ESTIMATING, PRE-CONSTRUCTION AND BIDDING



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GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Introduction

Estimating, Pre-construction and Bidding examines how contractors turn drawings and specifications into priced, risk-adjusted bids that win work and still make money. This Training Course covers quantity take-off, unit rate build-up, preliminaries pricing, and bid strategy. Participants study the RICS New Rules of Measurement, SMM7 and CESMM4, cost planning methods, risk allowances, and tender adjudication tools. Furthermore, the programme connects take-off to submission through estimating labs, rate build-up exercises, and bid review workshops. As a result, delegates leave able to price work competitively, understand risk exposure, and present a bid that holds together commercially.

Estimating, Pre-construction and Bidding Course Objectives

- Define estimating, pre-construction, and bidding in practice.
- Prepare quantity take-offs from drawings and specifications.
- Build unit rates and analyse labour, plant, and material costs.
- Price preliminaries, temporary works, and site establishment.
- Apply RICS New Rules of Measurement, SMM7, and CESMM4.
- Assess risk allowances, contingency, and escalation exposure.
- Structure subcontractor and supplier enquiries and quotations.
- Apply adjudication and bid review methods before submission.
- Prepare tender submission documents and qualification conditions.
- Measure bid performance and improve estimating accuracy.

Course Methodology

- Interactive workshops using real drawings, bills, and rate files.

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- Structured quantity take-off and measurement exercises.
- Unit rate build-up and preliminaries pricing labs.
- Risk allowance and contingency modelling practice.
- Bid review and adjudication simulation with peer critique.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Estimators and senior estimators.
- Quantity surveyors and cost engineers.
- Pre-construction and bid managers.
- Project managers and site engineers.
- Planning and procurement engineers.
- Contract and commercial managers.
- Junior engineers building estimating skills.

Estimating, Pre-construction and Bidding Course Outlines

Day 1: Pre-construction and Estimating Foundations

- Defining estimating, pre-construction, and bidding.
- The pre-construction process and gate reviews.
- Estimator responsibilities and information flow.
- Reading drawings, specifications, and schedules.
- Standard methods: RICS NRM, SMM7, and CESMM4.
- Cost planning and order-of-cost estimating.

- Building the estimating file and estimate classes.

Day 2: Measurement and Quantity Take-off

- Measurement principles and rules of measurement.
- Take-off from architectural, structural, and MEP drawings.
- Earthworks, concrete, and reinforcement measurement.
- Masonry, roofing, and finishes take-off.
- MEP quantities and specialist packages.
- Documenting take-off and cross-checking quantities.
- Measurement software and BIM quantity extraction.

Day 3: Rate Build-up and Pricing

- Unit rate build-up: labour, plant, material, and waste.
- Productivity rates and output norms.
- Plant costs, ownership, and hire arrangements.
- Material pricing, wastage, and escalation allowance.
- Preliminaries: site establishment, supervision, and overheads.
- Temporary works, method-related charges, and risk items.
- Margin, mark-up policy, and pricing strategy.

Day 4: Subcontract Enquiries and Risk

- Subcontractor and supplier enquiry preparation.
- Scoping packages and scope gap control.
- Quotation comparison and compliance checking.
- Risk register, risk allowances, and contingency pricing.

- Qualification, exclusions, and commercial assumptions.
- Currency, inflation, and price adjustment exposure.
- Insurance, bonds, and guarantee cost recovery.

Day 5: Bid Adjudication and Submission

- Bid review and adjudication methodology.
- Cash flow, funding, and programme considerations.
- Tender submission documents and compliance checks.
- Bid qualification letters and assumptions.
- Post-tender clarifications and negotiation support.
- Post-bid review and estimating accuracy measurement.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Estimating, Pre-construction and Bidding, participants will have acquired a practical command of measurement, rate build-up, risk pricing, and bid adjudication. They will know how to convert drawings into accurate quantities, price work competitively, and present tender assumptions that protect margin. In addition, the course prepares delegates to review bids before submission and to learn from results after award. As a result, they return to work ready to price, prepare, and submit tenders that hold together commercially. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for the Estimating, Pre-construction and Bidding course

Q1 What is the "Estimating, Pre-construction and Bidding" course about?

It is a five-day programme that explains how construction and engineering work is measured, priced, and bid. It covers quantity take-off, measurement standards, unit rate build-up, preliminaries pricing, subcontract enquiries, risk allowances, bid adjudication, and tender submission.

Q2 What are the key benefits of the "Estimating, Pre-construction and Bidding" course?

Participants gain the ability to produce accurate take-offs, build defensible unit rates, and price risk deliberately rather than by guess. They also learn to review bids before submission, protect margin through assumptions and qualification letters, and measure estimating accuracy so future bids improve.

Q3 What skills will I gain from the "Estimating, Pre-construction and Bidding" course?

Quantity take-off with measurement standards application, unit rate build-up with labour, plant, and material analysis, preliminaries and temporary works pricing with risk allowance modelling, and bid adjudication with tender submission preparation.

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Q4 What tools, methods, or standards are covered in the "Estimating, Pre-construction and Bidding" course?

The course covers the pre-construction process and gate review frameworks, RICS New Rules of Measurement, SMM7 and CESMM4 measurement standards, cost planning and order-of-cost estimating methods, estimate class definitions, quantity take-off for earthworks, concrete, reinforcement, masonry, roofing and finishes, MEP quantity extraction, BIM quantity take-off methods, unit rate build-up with labour, plant, material and waste analysis, productivity rates and output norms, plant ownership and hire cost analysis, material pricing and wastage allowances, escalation and inflation allowances, preliminaries pricing and site establishment costs, temporary works and method-related charges, margin and mark-up policy, subcontract enquiry preparation and scoping, quotation comparison and compliance checking, risk registers and contingency pricing, qualification and exclusion drafting, price adjustment and currency exposure analysis, insurance, bond and guarantee cost recovery, bid review and adjudication methodology, cash flow and programme assessment, tender submission compliance checks, bid qualification letters, post-tender clarification procedures, and estimating accuracy measurement.

Q5 How is the "Estimating, Pre-construction and Bidding" course applied in real-world practice?

Delegates apply it through take-off sheets, bills of quantities, rate build-up sheets, preliminaries schedules, subcontract enquiry packages, quotation comparisons, risk registers, contingency calculations, bid review files, adjudication summaries, tender submissions, qualification letters, cash flow models, and post-bid review reports. They also use it to brief bid teams on pricing strategy and to prepare tender files for internal review and client clarification.