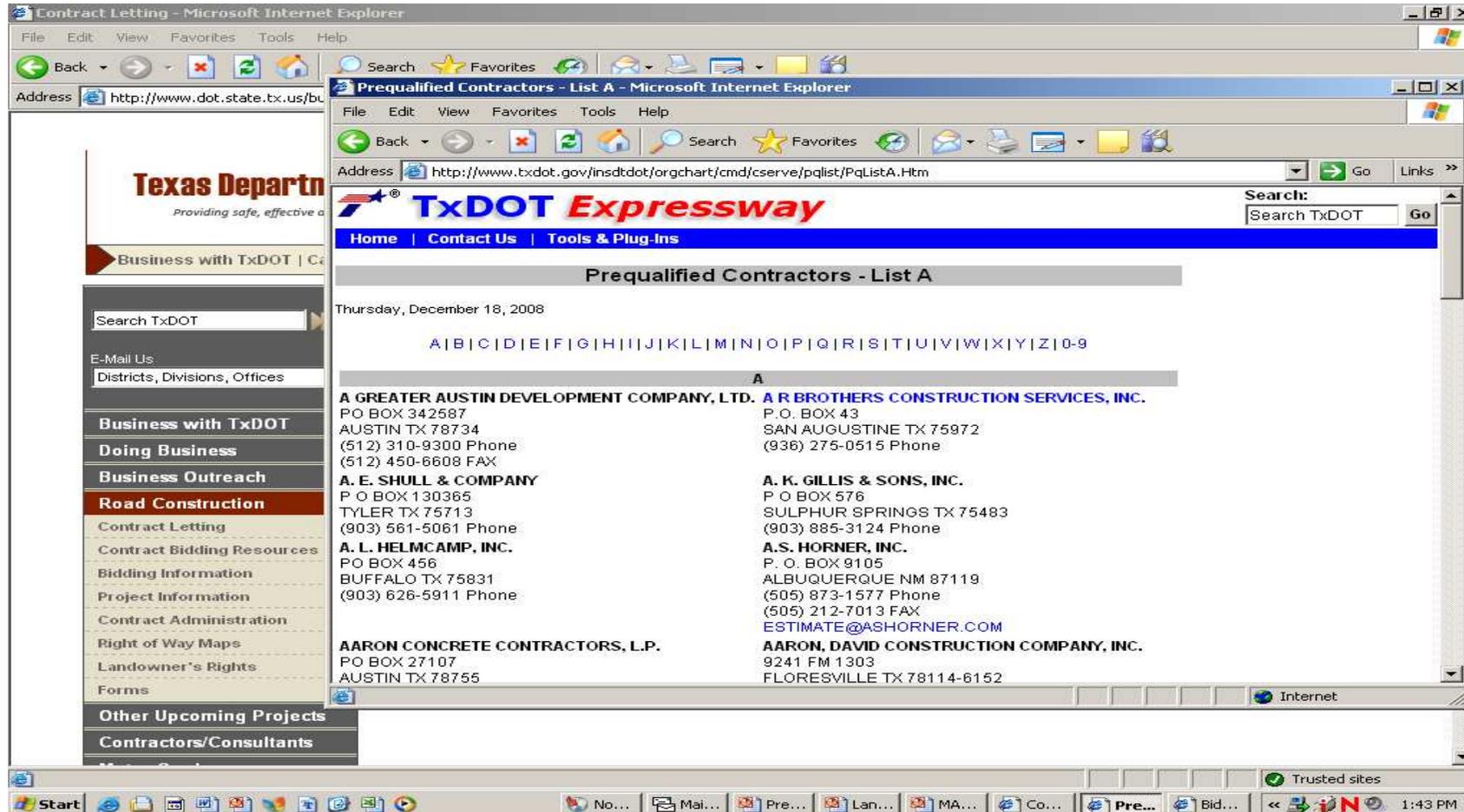


Is There A List Of TxDOT Prime Contractors?



<http://www.txdot.gov/insdtdot/orgchart/cmd/cserve/pqlist/pqlista.htm>

How Do I Get Contact Information?



Contractors are listed in alpha order and contact information is included

How Do I Know Who Is Bidding On A Contract?

The screenshot shows a Microsoft Internet Explorer browser window displaying the TxDOT Expressway website. The page title is "Bidder's List for State Let Projects - Houston District". The address bar shows the URL: <http://www.txdot.gov/insdtdot/orgchart/cmd/cserve/bidlist/state/bidlst12.htm#091270012>. The page content includes a search bar, navigation links (Home, Contact Us, Tools & Plug-Ins), and a table of project information.

