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# **Avoid Thirteen Costly Bidding Mistakes**

#### **By Kendall Jones**

Putting together a winning bid proposal is a lot more complicated than putting some numbers together and hoping for the best. Good bid preparation requires a lot of time and effort that involves everything from reading and fully understanding the plans and specifications to accurately estimating costs for labor, materials, and equipment. Making even the smallest mistake can mean the difference between having a winning bid proposal and missing out on a coveted project.

#### **Bidding the Wrong Projects**

You don't have to bid on every job you come across. Winning jobs your company can't adequately perform can be just as costly as not winning them. Remember, it is never too late to abandon a bid you are working on. For example, let's say you have purchased plans, attended the prebid meeting, and started taking subcontractor pricing and you start crunching the numbers only to realize that your company won't make an

acceptable profit. The best thing to do is dump it and move on to the next project.

If at any time during the preparation of a bid you determine that your company cannot adequately handle the scope and requirements of the project you need to make the smart business decision to abandon your bid. Finding the right balance between bidding and winning enough jobs can be difficult.

On the one hand, you don't want to bid and win so many jobs that you get to the point that you can't properly manage and deliver the projects but you also don't want too little work that you aren't making any money and your workers aren't staying busy. Selecting the right work to bid is vital to maintaining a profitable business.

#### **Incomplete Bid Forms and Documents**

Failing to fully complete the bid form and submit all required documents is a surefire way to get what might otherwise be a winning bid rejected. Required documents and paperwork can be anything from bid bonds to acknowledging receipt of any addenda. A good way to ensure that

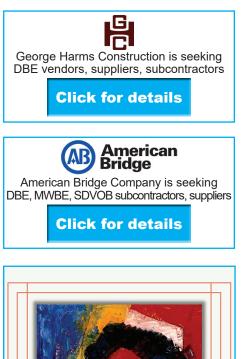


you have all the required paperwork for your bid is to use a checklist as you prepare your bid and then go back and double-check to make sure that everything is included. It never hurts to get another set of eyes to look over the bid proposal to make

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## SKANSKA

SKANSKA USA CIVIL NORTHEAST IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE, SDVOB, AND LBE SUBCONTRACTORS AND VENDORS JFK New Terminal One—Piles Round 1 Project PANYNJ Contract Bid Date: April 21, 2022

#### **Description of project:**

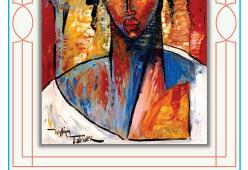
Construction of foundation elements for the New JFK Terminal 1 Project. Including tapertube piles, micropiles, drilled displacement piles, structural concrete for pile caps/gradebeams, and associated earthwork.

Many bidding opportunities are available: waterproofing, piles, micropiles, tapertube piles, drilled displacement piles, concrete, core drilling, rebar, excavation/backfill/earthwork, trucking, contaminated soil disposal, fills, haul and dispose, support of excavation, dewatering, trailers. If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

### SKANSKA

SKANSKA USA CIVIL NORTHEAST IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE AND SDVOB SUBCONTRACTORS AND VENDORS **Construction of New Canal Street Substation on the 8th Avenue Line Project** MTA Construction and Development Contract No. P-36708

Bid Date: April 28, 2022



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### SBE OUTREACH SERVICES

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Complete documentation that will fit right into your proposal, along with a list of interested firms to contact

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#### **Description of project:**

The work to be performed under this contract includes the construction of a new underground substation located at the intersection of Thompson Street and 6th Avenue, in the Borough of Manhattan. The scope of the work is summarized as follows:

1. Construction of a below grade steel reinforced substation together with all ancillary facilities including ventilation flues, ingress / egress stairways and connections to the tracks. The substation shall be equipped with power transformers / rectifiers, ventilation equipment, supervisory, control and communications systems, and all associated cables.

2. Installation of a new PLC cabinet at the Greenwich Substation for a SCADA upgrade at the Greenwich Substation and for integration of the Canal Street and 28th Street Substations into NYC Transit Zone 6, and the Command Center at 53rd Street. Connections between the substations shall be via fiber optic and control cables through existing manholes.

