

Before you bid.

Five checks that protect your estimating time.

Project / solicitation: _____

Review date: _____

1. Confirm the clock

Check the official deadline and time zone. If quoting to a prime, confirm their earlier quote deadline too.

2. Check the entry requirements

Is a mandatory site walk or registration still possible? Flag licensing, access and qualification questions before estimating.

3. Match the work to your crew

Confirm the trade, service area, schedule and crew capacity. Separate equipment supply from installation work.

4. Read what changed

Review amendments. Confirm who supplies devices and who carries wire, pathways, programming and testing.

5. Choose one next action

Ask a question, estimate, find a teaming partner or pass. Assign an owner and a date for moving on.

Next action / owner / follow-up date: _____