

BTP

BID TABS PRO USER'S GUIDE



Fundamentals of Bid Tabs Pro – for WSDOT User's



Bid Tabs Pro (BTP) is an easy to use program that allows a user to very quickly and simply sort through the WSDOT unit bid history data and to generate reports with data important to the user.

Numerous parameters can be set for analysis with the click of a mouse, allowing historical data to be quickly organized and analyzed.

Keep in mind when using bid history, it is just that – history.

Every project is unique and comes with a unique set of conditions. It is important when using bid history to develop your project estimate, that you apply the bid history with your project in mind.

There are many things that influence the cost of item in your project.

- Location - Considerations for urban, rural and availability of access to the work site.
- Timing of advertisement – The contractor needs time to plan, schedule and seek as many opportunities as possible to find efficiencies in their work plan. If a contractor has enough time to plan the work, his bids can be more competitive. A project that goes to Ad late in the season may receive fewer bids because the contractors schedules are already full and the bid prices will come in significantly higher.

Additionally when preparing your estimate be aware of the timing of the advertisement to account for any expected fluctuations in bid prices due to the season such as lower production during temperature extremes and additional protections for weather sensitive materials.

- Traffic control and work hour restrictions - night work, coordination with, utilities, railroads and permitting agencies. – Be aware of the complexity of the traffic control involved, these items can double or triple in cost in some cases.

Work hour restrictions affect the contractor's productivity, he will have to pay higher wages for things like nighttime work, and still will have to pay his crews for a full day even if the work is restricted to less.

- New technologies - methods and materials will impact the cost as risk perceived by the contractor that he may need to mitigate. Contractors don't take risk – they bid it.
- Quantity of the item - Very Small or very large.
- Anything that impacts the productivity of the contractor

Table of Contents

Data Analysis Tools	3
Detailed Analysis Reporting	3
Summary Reporting	4
Other Features	5
Using Detailed Analysis Tools	6
By Pay Item	6
Setting Criteria for the Item	7
Available Reporting Options	9
Averages Report	9
Listing Report	9
Trend Report	10
Graphing Item Data.....	11
PI Search	12
By Job	14
Setting Additional Criteria for the Job	16
By Contractor	17
Using the Summary Analysis Tools	18
Letting Report (Bid Opening)	18
Setting Query Parameters	19
Contractor Analysis	20
Contractor	20
Report Options	20
Graphing, Mapping and Exporting	21
Competitor Analysis	23
What do the numbers mean ?	23
Comparing a Contractor to a Competitor	24
Market Analysis	25
Quick Reference	26
Pay Item Group Setup	27
Creating a Custom Pay Item Group.....	27
Custom Region Setup	29
Creating a Custom Region	30
Adding Counties to Your Custom Region.....	31

Data Analysis Tools

The Bid Tabs Pro application provides a variety of query options for bid history data.

This data may be sorted and filtered so that the estimator may use only that data most relevant to their project.



These queries may then be printed to preset reports or exported to a variety of formats for additional analysis or custom reporting needs.

Detailed Analysis Reporting

The detailed analysis reports allows the user to select specific details to include in the analysis of the bid history data.



By Contractor

Detailed history of bidding and item cost trends for all contractors who have bid on WSDOT projects

By Job

Detailed bid information for all WSDOT Projects. Includes Bids submitted by every contractor and the Engineers Estimate.

By Pay Item

Averages prices for any pay item based on the criteria set by the Estimator.

This is also used to generate an Averages report for all bid items Statewide or by individual Region.

Pay Item (PI) Search

Finds bid history information for Non-Standard Bid Items by Key word search

Summary Reporting

The summary reports utilize the bid history data to create summary information for each report. These detailed reports will list the specific tabulation information in detail.



Letting Report

Generates a Bid Tabulation report for any Bid Opening date, i.e Low Bid Vs. Engineer's estimate

Cont Analysis

Bidding activity of a contractor. Types of Projects and Regions that the Contractor has bid on for any selected date range

Comp Analysis

Compare Contractor's bidding activities and their results against other Contractors and WSDOTs Engineer's Estimate.
Used to analyze most likely Low bidder.

Market Analysis

Overview report on various Contractors Market Share of WSDOT project bid on and their ranking of that Market Share as compared to other Contractors



Other Features

Bid Tab Pro provides some additional features to make reporting easier.



Print and Print set up



FIND – search the results of the displayed query/report

Search ⚙️ Previous Next



SELECT – Select text to copy

2	GR103	GRANITE CONSTRUCTION CO	26,623,183.87	-687,249.99	-2.65%
3	CE100	CECCANTI, INC.	27,734,469.60	-1,798,535.72	-6.93%
4	AC104	ACTIVE CONSTRUCTION, INC.	28,165,163.67	-2,229,229.79	-8.60%
5	MA111	MAX J. KUNEY COMPANY	29,295,598.68	-3,359,664.80	-12.95%



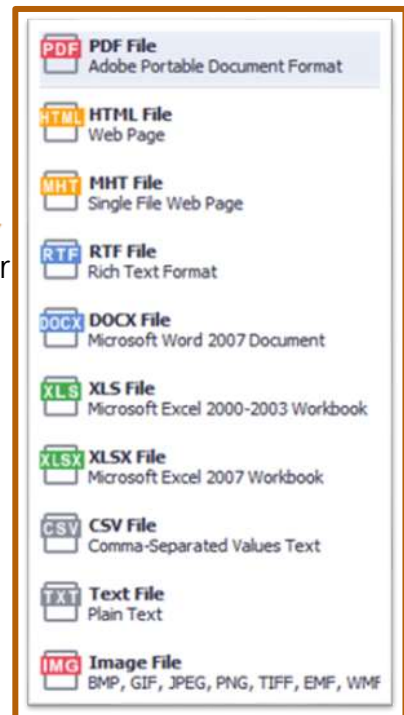
PAN – Scroll screen up or down by dragging



Page forward or back through the displayed query/report



EXPORT - reports to one of several formats for additional data analysis or reporting.



EMAIL as PDF – Creates a pdf and places it in an email.



Document Editor – Change report page orientation, add watermarks etc.

Using the Detailed Analysis Tools



By Pay Item

This is the most used query in BidTabs Pro for analyzing our bid history data.

The By Pay Item report provides an easy way to determine average prices of pay items. The user selects a standard WSDOT bid item and sets criteria to run the query.

Select a Pay item →

For Standard Item search. You may type in a standard item number or use the pull down to select.

This pulldown is sortable by clicking on the column headings or you may use the included "FIND" field to search for items in any of the columns.

HMA| Find

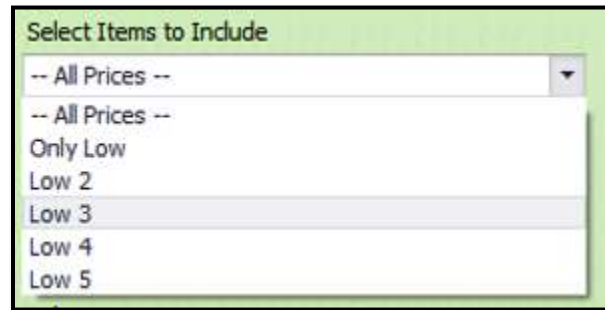
Pay Item	Pay Item Description	Unit	Category Description	Last Used
5875	COMMERCIAL HMA	TON	ASPHALT	7/10/2018
8884	COMMERCIAL HMA	TON	ASPHALT	3/13/2007
5769	HMA CL. 1 IN. PG 64-22	TON	ASPHALT	2/8/2005
5767	HMA CL. 1/2 IN. PG 70-28	TON	ASPHALT	8/21/2018
8842	HMA CL. 12.5 MM PG 64-22	TON	ASPHALT	3/13/2007
5768	HMA CL. 3/4 IN. PG 70-22	TON	ASPHALT	1/27/2010
5766	HMA CL. 3/8 IN. PG 58-22	TON	ASPHALT	7/24/2018

Setting the Criteria for the Item

Bid prices to include, from LOW bid only to all bids for the selected item.



When using the bid prices, it is important to remember that the Low bidder (for the project) is not necessarily the low bidder for the bid item. When analyzing the bid prices, always use at least the "Low 3" bidders.



