



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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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED DBE SUBCONTRACTORS AND VENDORS

Replacement of Twelve Escalators
 MTA Construction and Development Contract No. E-30436
 Bid Date: June 22, 2021

Description of project:
 The work to be performed under this contract consists of the replacement of twelve (12) existing escalators at various locations. The locations include the following: 53rd Street/Lexington Avenue Station; Intervale Avenue Station; Roosevelt Island Station; Bowling Green Station; High Street Station.

Many bidding opportunities are available: electrical, communications, escalators, concrete, doors, hollow metal work, hardware, exterior wall panels, miscellaneous metals, structural steel, concrete repair, spall and crack repair, plumbing, mechanical, HVAC, sprinkler, hatches, cleaning, CPM, rodent control, lead paint removal, painting, PCB removal, hazardous remediation, tile, gypsum wall board, metal ceiling panel, architectural panels, concrete topping, anti-graffiti coating.

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

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IS SOLICITING COST PROPOSALS FROM NEW JERSEY STATE CERTIFIED DBE SUBCONTRACTORS/VENDORS FOR THE

Portal North Bridge Project
 NJ TRANSIT/Amtrak Contract
 Bid Date: July 22, 2021

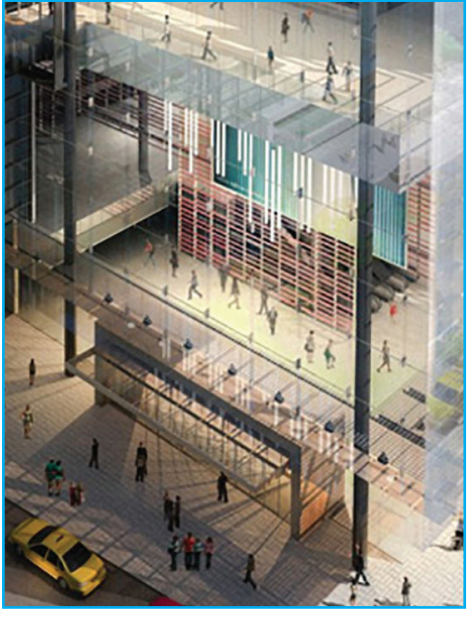
Description of project:
 NJ TRANSIT, with the assistance of Amtrak, will construct, operate, and maintain a new Portal North Bridge and 2.44 miles of related railroad infrastructure. The project will address critical issues that have long plagued the Portal Bridge and provide the following benefits to the busiest section of railroad in North America by:

1. Eliminating the moveable span
2. Improving reliability
3. Increasing train speeds
4. Removing conflicts with maritime traffic

The project, a two-track replacement bridge—Portal North—will replace the existing, century-old Portal Bridge with a modern, high-level fixed span that does not open or close, eliminating the movable components and risk of malfunction. The new bridge will rise more than 50 feet over the river and, including the approaches, will span nearly 2.5 miles of the Northeast Corridor.

Many DBE bidding opportunities are available:
 Portable toilets, cleaning, survey, trailers, construction materials and supplies—PPE, small tools, lumber, traffic control, geotextile, hazardous and non-hazardous material, soil testing and sampling, testing, treatment and disposal of contaminated water, prefabricated vertical drains, demolition, clearing and grubbing, steel sheeting, cofferdams, marine work, soil erosion and sediment control, gabion walls, excavation, filling, compacting and grading, trucking, containers and dumpsters, haul and dispose, jacking, instrumentation and monitoring, steel H-piles, steel pipe piles, directional drilling, drilled shaft foundations, micropiles, vibration monitoring, trackwork, utilities (water/telephone/storm/electric), aerial structures drainage system, asphalt paving, concrete paving, site improvements, security fence, chain link fence, modular unit walls, asbestos abatement, beam guide rail, lead paint management, traffic signs, pavement stripes and markings, landscaping, topsoiling, fertilizing and seeding, concrete and rebar, cellular concrete fill, concrete repairs, steel—fabricate/furnish/install strip seal expansion joint assembly, elastomeric bearings, disc bearings, metal fabrications, metal stairs, cable railing system, handrails, steel grating, timber decking, composite decking, bridge fender system, fiberglass reinforced polymer walkway, waterproofing systems, painting of structural steel, bridge traveler platforms, standpipe system, electrical (conduits/ductbanks/switchgear/transformers/bridge and fender lighting system/cathodic protection/traction power identification/overhead transmission system installation/transmission monopole structures/fire detection and suppression/signal power distribution system).

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NORTHEAST 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-federal-government-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.

PPP Forgiveness Webinar
 Tuesday, June 22, 2021, 11:30 am–12:30 pm
 Online
Main Sponsor(s): US Small Business Administration
Contact: SBA Connecticut District Office, 860-240-4700, moraima.gutierrez@sba.gov
Fee: Free; registration required

The SBA Connecticut District Office hosts a free weekly webinar from 11:30 am to 12:30 pm Tuesdays to discuss Paycheck Protection Program forgiveness. Do you wonder when you need to apply for forgiveness on your PPP first draw loan? What are hold codes and how do I fix them? Why haven't I heard from my lender? Learn about the PPP Forgiveness process, eligible payroll and non-payroll expenses, forms and instructions, the forgiveness timeline, and more. To join this free webinar, copy and paste the link below into your browser, then register. <https://www.eventbrite.com/e/paycheck-protection-program-forgiveness-webinars-tickets-156006665135>

SBA and SOS Monthly Webinar
 Thursday, July 1, 2021, 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/monthly-workshop-on-sba-programs-resources-at-sos-tickets-138501643143>

Selling to the Federal Government Webinar
 Thursday, June 24, 2021, 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

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