

# **Description:**

Participants will learn skills and knowledge to estimate construction projects and prepare a successful bid.

### **Audience:**

The course is designed for construction estimators and those with experience in construction that desire to be estimators or improve their knowledge of estimating.

#### The course includes:

16 hours of lessons with instructor plus an online portion involving research, reading and answering questions (7-8 hours).

## **Education credits:**

The course is eligible for 5 CCA Gold Seal education credits and 15 BC Housing CPD credits upon completion.

### The instructors:

Mark Waters, GSC

Tim Williams, MBA, GSC

Go to bgcpartners.ca/our-team for instructor bios.

# At the end of the course participants will be able to:

- · Analyze projects and decide on which ones to bid
- Understand risk analysis and how to price this into a bid
- Do competitor analysis and understand how this impacts the bid
- Do client risk analysis and how to price this into bids
- Record material and other prices and maintain contact lists
- Formulate a bid strategy
- Understand how to prepare an estimate and the estimating process
- Become familiar with Construction Division Codes
- Understand how to present a bid
- Be familiar with how to use the bid depository and online bidding platforms
- Understand the requirements for bonding and insurance
- Understand the post-bidding process
- Work with project managers to pass on knowledge of the bid