For bid items where pricing varies considerably for comparable quantities, consider using "All Prices" and throwing out bids that are mis-matched at the contract level.

i.e. Contract 001234 has bids for Item A

Bidder 1 = \$20 ← Throw out, there is something else going on here
 Bidder 2 = \$10
 Bidder 3 = \$12
 Bidder 4 = \$15

(see listing report for deleting individual projects from the query)

- **Project Type** – Not Applicable. BTP categorizes WSDOT items differently than we categorize.
- **Category** – Not Applicable. BTP categorizes WSDOT items differently than we categorize.
- **Pay Item Group** – This is used to create a custom group of pay items to report on. (See *Creating Custom Groups of Bid Items*)

Creating Custom Groups of Bid Items

If a specific set of items to analyze is needed, use the Set Up button, then **ADD** a new group and move desired items from the "Available Pay Items" to the "Selected Pay Items" area. **CLICK** the Save Changes button and Close. This group will now be available in the pull-down list every time you open BTP

SEE "Pay Item Group Setup" in the Quick Reference section

- **Location – Select a type of location to query by.**
 - **County** – Select and use the pulldown list to select a single county.
 - **Region** – By Region is the most used selection for querying. Select and use the pulldown to select any of the WSDOT regions, “All Regions” for statewide, or use the **Set Up** button to create a custom Region. [\(See Creating CustomRegions\)](#)
 - **Population Areas** – Select and choose either Urban, Suburban or Rural
- **Select Time Frame**
 - **Predefined Range** allows for the selection of preset time frames.
 - **Specific Dates** allows you to set a begin and end date for the query.
 - **Specific Years** allows you to set a range of years to query.
- **Project Size** – Allows you to specify to only include prices for the bid item from projects within a certain dollar range, *i.e.* \$1,000,000 - \$5,000,000
- **Quantity Range** – Allows you to specify to include prices for the bid item within a quantity range, *i.e.* 100 - 200



Putting too many criteria on your query can limit your dataset or give a message saying that there are “No Results” for your search. If this occurs try expanding the query to allow more results, and use the “Listing Report” to eliminate projects.

Creating Custom Regions

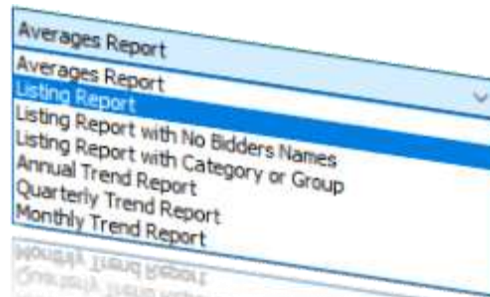
To Create a custom Region:

Click, **Add Custom Region**, CLICK on the counties to include, CLICK **Save Changes** and Close to create a custom region.

SEE “Custom Region Setup” in the Quick Reference section

Available Reporting Options

- Averages Report
- Listing Report
- Annual & Monthly Trend Report
 - + Graphing of data
 - + Export data to Excel



The Averages report

WASHINGTON PAYITEM AVERAGE REPORT									
Date: 09/27/2018 Time: 05:04:36 PM									
Pay Item	Description	Avg Quantity	Unit	Wtd Avg Bid	High Bid	Low Bid	#	Total Quantity	Total \$
5767	HMA CL. 1/2 IN. PG 70-28	6,523,784	TON	\$99.66	\$1,300.00	\$79.00	97	626,807,000	\$82,402,911.04

REPORT PARAMETERS	
Pay Item	5767 - Hma Cl. 1/2 In. Pg 70-28
Date Range	2/14/2018 to 8/22/2018
User ID	humept@vwdot.wa.gov

This report will generate a simple weighted average cost report for the bid item selected, or use the "Export" button to export to Excel.



A special feature of this report, leave the Standard Item number field blank to get a report listing the average cost of All items used for a selected time frame.

Listing Report

WASHINGTON PAYITEM LISTING REPORT									
Date: 09/27/2018 Time: 05:11:23 PM									
5767	HMA CL. 1/2 IN. PG 70-28		TON						
	High Bid	Low Bid	Wtd Avg Bid	Std Avg Bid	Total Quantity	Avg Quantity	Count		
	\$661.00	\$79.00	\$99.72	\$166.77	177,845,000	7,991.80	25		
Contractor	Job Number	County	Position	Bid Date	Quantity	Unit	Unit Price	Extension	
C.A. CAREY CORP.	009208	KING	1	02/14/2018	500,000	TON	\$205.00	\$102,500.00	
TUCCI & SONS, INC.	009182	KING	1	02/14/2018	3,730,000	TON	\$79.00	\$294,670.00	
CPM DEVELOPMENT CORPORATION	009207	BENTON	1	02/14/2018	8,682,000	TON	\$85.75	\$744,481.50	
GRAHAM CONTRACTING, LTD.	009214	KITTITAS	1	03/07/2018	7,100,000	TON	\$105.00	\$745,500.00	
LAKESIDE INDUSTRIES	009216	KING	1	03/07/2018	5,418,000	TON	\$114.00	\$617,652.00	
SRV CONSTRUCTION, INC.	009219	SKAGIT	1	03/07/2018	2,570,000	TON	\$117.00	\$300,690.00	
LAKESIDE INDUSTRIES	009227	SNOHOMISH	1	03/14/2018	12,940,000	TON	\$90.00	\$1,164,600.00	
LAKESIDE INDUSTRIES	009227	SNOHOMISH	1	03/14/2018	810,000	TON	\$125.00	\$101,250.00	

This report lists all the projects individually that were used in creating the weighted (WTD) average cost.

The Listing report has a very useful feature that allows you to eliminate projects from the query to better refine the results.
 To use this feature CLICK on the **Select Items** button to generate the report.

Pay Item: 5767	HMA CL. 1/2 IN. PG. 70-28	TON
Original Count: 25	Original Average: 98.72	Original Average Quantity: 7,081,000
Selected Count: 25	Selected Average: 98.72	Selected Average Quantity: 7,081,000
Straight Average: 140.77		<input type="checkbox"/> Show Excluded Items on Report

Quantity	Unit	Unit Price	Extension	Bid Date	Bidder Name	ProjectID	Job Size	Job Desc	County	Pos
3,730,000	TON	79.00	294,670.00	2/13/2018 10...	TUCCI & SONS, INC.	009182	2,373,740.50	SR 164 SR 18 TO 17TH ST SE PAVING ...	KING	1
11,640,000	TON	84.00	\$97,760.00	3/20/2018 15...	LAKE SIDE INDUSTRIES	009225	2,032,098.60	US 12 SARGENT BLVD TO WYNDOCH...	GRAYS HARBOR	1
8,682,000	TON	85.75	744,481.50	2/13/2018 10...	CPM DEVELOPMENT CORPORATION	009207	2,960,546.43	I-182 & US 395 TRICITIES VIC - PAVING	BENTON	1
19,250,000	TON	86.50	1,666,125.00	4/3/2018 10...	TUCCI & SONS, INC.	009239	4,747,015.70	SR 99 & SR 509 S CLOVERDALE ST TO ...	KING	1
2,710,000	TON	88.00	238,480.00	8/21/2018 10...	SCARSELLA BROS. INC.	009297	25,935,935.35	I-5 SR 510 INTERCHANGE RECONSTR.	THURSTON	1
37,430,000	TON	88.00	3,293,840.00	8/21/2018 10...	SCARSELLA BROS. INC.	009297	25,935,935.35	I-5 SR 510 INTERCHANGE RECONSTR.	THURSTON	1
7,250,000	TON	89.00	645,250.00	4/3/2018 10...	TUCCI & SONS, INC.	009230	1,319,061.75	SR 167 MILWAUKEE AVE TO S OF PLE...	PIERCE	1
12,540,000	TON	90.00	1,164,600.00	3/13/2018 10...	LAKE SIDE INDUSTRIES	009227	3,748,738.00	SR 522 SR 5 VIC TO SNOHOMISH RIVE...	SNOHOMISH	1
12,200,000	TON	91.00	1,110,200.00	7/17/2018 10...	IMCO GENERAL CONSTRUCTION L.	009244	73,155,659.89	SR 525 MUKILTEO FERRY TERMINAL L...	SNOHOMISH	1
31,365,000	TON	100.00	3,136,500.00	5/1/2018 10...	CPM DEVELOPMENT CORPORATION	009256	15,205,157.26	SR 99 ROY ST TO N 145TH ST PAVIN...	KING	1

When the Listing report is generated using the **Select Items** button, you may click on any of the listed projects, tap the Delete key and remove the project from the query.

Additionally you may sort these results by clicking on any of the column headings, graph the results by clicking on the **Graph** button, or export the results to Excel for additional analysis by clicking on the **Export** button.

