

10 costs to check before you send the bid

A PRACTICAL PRE-BID REMINDER

The work you quote is only part of the cost. Use these prompts before you finalize the number. Mark each item included, not applicable, or unresolved - and write where it appears in your estimate.

- 1. Access and parking.** Gate codes, parking fees, carrying distance, restricted hours, stairs and elevator reservations.
- 2. Protection.** Floor covering, dust control, masking, landscape protection, setup and removal.
- 3. Mobilization.** Initial setup, repeat trips, loading, unloading and return visits.
- 4. Delivery and pickup.** Freight, lift-gate charges, pickup time, fuel and rush deliveries.
- 5. Disposal.** Dumpster or trailer, dump fees, loading labor and haul-off.
- 6. Consumables.** Blades, fasteners, adhesive, abrasives, tape, caulk and protective supplies.
- 7. Equipment.** Rentals, transport, minimum rental periods and time when equipment sits unused.
- 8. Coordination.** Supervision, subcontractor scheduling, site meetings and customer selections.
- 9. Cleanup and punch.** Daily cleanup, final clean, return trips and small finish tasks.
- 10. Uncertainty.** Waste, hidden conditions, unfinalized allowances and warranty/callback exposure.

This is a starting checklist, not a complete scope assessment. Review job-specific requirements, taxes, permits, safety and contract terms separately.

Turn the check into a better estimate

Step 1: Pick one estimate. For each item, write the cost or explain why it does not apply. “I thought about it” is not the same as “it is in the price.”

Step 2: Put costs into the appropriate line items and include your overhead and contingency assumptions. Avoid counting the same cost twice.

Step 3: Resolve uncertainties or clearly state assumptions before sending the bid. A checkbox does not perform the underlying review for you.

Step 4: Check margin, not just markup. Example: \$10,000 loaded cost plus 25% markup gives a \$12,500 price and a 20% margin. A 25% target margin requires $\$10,000 / (1 - 0.25)$, approximately \$13,333.33. Illustration only.

Want a structured workflow?

BidArmor Estimator brings the estimate, 30-point scope check, margin-based pricing, Bid Gate, proposal, change orders and post-job review into one Excel workbook.

\$29 one-time. Internal use in one business. Excel recommended.

Watch BidArmor at [GetBidArmor.com](https://getbidarmor.com)

Your next action: Choose one cost from page 1 and check whether it is actually included in your current bid.

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