

Effects of Supplemental Bid Documentation

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Bidding Process Diagram

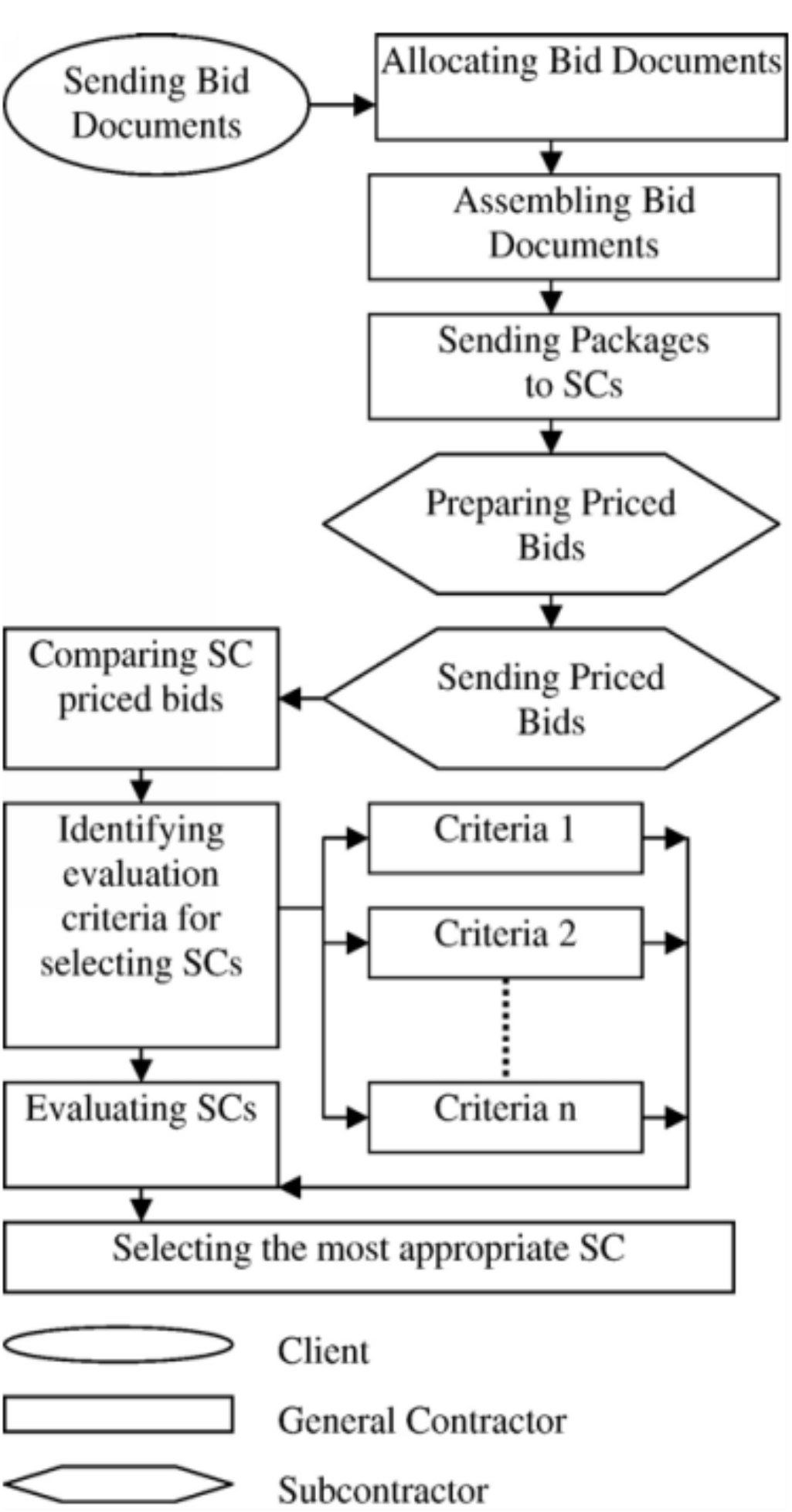


Fig. 2. Simplified sub-contractor selection during the bidding process.

This case study attempts to analyze the bidding process of construction projects in order to improve the accuracy of bids. Traditionally, bid documents include plans and specifications. This study analyzes the effects of adding a scope of work, as ascertained by the general contractor for each trade, to the bid documents. The scope of work is intended to provide a solution to the overly complicated bidding process. Bids were analyzed with and without the supply of a scope of work in order to determine if the proposed solution was appropriate. It was concluded that a scope of work is beneficial to subcontractors in simplifying the bidding process; however, it does not lead to more accurate bidding.