Trend Reports

WASHINGTON									
PAYITEM MONTHLY TREND REPORT									
Date: 10/01/2018									
Time: 02:54:25 PM									
5767	HMA CL. 1/2 IN. PG. 70-28			TON					
Year	Month	Total \$	% Chg	Total Quantity	% Chg	Wtd Avg	% Chg	Count	# Jobs
2018	4	\$4,054,280.00		32,450,000		\$124.94		8	8
2018	5	\$3,363,896.25	-17.03%	31,365,000	-3.34%	\$107.25	-14.16%	1	1
2018	6	\$141,600.00	-95.79%	1,160,000	-96.24%	\$120.00	11.99%	1	1
2018	7	\$1,516,285.68	970.82%	15,600,000	1,222.03%	\$97.20	-19.00%	2	2
2018	8	\$3,519,280.00	132.10%	40,140,000	157.31%	\$87.68	-9.50%	2	1
SUBTOTAL:		\$12,898,342.13	0.00%	120,736,000	0.00%	\$104.32	0.00%	14	11

REPORT PARAMETERS	
Pay Item	5767 - HMA CL. 1/2 IN. PG. 70-28
Position	3
Date Range	3/21/2018 to 8/22/2018
User ID	hurnepot@wsdot.wa.gov

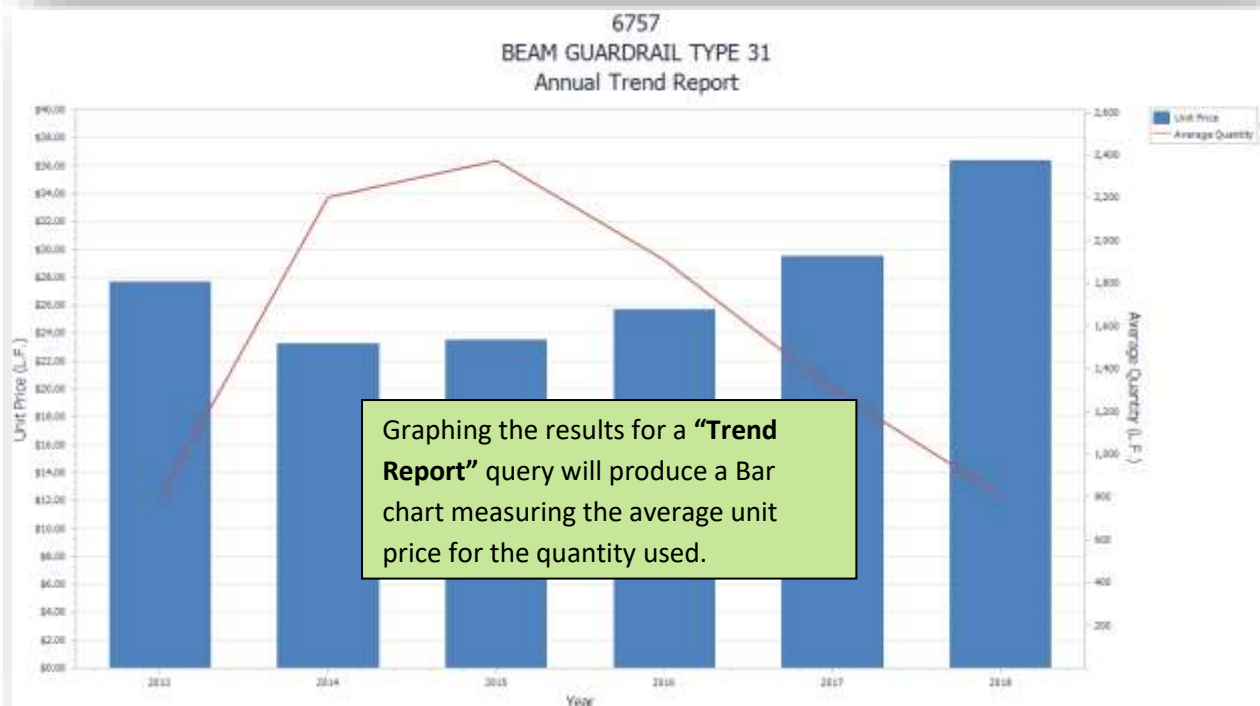
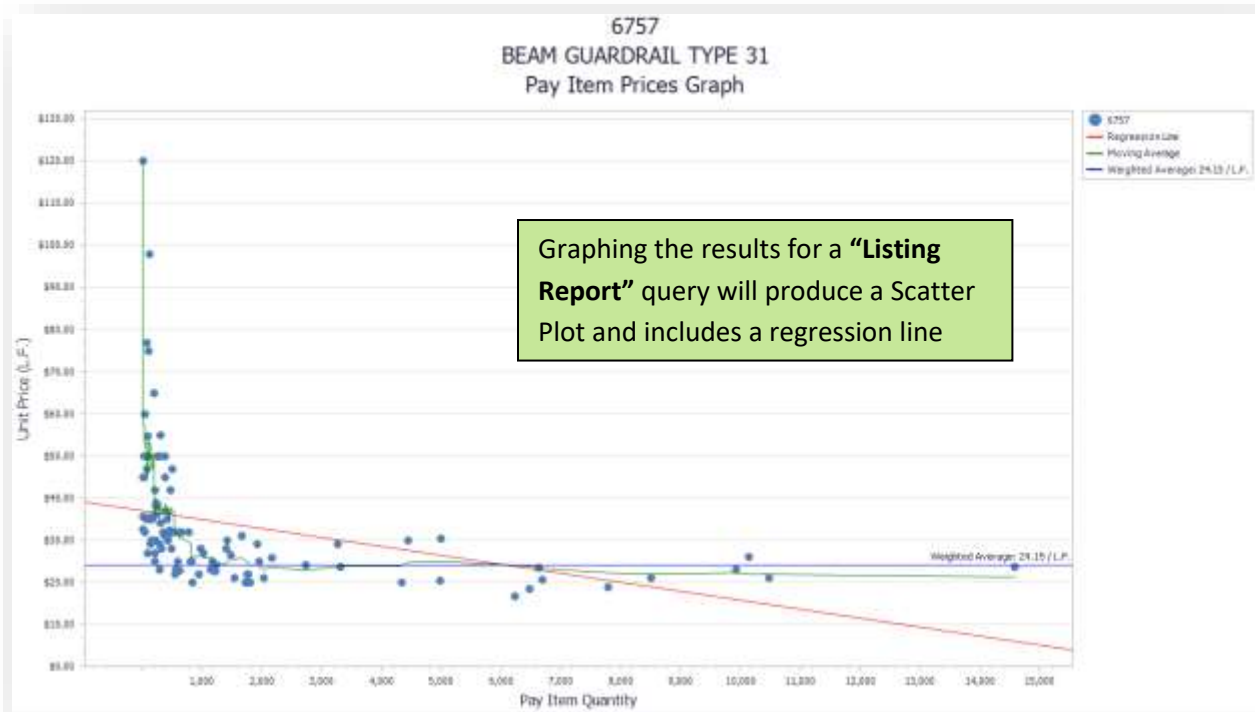
Select one of the "Trend Report" options:

- Annual
- Quarterly
- Monthly

This report details the items cost trending for the period selected. These trend results may also be graphed to visually depict the trending.

Graphing

Bid Tabs Pro produces a variety of graphs. Graphing the bid history data for your pay items can be useful in identifying trends in item costing, or as backup documentation for cost calculations.





PI Search (Pay Item Search)

This query will allow you to search for non-standard bid item use and bid history by typing in a partial description of the item name. Although the most used feature of the Pay Item Search queries are to find bid history for non-standard bid items, It may also be used to search for

Standard items with additional parameters, including; bids by specific contractors, and prices from individual contracts.

All results are exportable to Excel.

The criteria selection area is similar to the “By Pay Item” panel, but includes some additional fields:

- **Pay Item** – For Standard Item search. You may type in a standard item number or use the pull down to select. This pulldown is sortable by clicking on the column headings, or you may use the included “FIND” field to search for items in any of the columns.
- **Description** – Use this to enter a partial description of the Non-Standard item you are looking for. This field will return results on both Standard and Non-Standard items unless the “Non-Standard” radio button is highlighted.
- **Units** – Limits your query to items with a specific unit of measure.
- **All Contractors** – Use to select an individual contractor to find what they have bid for a specific pay item.
- **All Jobs** – Use this criteria to find bid item use in specific projects. i.e., type “HMA” in the description field and then select a job and CLICK **Search**. This will return any item with “HMA” in the description that was used in the project.

The screenshot shows the PI Search form with the following fields and options:

- Pay Item:** [Dropdown menu]
- Exact Pay Item Match
- Description:** [Text input field containing "Visibility"]
- Units:** [Dropdown menu showing "-- All Units --"]
- Radio buttons: All Pay Items, Standard, Non-Standard
- Select Items to Include:**
 - Only Low [Dropdown menu]
 - All Project Types -- [Dropdown menu]
 - All Categories -- [Dropdown menu] with [Select] button
 - All Pay Item Groups -- [Dropdown menu] with [Set Up] button
 - All Contractors -- [Dropdown menu]
 - All Jobs -- [Dropdown menu]
- Select Location:**
 - Radio buttons: County, Region, Population Area
 - All Regions -- [Dropdown menu] with [Set Up] button
- Select Time Frame:**
 - Predefined Range [Dropdown menu]
 - Last 6 Months [Dropdown menu]
- Project Size:**
 - From: [Text input field with 0] To: [Text input field with 0]
- Quantity Range:**
 - From: [Text input field with 0] To: [Text input field with 0]
- Include Deleted Items Hide Bidder Names

NOTE: the project queried must have a bid opening date within the “Time Frame” that has been selected.

