

Avoid These Common Bidding Mistakes

We aim to simplify the bidding process for you. To help ensure your success, we've compiled a list of common pitfalls to avoid, so you can submit a winning bid.

IGNORING THE FINE PRINT

This can often lead to your bid resulting in a rejection.

Instead...

- Make sure to read every detail!
- Ensure you've submitted all required documents.
- Complete all necessary pre-qualifications.
- Have someone review and proofread your work before submitting.
- Confirm bid deadlines.



OVERLOOKING RISKY TERMS

This can expose both contractors and project owners to significant risks.

Instead...

- Carefully review the terms and conditions of the contract.
- Ensure clauses are clear and fair.
- Understand the implications of contract termination clauses and how they could affect your compensation and reputation.
- Seek legal advice to clarify any uncertain terms before agreeing to the contract!!



UNDERESTIMATING PROJECT COSTS

Failing to accurately estimate project costs can lead to financial losses and strained client relationships.

Instead...

- Conduct thorough research and gather detailed information on material costs, labor, and potential unforeseen expenses.
- Consider all aspects of the project, including indirect costs like permits, insurance, and equipment.
- Build in a contingency buffer to cover unexpected costs.
- Review your estimates with a trusted colleague or financial expert before submitting the bid.