Key Words: Scope of Work, Bidding, Subcontractor, Bid Documents, Construction Project

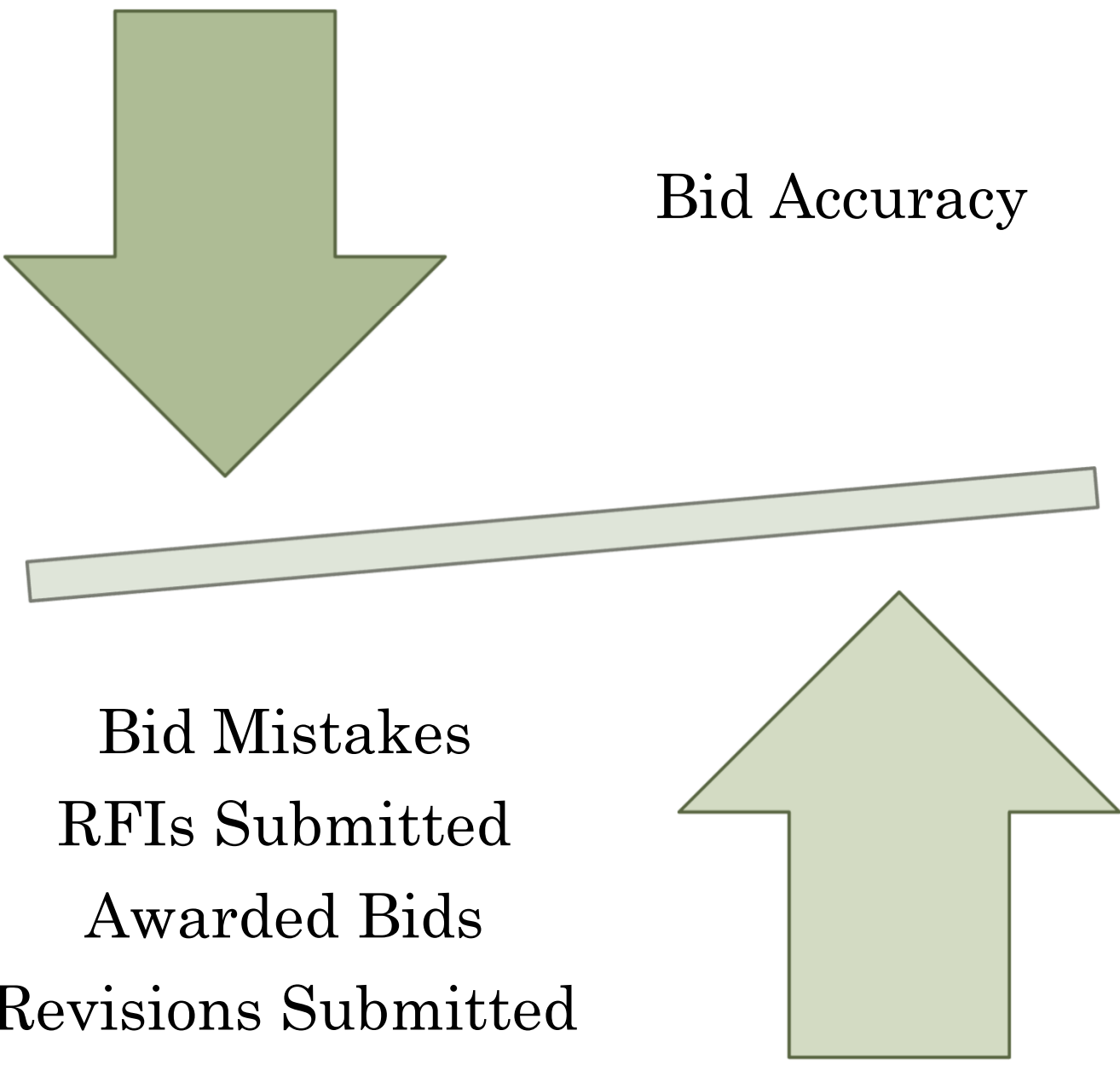
Project 1



Project 2



Overall Results



Qualitative Survey

Did you use the Scope of Work when developing your bid for the Cal Poly project?

Yes or No *circle one*

Did you find the Scope of Work to be accurate for your trade?

Yes or No *circle one*

Did you find new information (not found in bid documents) in the Scope of Work?

Yes or No *circle one*

How helpful did you find the Scope of Work?

Not Helpful Somewhat Helpful Very Helpful *circle one*

Rate your perceived change in your bidding performance when provided the Scope of Work:

1 2 3 4 5 6 7 8 9 10
declined neutral improved

Do you want a Scope of Work to be included in future projects?

Yes or No *circle one*

Additional comments regarding Scope of Work?

Quantitative Evaluation

Measure of Evaluation	Project 1	Project 2	Rating Conclusion
	Rating/Count	Rating/Count	
# of Bid Mistakes	0	2	decrease in accuracy
# of RFI's Submitted by Subcontractor	1	3	decreased understanding
# of Revisions Submitted	0	1	decrease in accuracy
# of Items Included in Bid	18	38	larger scope of work
Competitive Bid (Rank Amongst Bids)	3	2	competitive bid
Awarded Bid (1 = yes, 0 = no)	1	1	good bids
General Contractor Reliance on Bid	Yes	Yes	good reputation

Future Study

- Variables to Monitor:
- Project Size / Trade Scope
 - Contract Method
 - Project Owner
 - Project Design Team
 - Additional Cases

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