EXAMPLE:

This example shows a query ran for “**Visibility**” entered in the “Description” field and “**All Pay Items**” selected. Both standard and non-standard use results are displayed.

Totals										
Weighted Avg:		2.92	Strt Avg:		3.66	Avg Quantity:		3,235.61	Count:	472
Pay Item	Description	Quantity	Unit	Unit Price	Bid Date	Bidder Name	ProjectID	Job Site	Job Desc	County
6630	HIGH VISIBILITY FENCE	230.000	L.F.	5.00	8/9/2011...	QUIGG BROS., INC.	000000(4)	20 L. 175.00	US 101 MP 314.2 - EMER...	JEFFERSON
6630	HIGH VISIBILITY FENCE	473.000	L.F.	8.00	9/30/2008...	GUY F. ATKINSON CONST...	007394	119,924,724.90	I-5 / SR35 WESTBOUND N...	PIERCE
007610(40)	HIGH VISIBILITY FENCE	1,525.000	L.F.	4.00	10/15/200...	GRAHAM CONSTRUCTIO...	007610	42,849,073.83	US 395 IBC - US 2 LOWE...	SPOKANE
6630	HIGH VISIBILITY FENCE	230.000	L.F.	3.50	9/15/2008...	SCARSELLA BROS. INC.	007611	896,907.75	SR 8 0.6 MILES EAST OF ...	THURSTON
6630	HIGH VISIBILITY FENCE	2,050.000	L.F.	3.00	9/16/2008...	TRI-STATE CONSTRUCT...	007613	471,750.00	SR 169 GREEN RIVER BRJ...	KING
6630	HIGH VISIBILITY FENCE	2,252.000	L.F.	3.75	11/18/200...	HLB CONSTRUCTION INC.	007619	11,519,676.33	US 395 COLUMBIA CRL T...	VARIOUS
6630	HIGH VISIBILITY FENCE	260.000	L.F.	4.00	11/9/2008...	PENHALL COMPANY	007621	2,799,873.70	I-5 BAKERVIEW RD TO N...	WHATCOM
6630	HIGH VISIBILITY FENCE	2,200.000	L.F.	3.50	11/9/2008...	INCO GENERAL CONSTR...	007622	5,998,535.00	I-90 RICHARDS RD TO W...	KING
6630	HIGH VISIBILITY FENCE	572.000	L.F.	2.50	12/2/2008...	INTERWEST CONSTRUCT...	007625	526,670.00	I-5 WEST VIEW SCHOOL ...	SKAGIT
6630	HIGH VISIBILITY FENCE	594.000	L.F.	5.05	11/9/2008...	PETERSEN BROTHERS, INC	007626	492,838.83	I-90 & SR 399 I-90 E FOR...	KING
6630	HIGH VISIBILITY FENCE	1,200.000	L.F.	6.00	11/29/200...	PCL CONSTRUCTION SER...	007629	5,703,221.58	I-90 I-5 TO 12TH AVE S...	KING
6630	HIGH VISIBILITY FENCE	1,550.000	L.F.	4.00	11/25/200...	CEDEX PACIFIC HOLDIN...	007630	2,151,389.00	I-5 ARLINGTON CITY LHM...	SNOHOMISH
007631(21)	YELLOW HIGH VISIBILI...	880.000	L.F.	3.00	1/6/2009...	NORTHWEST CONSTRUC...	007631	12,975,831.69	I-5 172ND ST NE (SR 531)	SNOHOMISH

EXAMPLE:

This example shows a query for “**Visibility**” in the “Description” field; “**Standard**” for the selection, and; “**Granite Co.**” selected for the contractor

Totals										
Weighted Avg:		3.01	Strt Avg:		3.28	Avg Quantity:		2,658.00	Count:	26
Pay Item	Description	Quantity	Unit	Unit Price	Bid Date	Bidder Name	ProjectID	Job Site	Job Desc	County
6630	HIGH VISIBILITY FENCE	150.000	L.F.	3.00	5/19/2009...	GRANITE CONSTRUCTION CO	007748	2,833,089.20	US 101 SR 6 TO ...	PACIFIC
6630	HIGH VISIBILITY FENCE	150.000	L.F.	5.00	6/14/2011...	GRANITE CONSTRUCTION CO	008150	4,250,250.00	I-5 E FORK LEWIS...	VARIOUS
6630	HIGH VISIBILITY FENCE	200.000	L.F.	2.40	6/8/2010...	GRANITE CONSTRUCTION CO	007955	821,644.31	SR 508 DAVISO...	LEWIS
6630	HIGH VISIBILITY FENCE	400.000	L.F.	4.00	3/17/2016...	GRANITE CONSTRUCTION CO	008914	2,099,999.00	US 97 BIGGS RA...	WILKOTAT
6630	HIGH VISIBILITY FENCE	760.000	L.F.	4.00	6/17/2014...	GRANITE CONSTRUCTION CO	008633	9,287,455.00	I-5 NE 117TH ST ...	KING
6630	HIGH VISIBILITY FENCE	892.000	L.F.	4.50	6/21/2013...	GRANITE CONSTRUCTION CO	008170	391,113.81	I-5 & SR 525 SP...	SNOHOMISH
6630	HIGH VISIBILITY FENCE	1,000.000	L.F.	1.70	6/16/2009...	GRANITE CONSTRUCTION CO	007772	500,895.50	I-5 TUMWATER ...	THURSTON
6630	HIGH VISIBILITY FENCE	1,130.000	L.F.	4.00	8/25/2009...	GRANITE CONSTRUCTION CO	007805	1,425,687.00	US 101 & SR 10R...	GRAYS HARBOR
6630	HIGH VISIBILITY FENCE	1,200.000	L.F.	4.00	5/27/2009...	GRANITE CONSTRUCTION CO	007753	5,311,989.00	I-5 SR 532 VEC T...	VARIOUS
6630	HIGH VISIBILITY FENCE	1,220.000	L.F.	2.00	4/29/2014...	GRANITE CONSTRUCTION CO	008608	3,262,708.80	SR 979 LYNDEN...	WHATCOM
6630	HIGH VISIBILITY FENCE	1,320.000	L.F.	3.00	6/16/2009...	GRANITE CONSTRUCTION CO	007774	2,853,050.00	SR 509 PUYALLU...	PIERCE
6630	HIGH VISIBILITY FENCE	1,420.000	L.F.	5.00	1/28/2018...	GRANITE CONSTRUCTION CO	009195	4,204,000.00	SR 9 AND SR 92...	SNOHOMISH
6630	HIGH VISIBILITY FENCE	1,620.000	L.F.	4.00	5/23/2017...	GRANITE CONSTRUCTION CO	009091	8,401,640.00	SR 7 HOP NOR...	VARIOUS
6630	HIGH VISIBILITY FENCE	1,800.000	L.F.	2.90	3/25/2014...	GRANITE CONSTRUCTION CO	008589	2,247,000.00	SR 527 I-405 IN...	SNOHOMISH
6630	HIGH VISIBILITY FENCE	1,970.000	L.F.	4.00	3/15/2016...	GRANITE CONSTRUCTION CO	008853	1,394,090.00	SR 121 BLOOM...	THURSTON

These results display Granites' bid price for all contracts that they bid on, where the “visibility” Item was used and was a standard item.



By Job

This query provides detailed bid information for all WSDOT contracts that have been let and is an excellent resource for analyzing the bid results for any individual project.

- **Select Job** - For Job search. You may use the pull down to select select a project.

This pulldown is sortable by clicking on the column headings

You may also use the included "FIND" field to search for items in any of the columns.

