



5 WAYS TO WIN MORE CONSTRUCTION BIDS

The construction bidding process is notoriously competitive. And it's not surprising with global spending in construction forecast to increase to [\\$17.5 trillion by 2030](#). With this immense opportunity, the bidding process becomes a critical time for contractors to demonstrate their value and effectiveness in meeting project deadlines on time and within budget – the key to winning bids.

So, how can contractors begin to stand out from the pack? Here are the five key qualities to highlight when competing for bids:

1. Realistic Project Timing: Over a three-year period, just 25% of construction projects were completed [within a 10% range of their deadlines](#). This marks a significant discrepancy between what contractors are promising and what they can deliver. Demonstrate knowledge and understanding of the project, its environment, potential setbacks and accurate timing during the bidding process, positioning yourself as a valued consultant and expert.

Setting realistic expectations is critical in building long-term relationships and partnerships within the construction industry. A recent survey found that 82% of owners wish they collaborated more with their contractors.

2. Accurate Site Plans and Logistics: Show the client a 3D model with details of the projected site plans and the needed logistics to meet deadlines and stay within budget. During the bidding process, owners and developers are impressed by contracting companies that can depict what will be required to make the building and construction process efficient and, most importantly, safe.

With a digital twin, contractors can demonstrate where hazards, concerns or issues may arise before even stepping foot on the site, eliminating future setbacks that projects face without proper planning. In fact, [an average of 35% of all construction projects](#) will face a significant change or setback, which directly impacts the project schedule and budget.

3. Reasonable Budgets: Through details provided in the digital twin, owners and developers will rest-assured that predictive budgets are accurate and complete. This is becoming increasingly critical as reworks caused by insufficient project data resulted in \$31.3 billion of losses in 2018.

4. Show Building Finish and Cosmetic Options:

During the bidding process, it's important to enable business development and sales teams to instantly demonstrate these options while meeting with owners and developers. With this ability, contracting companies can further place themselves in a consulting role, showing a multitude of options and working towards realistic budget and scheduling estimates.



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5. **Technology Advantage:** Construction technology now provides efficient ways for anyone to access detailed 3D models and BIM data. With easy-to-use platforms, collaboration between owners, contractors, architects, engineers and sub-contractors ensures that everyone is updated on all developments, changes and outstanding questions. Important files and data can be quickly accessed and amended when necessary, regardless of the software program in which they were created. When it means saving time and money, as well as creating bids more quickly and accurately, adopting new technology is crucial.

Approaching the bidding process with these five objectives and capabilities in mind will help drive successful meetings and proposals, ultimately improving relationships with owners and developers. By showcasing efficiencies and taking on a consultative role within the building and construction of the project, contracting companies can further demonstrate their value to the industry-at-large.

Ready to get competitive in the construction bidding process? Learn how ViZZ’s Digital Twin technology empowers contracting companies to better plan, execute and complete projects. Schedule a demo now: <https://www.vizz3d.com/request-a-demo>