3. All requisite surface restoration work, including restoration of the Grand Canal Court.

Many bidding opportunities are available: progress photos, pest control, cpm scheduling, rebar supply and installation, crack and spall repair, survey, instrumentation and monitoring, masonry, structural steel, miscellaneous metals, waterproofing, doors, painting, tile, toilet accessories, plumbing, HVAC, hatches, cleaning, H+D soils, arborist, electrical, communications, mpt supplies, fencing, testing and inspections, dumpsters, asphalt concrete paving, curbs and sidewalks.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled





#### SKANSKA RAILROAD IFL JOINT VENTURE IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS/VENDORS FOR THE

**Design-Build Services for Improvements on the Flushing Line Project** MTA Construction and Development Contract No. Ă-46030 Bid Date: April 21, 2022

#### **Description of project:**

The work under the terms of contract A-46030 includes state of good repair improvements at the 61st Street-Woodside Station, replacement of existing escalators at the 61 Street-Woodside Station and the 74th Street-Broadway Station and stripping and painting and the repair of structural defects between 48th Street and 72nd Street in the Borough of Queens.

Many bidding opportunities are available: mechanical, HVAC and control system, electrical, electrical distribution system, communication work, instrumentation and control work, plumbing, fire protection, survey, temporary platforms, scaffolding, stair towers, borings, water work and service connections, drainage, station drainage, track drainage, curb and sidewalk, demolition (architectural and structural), painting, surface cleaning for painting, signage, miscellaneous metals, stairs, railings, guardrails, ladders, gates, metal canopies, catwalks, escalators, roll up / sliding grilles, trim work, access panels / doors, storefront, concrete topping slabs, firestopping, caulking, rough carpentry, doors and hardware, glazing, tile, VCT, gypsum board, division 10, porcelain enamel panels, FRP, precast concrete, detectable warning panels, platform rubbing board, expansion joints, benches, trash receptacles, sandboxes, refuse enclosures, waterproofing, customer information centers, bird deterrent systems, security mirrors, MTA artwork, structural steel, shielding, platform windscreens, concrete crack repairs, concrete spall repairs, structural steel repairs, structural health monitoring, water leak repairs, grout, rainscreen, track basket replacement, trackwork, track components (anchors, clips, etc.), track ties, track rail, traction power, signal work, CBTC, environmental work, mercury containing removals, PCB removals, lead paint removal, H and D, trucking, abatement of bird droppings, asbestos, commissioning, field office furniture, field office computers / equipment, office cleaning, dumpsters, temporary power and lighting, photos, toilets, con ex boxes, CPM schedule, site security, precast barrier, temporary fencing, vibration monitoring, pest control, testing and inspections.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

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Capital Project Wards Island Wastewater Resource Recovery Facility Reconstruction of Primary Tanks NYC DEP Contract No: WI-284

Bid Date: April 15, 2022

#### Description of project:

Wards Island Wastewater Resource Recovery Facility (WRRF) is located in the borough of Manhattan on Wards Island. Contract WI-284 consists of multiple elements of work necessary to reconstruct/rehabilitate 10 existing primary settling tanks consisting of 5 passes each.

Many bidding opportunities are available: paving, curb and sidewalk, CPM scheduling, progress photos, pest control, demolition, hydro-demolition, spall repair and crack repair, sawcutting, structural concrete, rebar supply and installation, survey, masonry, miscellaneous metals, roofing, doors, mechanical pumps and equipment, HVAC, hazardous material removals, piping, electrical, instrumentation and control.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled



SKANSKA KOCH INC.

IS SOLICITING BIDS FROM DBE SUBCONTRACTORS AND SUPPLIERS Reconstruction of Williamsburg Bridge and Miscellaneous Rehabilitation Project NYC DOT Contract No. 84122MBBR501

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### Bid Date: May 3, 2022

Subcontracting opportunities include but are not limited to bearings, civil general contracting, concrete, construction engineering, CPM scheduling, drainage, electrical, fencing, fire standpipe, field office, fuel, haul and dispose, highway lighting, office trailer fit out, MPT, paint, pavement markings, structural steel fabrication, saw cutting, signs, surveying, trucking, and waterproofing. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled



INVITATION TO BID FOR DBE FIRMS AND NON-DBE **TUTOR PERINI CORPORATION, AN EEO EMPLOYER** IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS Raritan River Bridge Replacement Project Contract No. GC.02 in the boroughs of Perth Amboy and South Amboy, Middlesex County, New Jersey New Jersey Transit IFB No. 19-018XR

Bid Date: May 19, 2022 ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, May 13, 2022. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!



IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS **Raritan River Bridge Replacement Project Contract No. GC.02** New Jersey Transit IFB No. 19-018XR Bid Date: May 19, 2022

Subcontracting opportunities include but are not limited to civil general contracting, concrete, construction engineering, CPM scheduling, demolition, electrical, fender piles, field office, fuel, office trailer fit out, miscellaneous metals, paint, pavement markings, structural steel fabrication, rebar, saw cutting, signs, surveying, trucking, waterproofing, work boats, and tugs. Please see contract documents for further opportunities.

Interested firms please contact john.papagiannakis@skanska.com • EOE/M/F/Vet/Disabled



INVITATION TO BID FOR M/W/SDVOB/LBE FIRMS **TUTOR PERINI / PARSONS JV, AN EEO EMPLOYER** 

IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED MBE, WBE, AND SDVOB, AND ALL LBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

AirTrain Newark Replacement Project in the cities of Newark and Elizabeth, New Jersey PANYNJ RFP No. 70027

Bid Date: May 26, 2022

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Thursday, May 12, 2022. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Jackie Cotto at 914-739-1908. Come and join our team!

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Bay Park Permanent Hot Water/Chilled Water Piping System Project Nassau County Contract No: S35121-16P Bid Date: March 29, 2022

**Description of project:** 

The broad scope of this project will be to decommission and remove existing temporary high temperature hot water and FRP chilled campus wide distribution systems, and to replace these systems by installing new above and below grade hot water and chilled water piping distribution throughout the site.

Many bidding opportunities are available: pipe demolition, roofing, painting, electrical work, miscellaneous metals, site work, dewatering, photography, masonry, pipe insulation, plumbing, and concrete work.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: Julia.Omanoff@skanska.com · EOE/M/F/Vet/Disabled

#### EVENTS FOR YOUR BUSINESS





can market your services or goods to the federal government? Register on line at https://www. eventbrite.com/e/how-to-sell-to-the-federalgovernment-tickets-21790713611 SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning correctly prior to attending the scheduled class.





How SBA Can Help Your Business Succeed Wednesday, April 27, 2022, 1:00 pm-2:00 pm Online

Main Sponsor(s): US Small Business Administration, Renaissance Economic Development Corporation Contact: Teresa Detelj, 212-264-7060, Man-Li.Lin@sba.gov

#### Fee: Free; registration required

Learn about the SBA's lender match; readiness is all; financing programs including loans: 7(a), 504, microloans, international trade loans, surety bonds; grants for research and development, investment capital, disaster assistance and grants; business education/one-on-one counseling through SCORE, SBDC, and WBC; government contracting assistance that helps you start and grow your business. Presenter: Ms. Man-Li Lin, Economic Development Specialist, US Small Business Administration New York District Office. For access to registration, please visit https://www.sba.gov/events/1706368

#### Selling to the Federal Government Webinar Thursday, April 28, 2022, 1:00 pm-4:00 pm Online

Main Sponsor(s): US Small Business Administration Contact: George Tapia, 610-382-3086, george.tapia@sba.gov Fee: Free; registration required

Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business

#### SBA and SOS Monthly Webinar

Thursday, May 5, 2022, 9:00 am-11:00 am Online

Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation Division

#### Contact: Miguel Moralez, 603-225-1601, miguel.moralez@sba.gov

#### Fee: Free; registration required

Starting a new business? Looking for capital and finance options? Looking for general advice on starting or maintaining your business? Hear from representatives from the local SBA office and the New Hampshire Secretary of State Corporation Division. This workshop (currently held online during the pandemic) is offered on the first Thursday of every month. To join this free webinar, copy and paste the link below into your browser, then register for tickets for the date of your choice to receive the access code. https://www.eventbrite.com/e/secretary-ofstate-quickstart-and-small-business-administration-programs-tickets-262004180557

#### **CORPORATE OFFICE**

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