Job ID	Alternate ID	County	Bid Date	Job Code	Job Description	Rejected
005840	002003	LINCOLN	4/19/2000	0	SR 174 SR 174 SAFETY RESTORATION 0	
005876	00A022	WHATCOM	5/31/2000	0	SR 542 LINCOLN ST TO BRITTON RD VIC	
006067	012007	LINCOLN	3/28/2001	0	SR 21 & SR 174 HESSELTINE TO SR 21	
006239	012018	LINCOLN	10/24/2001	0	SR 2 LINCOLN CO. LINE TO SR 21 01Z	
006478	022013	LINCOLN	1/8/2003	0	US2 BNRR BRIDGE 2/516 O'XING DECK R	
006481	022015	LINCOLN	1/8/2003	0	ROOGLYN ROAD. TO DAVENPORT-PAVING R	
006694	032009	LINCOLN	1/14/2004	0	SR 28 HARRINGTON TO DAVENPORT-PAVI	
006709	032019	ADAMS	1/21/2004	0	I-90 TOKIO TO LINCOLN COUNTY LINE	
006805	04E609	LINCOLN	6/8/2004	0	DAVENPORT PIT STATION REFURBISHMENT	
006907	042013	VARIOUS	1/26/2005	0	I-90 LINCOLN COUNTY LINE TO SALNAV	
006984	05C504	CLALLAM	5/17/2005	0	US 101 GOLF COURSE ROAD TO LINCOLN	Rejected
007359	072012	LINCOLN, STEVENS	5/30/2007	0	SR 25 COLUMBIA RIVER AND SPOKANE RJ	
007426	07A027	SNOHOMESH	11/27/2007	0	SR 99 NORTH OF LINCOLN WAY SIDEWALK	

- **Report Type** – Provides a variety of ways to view the data
 - **Sort by Contractor**, this creates a detailed bid report for each selected contractor.
 - **Sort by Pay item**, creates a bid report that shows what each selected contractor bid for the contract items.

009274(7)	LIVE STAKE BUNDLE		30.000 EACH	Unit Price
1	HU101	HURST CONSTRUCTION LLC		\$50.00
2	KR100	KRCI LLC		\$120.00
3	BE105	BELSAAS & SMITH CONSTRUCTION, INC.		\$50.00
009274(8)	LARGE LOG WITH/ ROOTWAD		8.000 EACH	Unit Price
1	HU101	HURST CONSTRUCTION LLC		\$1,300.00
2	KR100	KRCI LLC		\$800.00
3	BE105	BELSAAS & SMITH CONSTRUCTION, INC.		\$900.00

- **Sort by Pay Item Across Page**, Compares contractors bids side by side for each pay item in the job.
- **Compare Contractors Prices**, This report is allows for the comparison of **any 2** contractors.

Job No: 009274		County: KITTITAS		Type: CONCRETE-CULVERTS			
Job Desc: 0 E 97 MILL CULVERT REMOVE FISH BARRIER 188914					Eng Est: \$1,219,939.88		
Low Bidder: HURST CONSTRUCTION LLC			Low Bid: \$1,211,029.25		Letting: 06/09/2018		
		1st Bidder: HURST CONSTRUCTION LLC		2nd Bidder: KRCI LLC		3rd Bidder: BELSAAS & SMITH CONSTRUCTION, INC.	
Pay Item	Description	Quantity	Unit	Unit	Extension	Unit	Extension
9901	MOBILIZATION	1.000	L.E.	\$65,000.00	\$65,000.00	\$99,000.00	\$99,000.00
0002	MOBILIZATION	1.000	L.S.	\$30,000.00	\$30,000.00	\$1,000.00	\$1,000.00
000274(1)	EARTHWORK	1.000	L.S.	\$180,000.00	\$180,000.00	\$128,000.00	\$128,000.00

Additionally, you can select to compare any of the bidders prices to the Engineer's Estimate, the State Average price, or compared to the average of the other Bidders item prices for the job.

Select Prices to Include on Report

-- All Contractors --

(1) HURST CONSTRUCTION LLC

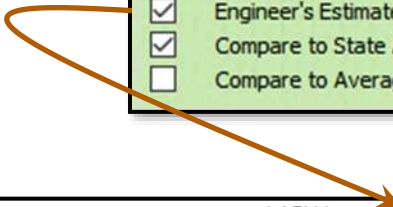
(2) KRCI LLC

(3) BELSAAS & SMITH CONSTRUCTION, INC.

Engineer's Estimate

Compare to State Average

Compare to Averages of Other Bidders



PayItem	Description	Quantity	Unit	1st Bidder HURST CONSTRUCTION LLC Unit	Engineer's Estimate Unit	State Average Unit
6880	PAINTED DRAINAGE MARKING	2.000	EACH	\$160.00	\$80.00	\$24.74
6890	PERMANENT SIGNING	1.000	L.S.	\$8,500.00	\$1,000.00	\$24,642.39
6895	TEMPORARY PAVEMENT MARKING-SHORT DURATION	150.000	L.F.	\$1.50	\$1.20	\$0.17
6971	PROJECT TEMPORARY TRAFFIC CONTROL	1.000	L.S.	\$5,000.00	\$44,000.00	\$109,393.60
7037	STRUCTURE SURVEYING	1.000	L.S.	\$9,800.00	\$10,000.00	\$17,527.78
7038	ROADWAY SURVEYING	1.000	L.S.	\$7,000.00	\$5,000.00	\$40,993.70
7080	CABLE FENCE	111.000	L.F.	\$420.00	\$350.00	\$420.00

Setting Additional Criteria for the Job

Additional criterial may be set to refine your query to specific work within the job.

Use the “**Select Items to include**” to limit the results to a single bid item.

Select Items to Include

Show All Pay Items

Or use a custom **Group** of items that you have previously setup to include in your query.

(See [Creating Custom Groups of Bid Items pg. 29](#))

-- All Pay Item Groups --

Set Up

NOTE: “Category” reporting is Not Applicable. BTP categorizes WSDOT items differently than we categorize and provides “generalized” information only.

- ❖ Graphing is available to visually depict what the high cost work is within each job, and how contractors compare, however it uses BTP categories, not WSDOT Sections.



HURST CONSTRUCTION LLC



State Average



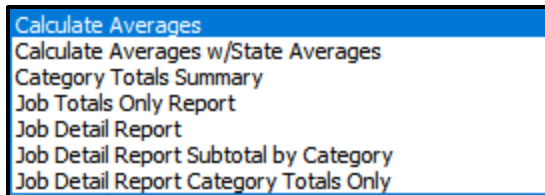


By Contractor

This Query is useful for finding information about a specific contractor.

Allows you to select any "Contractor" and a "Time Frame" to see detailed job pricing information, job totals and average bid prices for items in jobs they have bid on.

- **Contractor** – Select a contractor from the list. You may also type in the name.
- **Report Type** – BTP provides several options to generate reporting for Contractor bidding practices, performance and history.

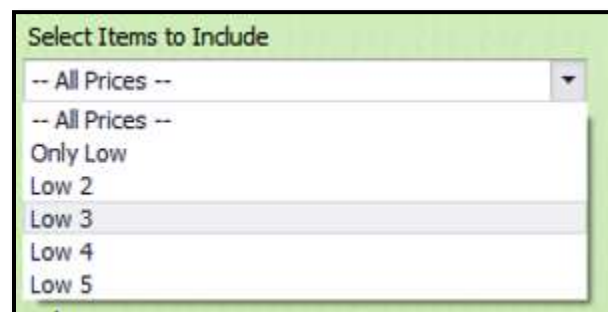


- **Calculate Averages** - this report will list all items in all the jobs the contractor has bid on.
- **Calculate Averages w/State Averages, TO USE THIS, A SINGLE PAY ITEM MUST BE SELECTED.**
This report will compare the Contractors average bid for a single bid item, in all projects they have bid on, against the State average price.
- **Categories Total Summary – N/A,** Reports on BTP categories of work (different grouping than WSDOT sections)

- **Job Totals Only** - Generates a report summarizing the Jobs the Contractor bid on, where it was located, their bidding position and their total bid for the project.
- **Job Detail Report** - This generates a by pay item report for each job the Contractor has bid.
When running this report, leave the "All Jobs" selection as is to generate a report for all jobs the Contractor bid for the selected time frame, or select a specific contract to view result for a single job.
The Job Detail Report by Sub Category and Job Detail Report Category Totals Only Summarize the Contractor bids by BTP Categories of work.

- **Select Items to Include** –

Choose from the pull down menu what prices to include. i.e. "Only Low" will include prices from only those jobs where the selected Contractor was the Low Bidder.



- **All Jobs** – Leave this selection at "All Jobs" to include prices from all jobs the Contractor bid during the selected time frame, or select an individual job to report on.
- **All Pay Items** - Leave this selection at "All Pay Items" to include prices for all pay items in jobs the Contractor bid during the selected time frame, or select an individual pay item to report on.
- **All Categories** – N/A, BTP categories
- **All Pay item Groups** - Leave this selection at "All Pay Item Groups" to include prices for all pay items.

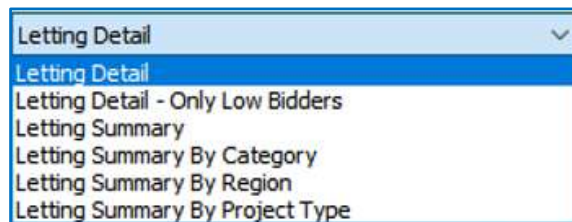
Using the Summary Analysis Tools



Letting Report (Bid Opening)

The Letting Report button allows you to either display a list of all the projects in a specific letting or to view letting amount totals over a period of time.

