

# Estimating and Bidding Strategies for Contractors

Designed for Procurement Managers,  
Bid Managers, Estimating Leads,  
Project Managers, Estimators, and  
Project Engineers.



Develop the talent you already have and increase productivity across the organization!

The participants in this program will learn how to decipher the key elements of project Requests for Proposals and how to formulate a response to the request. This interactive session uses case studies to have the participants see how the development of proposals and pricing affects can be efficient and effective. The participants will learn to assess different risks associated with proposals and how to develop approaches which can be rationally priced. In the end they will leave the seminar with an improved understanding of different costs models and how they can implement a definable, repeatable and trainable estimating and bidding strategy.

## Learning Objectives

- Understand Elements of an RFP
- Understand Owners Goals for RFP
- Learn how to Reduce Proposal Costs & Improve Quality of Responses
- Improve Accuracy of Pricing
- Evaluate Different Approaches to Pricing
- Learn way to WIN MORE WORK

## Registration Information

**Presenter:** Michael J. Soller P.E. CPC, DBIA. Pareto Advisors

**Date:** Friday, February 22, 2019

**Time:** 8:00 a.m. –12:00 p.m.

**Investment:** \$100

**Location:** Construction Advancement Foundation  
6050 Southport Road, Suite A  
Portage, IN 46368  
Phone: (219) 764-2883

**Register Online by: Feb. 20th, 2019**

[www.cafnwin.org/training.php](http://www.cafnwin.org/training.php)

or Call the CAF at (219) 764-2883

Name: \_\_\_\_\_

Company: \_\_\_\_\_

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