



THE SAN FRANCISCO-OAKLAND
BAY BRIDGE
SEISMIC SAFETY PROJECTS

Toll Bridge Small Business Program

Bidding & Estimating

Part II

Thursday September 16th, 2010

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COURSE OBJECTIVES:

- RECAP SESSION #1
- WORK TASK COST COVERAGE
- UNDERSTANDING THE CALTRANS BID FORMAT
- BUILDING THE UNIT PRICE SPREADSHEET



CONTRACTUAL REQUIREMENTS AND GENERAL CONDITIONS

- Contractual requirements and general conditions
(Please Refer to Attachment #1 Generals & Subcontractors: Contractual - Working Relationships)
- Bonding and insurance requirements
 - As a Prime
 - As a Sub
- The Pre-Bid Conference / Job Walk
- Checklist procedure for Site Analysis **(#8)**
- Union / Non-Union Issues during bidding
- General Contractor outreach to Subcontractors
- Subcontractor outreach to General Contractors



CONTRACTUAL REQUIREMENTS AND GENERAL CONDITIONS (CONT'D.)

- **The Scope Letter**

- *Please see the following:*

- ***Attachment #3: “Submitting Your Scope Letter Bid”***
 - ***Attachment #4: “Scope Letter Template”***
 - ***Attachment #5: “Sample Scope Letters”***



ESTIMATING THE PROJECT (1)

OBJECTIVES:

- EFFICIENTLY ESTIMATING THE JOB IN A TIMELY MANNER
- UNDERSTANDING BID CONCEPTS & STRATEGIES



Basic Cost Parameters - Part 1

- Definition & Cost of General Conditions
 - a. Insurance requirements
 - b. Schedule requirements
 - c. Staffing requirements
- Deciding on what work to do in-house
- Cost of Sub Bonds - ***“Who Pays”?***



ESTIMATING THE PROJECT (2)

- Unit Pricing - Definition of Pay Quantities
- Distribution & Cost of General Conditions
- Determining overhead costs
- Determining labor and equipment costs *(Please refer to Attachment #6: “Typical Wage Rate-Cost Breakdown”)*
- *Engineer’s Estimate vs. Your price - ???*
- Unit Pricing Spreadsheet Format *(Please refer to Attachment #7: “Unit Price Bids Spreadsheet”)*
- *Time Schedule for Working on the Bid*



ESTIMATING THE PROJECT (2)

- Quantity Take-offs & Pricing
- Effect / Impact of the Schedule on Price
- How to Bid in Price Increases - Strategies
- Bundling & Breakout of Bid Items
- ***Bid Day Logistics***
- Your Subcontract as Compared to your Scope Letter



COST CONTROL PRACTICES

OBJECTIVES:

Setting up a Jobsite Budget

Tracking Costs & Input to Bookkeeping

Monitoring Progress & Troubleshooting

TOPICS:

- Setting up the Budget – Software
- Cost Code Assignments for the budget
- Purchase Orders & Subcontracts
- Time Sheets
- Percentage Complete vs. Field Measured Quantity
- Management Options for Cure



Questions?
Thank You.