The Letting Report provides several reporting options for detailed or summary information about the Bid Openings



- **Letting Detail**, this report will display all projects opened for the dates and parameters selected; the Engineer's estimated price, each contractor's bid, difference between the Engineer's est and the percent each bidder was over or under with their bid.
- **Letting Detail-Only Low Bidders**, This report lists the projects opened for the dates and parameters selected; The low bidder for the project, the low bid amount and the Engineer's estimated amount.
- **Letting Summary**, This report summarizes the results of the bid openings for the selected dates and parameters.

Report Type: Letting Summary By Region

Select Location

County Region Population Area

-- All Regions -- Set Up

Select Time Frame

Specific Dates

From: 11/28/2018 To: 11/28/2018

Project Size

From: 0 To: 0

Select Report Options

-- All Project Types --

-- All Categories -- Select

-- All Pay Item Groups -- Set Up

Sub Total By Year

Generate Report

Graph

- **Letting Summary by Region,**
This report summarizes the results of the bid openings for the selected dates and parameters by Region.

- **Letting Summary by Category**

- **Letting Summary by Project Type**

These two reports provide summaries of the bid opening results by project type and work category.

Please note the BTP Categories of work differ from WSDOTs and the results provided by these two reports provide “generalized” information only.

Setting query parameters

Setting the parameters for your query is similar to that of all other reports, the exception being – for those reports that have the added, “Select Report Option” fields at the bottom of the Report Options panel, there is a “Sub Total” drop down field.

The default for this is “Sub Total By Year”. This will work for all queries, however if you have set the “Select Time Frame” to include a date range instead a single bid opening date to report on, you may additionally choose to display sub totals:

- By Month
- By Quarter



Contractor Analysis

The Contractor Analysis report allow you to create reports showing bidding activity of any Contractor. This report will show what type of projects they bid, where they perform most of their work in the state and their performance compared to other contractors who bid the same jobs.

- Contractor

Choose or enter a contractor from the list of those who have bid WSDOT projects.

- Report Options

- **Show Low Bidder** – Report on only those project where the selected contractor was the Low bidder.
- **Show All Bidders** – Reports on all projects the selected contractor bid and their ranking compared to all contractors who bid the same project.
- **Category Totals Report** – Provides a summary table of the selected performance on all projects the contractor bid for the time selected. This report also lists the *BTP categories of work* included in the projects the contractor bid, totals for each, how they performed, when they were the low bidder & not the low bidder.
- **Show Single Bid Jobs** – Provides a summary table of the selected performance on all projects the contractor bid for the time frame selected, and a listing of all the projects bid where they were the only bidder.

Contractor: -- Select A Contractor --

Report Options

Show Low Bidder

-- All Project Types --

-- All Prices --

Sort By BidDate

Select Location

County Region Population Area

-- All Regions --

Select Time Frame

Specific Dates

From: 11/28/2018 To: 11/28/2018

Project Size

From: 0 To: 0

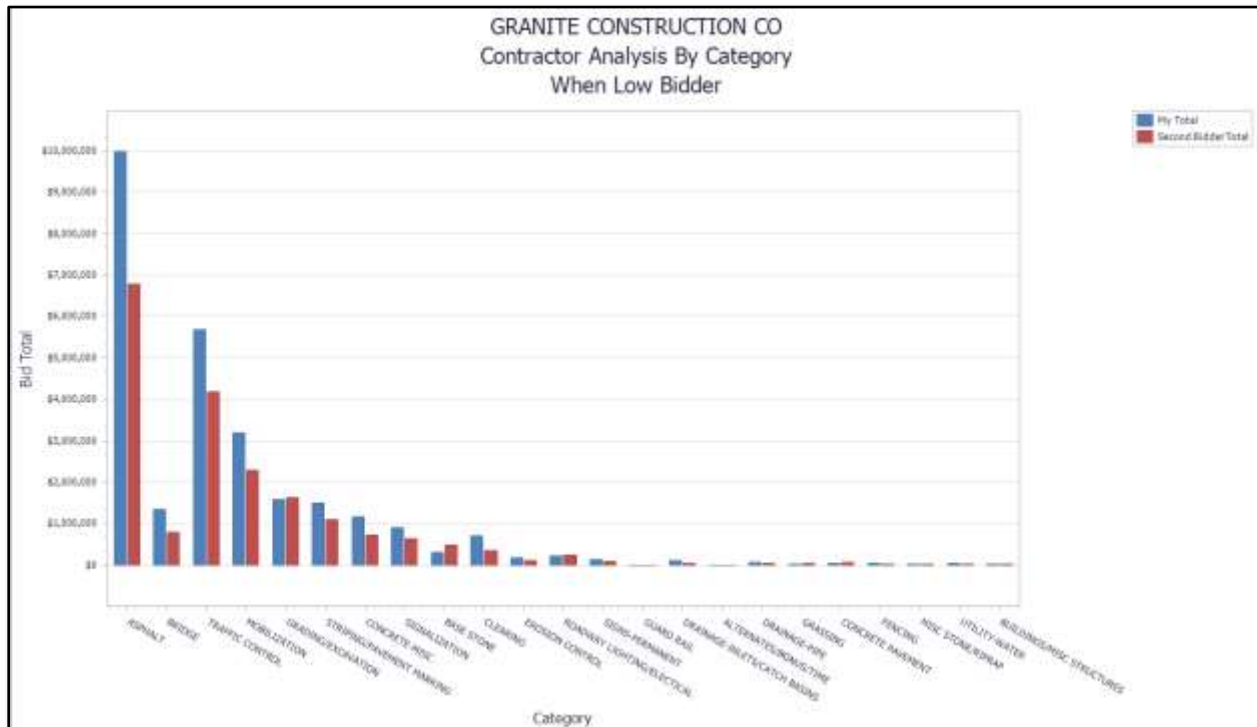
Show Rejected Jobs

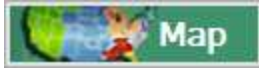
Graphing, Mapping and Exporting



The Graphing button will generate a graph displaying the *BTP Categories of work* for the selected contractor. This shows the quantity of that work in all the projects they bid and the total dollars bid for that type of work.

NOTE: Blue bar indicates the selected contractor, and the red bar indicates the second low contractor in the combined work for the projects.