Bidder's List for State Let Projects - Houston District
Last Update: Friday, January 2, 2009

BRAZORIA | FORT BEND | GALVESTON | HARRIS | MONTGOMERY | WALLER

BRAZORIA COUNTY

| | |
|-------------------------------------|--|
| CCSJ: | 0188-04-045 |
| Highway: | SH 36 |
| Let Date: | 01/14/09 |
| Bidders: | ANGEL BROTHERS ENTERPRISES, LTD. K-BAR SERVICES, INC. MAIN LANE INDUSTRIES, LTD. |
| Informational Proposal Only: | NONE |

FORT BEND COUNTY

| | |
|-------------------------------------|--|
| CCSJ: | 0027-07-038 |
| Highway: | US 90A |
| Let Date: | 01/14/09 |
| Bidders: | ANGEL BROTHERS ENTERPRISES, LTD. CRAIG & HEIDT, INC. MAIN LANE INDUSTRIES, LTD. MAR-CON SERVICES, LLC |
| Informational Proposal Only: | SOLITUDEBN CUSTOMS, INC. |

Bidding information is listed by District and Project and provides a list of bidders and the contract let date. See: <http://www.txdot.gov/business/obt.htm>

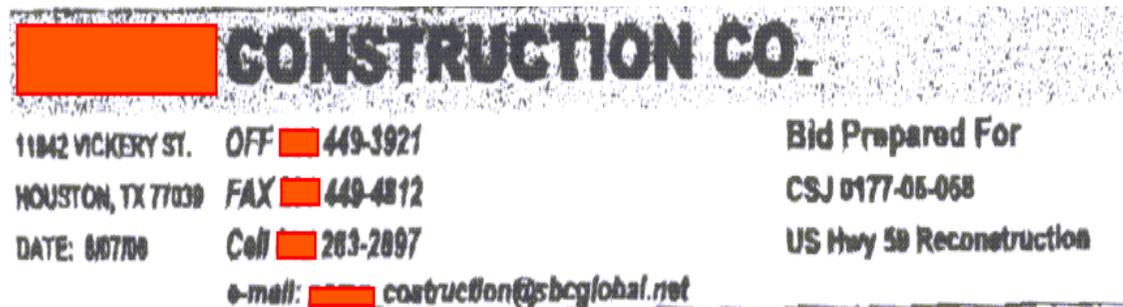
What Should I Do Next?

- Select
 - Project(s) that interest you
 - Items you know you can perform
- Find out what Primes are bidding
 - Try to meet Prime's estimator in person
- Submit a quote
 - Be sure it is submitted timely



What Information Should I Provide?

- Submit information on company letterhead
- Include contact name of person that can answer technical questions
- Address, phone numbers, fax and e-mail if possible
- Make sure information is legible



What else should my bid include?

Content - *Scope*

- Unit Price Bids
 - Include Item Number
 - Description
 - Qty and Unit of Measure
 - Unit Price
 - Extended Total
- Lump Sum Bids
 - Provide complete narrative/description as to the work you are bidding
 - Provide your price



| | | | |
|------------|-------------------------|--------|-------------|
| 61818 Inft | Concrete Curb (Type II) | \$0.45 | \$27,817.20 |
|------------|-------------------------|--------|-------------|

Content - *Qualifications*

- Qualifications and Clarifications - Provide additional information as to the total content of the quote.

This is especially important to a Prime, without any stipulations the Prime will assume your quote is for the turnkey performance of the work described.

Content - *Qualifications*

- Examples of some Qualifications:
 - Is a bond included in your prices?
 - Do you include surveying?
 - Is traffic control included?

Example:

******BPA Brackets are not included in this quote.**

******TY II Concrete Curb is not included in this quote.**

NOTE: This Quote does not include Umbrella Liability Insurance.

NOTE: This Quote does not include Performance or Payment Bonds.

NOTE: MOW STRIP IS NOT INCLUDED IN THIS QUOTE.

NOTE: THERE IS NO TRAFFIC HANDLING INCLUDED IN THIS QUOTE.

NOTE: THIS QUOTE IS GOOD FOR 30 DAYS FROM THIS DATE DUE TO EXTREME CHANGES IN STEEL MATERIAL COST.

Content - *Accuracy*

- Check your work
- Arithmetic errors
- Quantity errors
- Misstated qualifications
- Addendums included?

REMEMBER

Impressions are drawn
from your quote!



Are there things that you can do to make your quote more appealing to a Prime?

YES!!

Adding Value!

Adding Value

- Appeal to the Prime with “one stop shop” approach
 - “I’ll handle all of this for you”
- Avoid quoting selected items from certain disciplines
 - Example: If there are 5 types of guardrail items – quote all 5 and not just 1 or 2
- Try to make your quote turnkey
- If there are elements that you can’t perform, bring in a second tier sub to make you quote as comprehensive as possible
- If possible, select a second tier sub that is a DBE

What Else Adds Value?

- Assume some risk
 - Material pricing
 - Labor
 - Don't just quote the "easy" work
 - Reasonable payment terms



What's Next?

- When you think you've got a great quote submitted...
- Follow-up with ALL Bidders
- Ask Questions
 - How did you stack up against the competition?
 - Ask advice on improvement



Contact Us

Business Outreach & Program Services

For additional assistance, please contact:

512.486-5526 or 1-866-480-2518 option 2