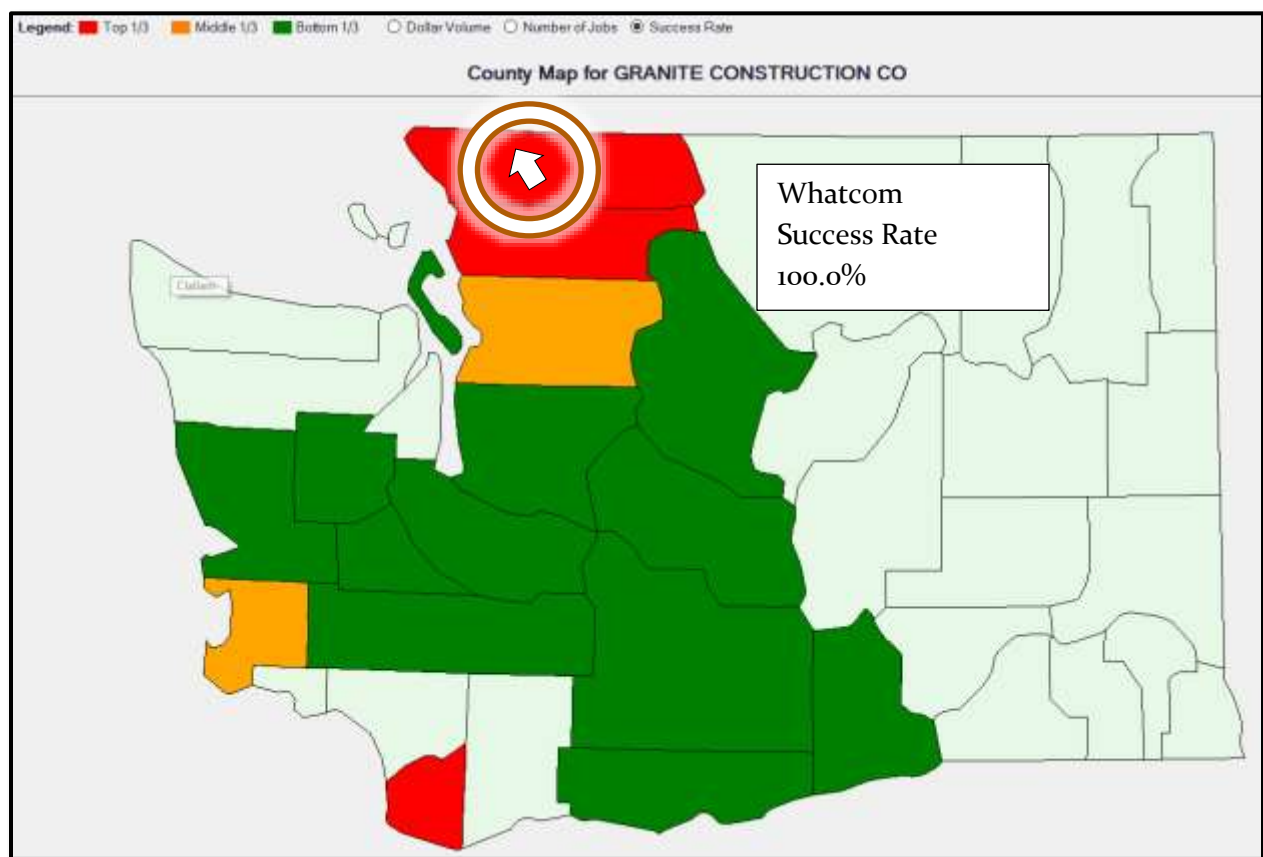


The Map button will generate a map displaying where the selected contractor bid projects and their performance for the projects they bid in those locations.

This map can be customized by selecting to display:

- \$ dollar value of projects bid in various counties
- Number of jobs bid in each county
- Success rate for projects won by the contractor in each county.

After the color coded map is generated for any of the three options, use the mouse pointer to scroll over the county to display each numeric value.





Competitor Analysis

This report displays a report for any selected Contractor and a listing of their top competitors when bidding WSDOT projects.

A competitor analysis may also be ran for any two selected Contractors. This can be especially useful for evaluating the bidding practices of contractors bidding in your area.

Washington												Date:	01/07/2019	
COMPETITOR ANALYSIS REPORT												Time:	11:16:37 AM	
Contractor	# Bids	Avg Bidders	Low	Avg Pos	% Low	\$ Total Bid	\$ Avg Bid	Largest Bid	Left on Table	Total Low	% On Table	% Over Low		
GRANITE CONSTRUCTION CO	9	4.9	3	3.3	14.85%	\$78,177,839	\$8,686,427	\$28,113,913	\$1,206,207	\$11,607,165	-10.39%	16.99%		
Bidding History for From: 5/26/2018 To: 12/18/2018														
Contractor	# Bids	Avg Bidders	Avg Pos	My Avg Pos	Success %	Last 10 Bids Success %	Competitor # Low	My # Low	Competitor \$ Low	My \$ Low				
ACTIVE CONSTRUCTION, INC.	3	7	2.3	4.3	33.30%	33.33%	1	0	\$2,484,480	\$0				
LAKESIDE INDUSTRIES	3	2.7	2.3	1.0	100.00%	100.00%	0	3	\$0	\$11,607,166				
ROGNLIN'S, INC.	2	6	5.0	5.5	50.00%	50.00%	1	0	\$1,823,870	\$0				
SCARSELLA BROS. INC.	2	9	3.5	5.0	0.00%	0.00%	1	0	\$25,935,934	\$0				
KIEWIT INFRASTRUCTURE WEST CO.	2	8	7.5	4.5	50.00%	50.00%	0	0	\$0	\$0				
ACME CONCRETE PAVING, INC.	1	7	1.0	7.0	0.00%	0.00%	1	0	\$21,274,140	\$0				

What do the Numbers Mean?

For the Contractor you have selected, 12 columns of data showing their bidding statistics are displayed. (results displayed are dependent on the "Selected Time Frame")

Bids – Number of projects bid on.

Avg. Bidders – Average number of bidders per project.

Low – How many times the selected Contractor was the Low Bidder.

Avg. Position – Average Bidder position when bidding on projects.

% Low – Percent of the time the selected Contractor wins Low bid.

\$ Total Bid – Dollar value of bids on all projects bid.

\$ Avg. Bid – Average dollar value bid per project.

Largest Bid – Greatest dollar value bid for a project.

Left on the Table – Total dollar value bid under Engineer's estimate.

Total Low – Total dollar value bid for all projects won.

% on Table – Total dollar value bid under Engineer's estimate for projects Won.

% Over Low – Percent bid above Low Bidder on projects.

Comparing a Contractor to a Competitor

To view detailed information about how any two Contractors in your area compare when bidding against each other for projects,

Select a Contractor,

Select a competitor,

Check "List Projects"

Select a Location, either a specific Region, or All Regions for a Statewide view.

Select a Time Frame – 6 to 12 months just prior to the bid opening for your current project will return the best results for the analysis,

NOTE: Graphing feature is not supported when comparing against a single competitor

Click "Generate Report" button to view the Competitor Analysis Report.

Washington												Date:	01/07/2019	
COMPETITOR ANALYSIS REPORT												Time:	01:51:31 PM	
Contractor	# Bids	Avg Bidders	Low	Avg Pos	% Low	\$ Total Bid	\$ Avg Bid	Largest Bid	Left on Table	Total Low	% On Table	% Over Low		
GRANITE CONSTRUCTION CO	3	2.7	3	10.0	14.85%	\$78,177,839	\$26,059,280	\$28,113,913	\$1,206,207	\$11,607,165	-10.39%	16.99%		
Bidding History for From: 6/26/2018 To: 12/18/2018														
Contractor	# Bids	Avg Bidders	Avg Pos	My Avg Pos	Success %	Last 10 Bids Success %	Competitor # Low	My # Low	Competitor \$ Low	My \$ Low				
LAKESIDE INDUSTRIES	3	2.7	2.3	1.0	100.00%	100.00%	0	3	\$0	\$11,607,166				
Job ID	Location	Bid Date	Avg Bidders	Avg Pos						Competitor \$ Low	My \$ Low			
009329	SNOWHORN	11/26/2018	2	1	← GRANITE's Position Compared to Lakeside					\$2,671,870	\$2,315,896			
009330	VARIOUS	12/12/2018	2	1						\$7,874,399	\$7,201,723			
009386	SKAGIT	12/12/2018	3	1						\$3,060,327	\$2,089,546	← GRANITE's Bid Compared to Lakeside		

Shown in the above example, Granite's bids will normally come in lower than Lakeside.

If these were the only two bidders you expected to bid on your project, you could then use this information to further analyze Granite's bidding practices for work in projects that is similar to that of your current project.



Market Analysis

This option allows you to create reports showing an overview of market share for Contractors bidding on WSDOT projects.

There are several different reports available for reporting on Contractor Market share.

Market Share – Sorts by number of jobs won and dollar value

Number of Projects Bid – Sorts by Contracts who bid on the most projects.

Value of Jobs Bid – Sorts by the dollar value of projects bid.

Bidder Name – Alphabetical List of all Contractors who bid on WSDOT projects.

Left on Table – Sorts Contractors by % of project value above or below the Engineer's estimate.

The Market Analysis reports by default, include all bid items of work in the contract the Contractor has bid.

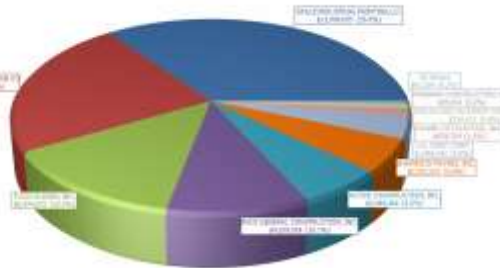
When selecting items to include:

- Project Types
- Categories

Please remember that BTP Categories of work differ from WSDOTs and the results provided by these two reports provide “generalized” information only.



A graph may also be created by selecting a Time Frame and a Region or County. This will generate a visual depiction of the Contractors who do the most work in your area.



Report Type
Market Share

Select Items to Include

-- All Project Types --

-- All Categories --

-- All Pay Item Groups --

No Contractor Groups

Select Location

County Region Population Area

-- All Regions --

Select Time Frame

Specific Dates

From: 12/19/2018 To: 12/19/2018

Project Size

From: 0 To: 0

Additionally, any of the queried data may be exported to Excel for further analysis.

Quick Reference

Pay Item Group Setup

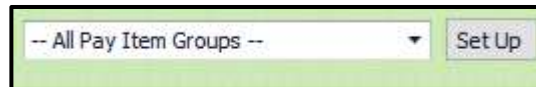
Setting up a custom pay item group is easy and useful when analyzing and creating reporting for multiple items of similar work type.

These custom pay item groups, once created, will be available for selection in the Report Options menu for reporting from the following data queries:

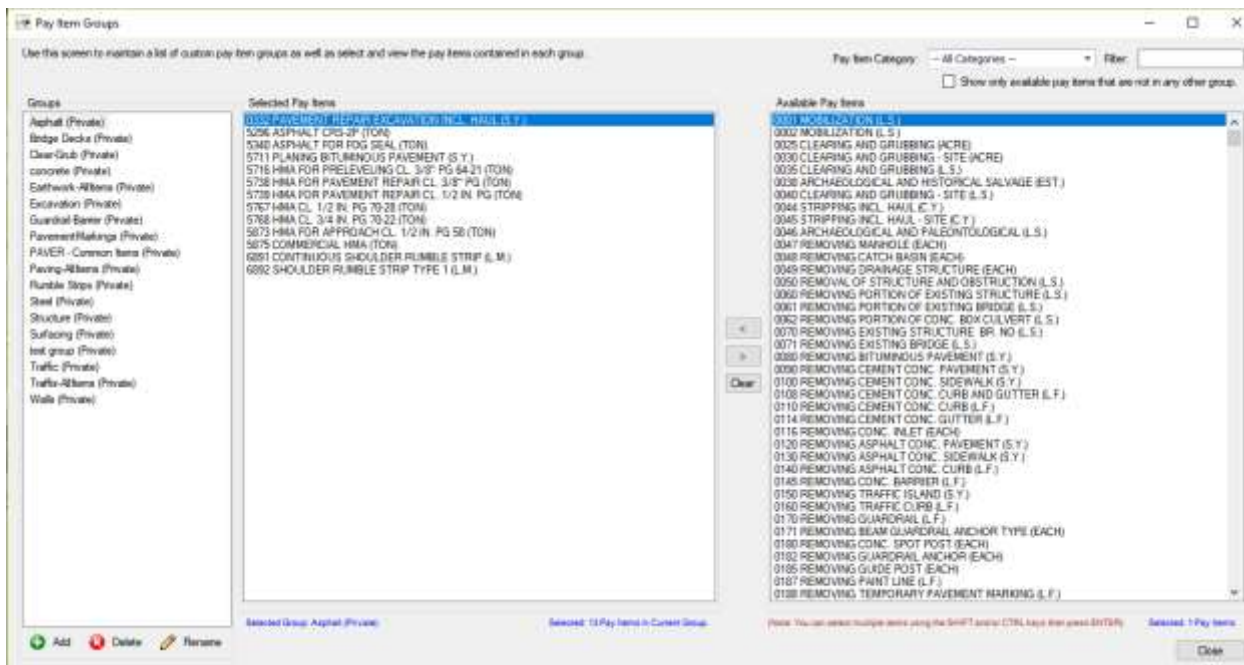
- By Contractor
- By Job
- By Pay Item
- PI Search
- Market Analysis

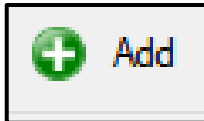
Creating a Custom Pay Item Group

In the Report Options menu, Select the Setup button next to the -- All Pay Item Groups --



The "Pay Item Groups" work area will be displayed





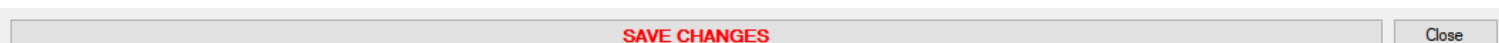
Click the Add button,
This will display the "Edit Pay Item Group Name" box

Create a Group Name for your custom item group.

If you would like this custom group to be visible only to you when using Bid Tabs Pro, uncheck the "Public Group" box.

Select bid items from the "Available Pay Items" list and move them into the "Selected Pay Items" box.

Click the "SAVE CHANGES" button that will appear at the bottom of the screen when you create the new Group, and click close to return to the main screen.



This custom group will now be available for all your Bid Tabs Pro sessions.

Custom Region Setup

Bid Tabs Pro by default has six Regions preset

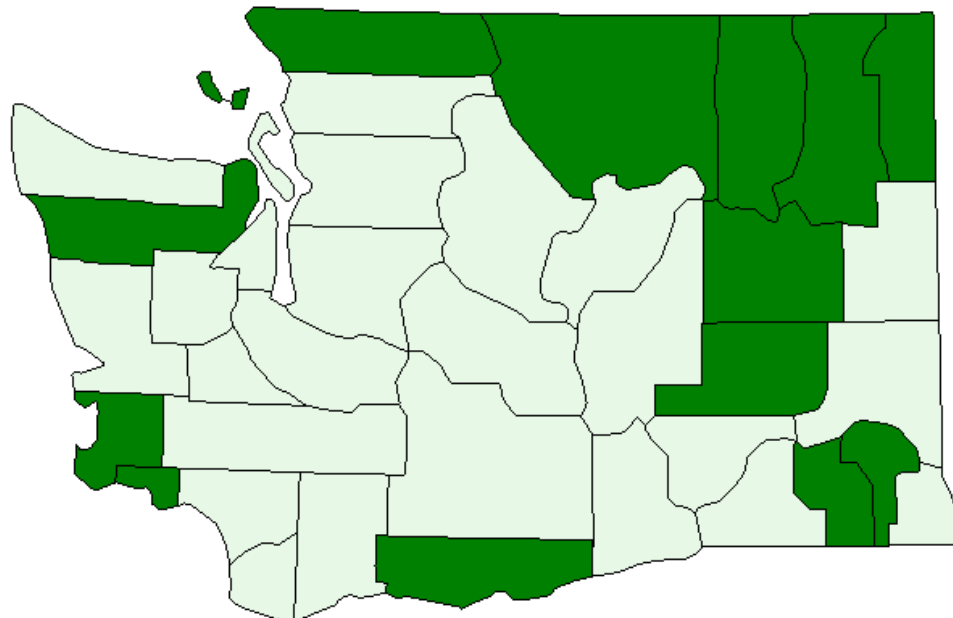
- Region 1 = Northwest
- Region 2 = North Central
- Region 3 = Olympic
- Region 4 = Southwest
- Region 5 = South Central
- Region 6 = Eastern

You may use the Custom Region setup to create your own custom Regions, or a grouping of counties that you would like to be available when performing data analysis and reporting.

These custom Regions, once created, will be available for selection in the Report Options menu for reporting from the following data queries:

- By Contractor
- By Pay Item
- PI Search
- Market Analysis
- Con Analysis (contractor analysis)
- Comp Analysis (competitor analysis)

Shown below is an example of a custom Region for only counties that are considered Rural.



Creating a Custom Region

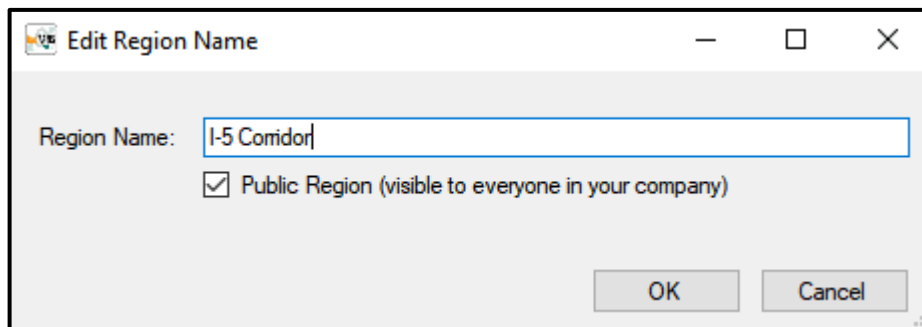
In the Report Options menu, under “Select Location”
Select the Setup button next to the -- All Regions --



Add Custom Region

Click the “Add Custom Regions” button, This will display the
“Region Name” box

Create a Custom Region Name for your new Region.



If you would like this custom Region to be visible only to you when using Bid Tabs Pro, uncheck the “Public Region” box.

Adding Counties to your Custom Region

To add counties to your custom Region, Click on the Region with your mouse. Each selected county will appear in the "County List" box. You may remove a county by clicking on it again.

Once all the counties for your custom Region have been selected, Click "Save Changes" and "Close".

Use this screen to maintain a list of custom regions as well as select and view the counties contained in each region.

DOT Regions

- Region 1
- Region 2
- Region 3
- Region 4
- Region 5
- Region 6

Population Areas

- Urban
- Suburban
- Rural
- Combined Map

Custom Regions

- ..
- All West
- Eastside
- I-90
- Kelso Vicinity and Surrounding Areas
- Pass
- Penninsula
- PugetSound
- Region 1N (Private)
- South Sound
- Westside I-5 Corridor

County List

- PIERCE
- KING
- THURSTON

County Map

Add Custom Region
Delete
Edit

Save Changes
Close

This custom Region will now be available for all your Bid Tabs Pro sessions.