

With a top 10 U.S. CPA and advisory firm, you'll gain from our broad perspective on the issues you face and **experience practical direction.**

top



When it comes to heavy highway construction projects, the bidding process is often highly competitive, and organizations need to bid intelligently in order to secure work. **BKD can help.** BKD.bid can help your organization analyze the historical and current bidding environment in real time data. Add a personal, highly interactive and attentive service style, and you'll begin to understand how **our insight creates value.**

What is BKD.bid?

BKD.bid is an internally developed tool that analyzes raw bid tabulation data and manipulates this information into a concise executive summary. Management can use this information to evaluate personal performance on projects bid by county, highlight competitors' bidding trends or provide a visual reference of the dollars left on the table versus the dollars away from winning each bid.

BKD.bid may allow your BKD advisors to be more efficient in identifying higher risk contracts and validate the existence and completeness of WIP schedules in a fraction of the time, while confirming them through an independent source (the DOT for each state). By combining these benefits, BKD.bid can help your organization make informed decisions on the overall bidding process.

While BKD's service approach is not designed to encroach on your company's day-to-day operations and bidding process, this value-added service allows your advisors to stay in tune with your daily activity without sacrificing your most valuable resource: time.

Who Could Benefit from a BKD.bid Analysis?

Any contractor who currently bids or is planning to bid on heavy highway projects could benefit from a BKD.bid analysis. In this highly competitive environment, BKD.bid can help evaluate your performance on projects bid from the inception of the estimation process through the completion and actual performance of the project. This tool can help you make important decisions in the bidding process by looking at trends and historical data for your company and your competitors.

Why Choose BKD?

As one of the 10 largest CPA and advisory firms in the country, BKD is the firm of choice for growing companies and high-net-worth individuals. With more than 160 advisors in the BKD National Construction & Real Estate Group, we have the experience and level of commitment you require as you look for help in enhancing your company's performance through our industry-tailored audit, tax and consulting solutions. Approximately 700 contractors nationwide depend on BKD to help them improve performance, gain control over internal finances and overcome challenges to meet their strategic goals.

"BKD.bid has provided my clients with unique insights that they are not able to readily obtain from other sources. This elevates our discussion above routine financial statement matters and into an area that they consider core to their success. Clients appreciate being able to engage at that level."

—Jason Myers, BKD

For More Information

For a complete list of our offices and subsidiaries, visit **bkd.com** or contact:

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ABC Sample Company, Inc.

BKD.bid analyzes raw bid tabulation data and manipulates it into a concise executive summary, which can be used to evaluate project performance or highlight competitors' bidding trends as shown in the attached sample analysis.

Year	Annual Rank	# of Bids	Projects Awarded	% Awarded	Total Value of Bids	Total Value Awarded
2010	4	106	41	39%	\$228,128,614	\$71,233,010
2009	2	200	83	42	456,403,256	159,834,438
2008	5	102	43	42	255,661,300	72,551,244
2007	2	70	29	41	136,245,327	68,352,253

Total Wins				Total Losses			
Year	\$ Awarded	\$ Left on Table	% Left on Table	Year	\$ Lost	\$ to Winning Bid	% to Winning Bid
2007-2010	\$371,970,945	\$19,213,961	5.2%	2007-2010	\$550,044,942	\$42,772,596	7.8%
2010	71,233,010	3,430,435	4.8	2010	140,184,979	11,267,936	8.0
2009	159,834,438	7,817,823	4.9	2009	240,316,142	20,949,742	8.7
2008	72,551,244	4,275,793	5.9	2008	114,712,596	6,446,964	5.6
2007	68,352,253	3,689,910	5.4	2007	54,831,225	4,107,954	7.5

County	Upcoming # Bids 18 Mo.	Win Rate '07-'10	Column 1 = # Total Bids Column 2 = # Bids Awarded							
			2010		2009		2008		2007	
A	4	0%	2	0	0	0	1	0	0	0
B	28	40	15	8	17	5	7	3	3	1
C	14	0	0	0	0	0	0	0	0	0
D	0	0	0	0	0	0	0	0	0	0
E	2	50	0	0	3	2	2	1	1	0
F	12	17	2	0	2	0	2	1	0	0
G	4	0	0	0	0	0	0	0	0	0
H	31	50	0	0	3	2	1	0	0	0
I	15	50	1	0	2	2	4	1	1	1
J	18	0	0	0	0	0	0	0	0	0
K	0	0	0	0	3	0	0	0	0	0
L	3	0	2	0	2	0	0	0	1	0
M	1	0	0	0	0	0	0	0	0	0
N	33	0	1	0	0	0	0	0	0	0
O	13	0	0	0	0	0	0	0	0	0
P	5	0	0	0	0	0	1	0	0	0

Actual Gross Profit % 2007-2010		
County	Gross Profit %	Plant Location
A	5.5%	X
B	6.2	
C	3.7	
D	7.8	
E	11.8	
F	9.1	
G	5.6	X
H	N/A	
I	8.8	
J	5.4	
K	10.1	X
L	7.3	X
M	8.1	
N	3.7	
O	8.6	
P	8.0	X

4% or > from average
 4% or < from average

ABC Sample Company, Inc.

County	2007-2010 Wins				Actual		2007-2010 Losses				Overall County
	# Bids Awarded	\$ Awarded	\$ Left on Table	% Left on Table	Completed Contract GM %	Open Contract GM %	# Bids Lost	\$ Amount Lost	\$ to Winning Bid	% to Winning Bid	Bid Win/Loss %
A	28	\$53,560,164	\$3,700,000	6.9%	4.9%	4.4%	38	\$114,543,945	\$8,643,462	7.5%	45.5%
B	0	-	-	-			5	6,545,545	624,316	9.5	0.0
C	6	12,321,256	220,564	1.8	6.8	7.7	4	1,645,875	175,314	10.7	60.0
D	3	5,201,887	85,161	1.6	2.9		6	9,465,487	568,003	6.0	33.3
E	3	2,131,707	122,156	5.7	7.1	6.9	2	884,953	4,070	0.5	60.3
F	6	11,545,242	215,956	1.9	4.8	-1.2	4	14,542,845	1,744,718	12.0	60.3
G	0	-	-	-			3	17,342,685	983,908	5.7	0.0
H	0	-	-	-			2	3,862,458	191,467	5.0	0.0
I	3	2,646,465	45,163	1.7	7.6	6.4	28	9,246,845	826,748	8.9	27.3
J	19	32,652,342	1,837,193	5.6	6.2	3.3	7	29,145,845	3,164,635	10.9	56.3
K	2	2,458,625	15,231	0.6		3.4	3	4,681,648	235,864	5.0	40.0
L	0	-	-	-			3	6,542,874	1,008,490	15.4	0.0
M	3	3,546,879	186,451	5.3	1.0		5	12,935,746	1,568,764	12.1	37.5
N	6	2,687,451	135,985	5.1	5.5		28	27,651,843	2,461,646	8.9	42.9
O	24	52,654,656	3,600,000	6.8	9.2	8.1	2	5,426,845	216,556	4.0	84.6
P	9	24,656,546	1,760,682	7.1	4.5	3.9	26	52,721,594	3,035,424	5.8	60.0
Q	8	21,645,656	411,717	1.9	6.9	5.2	29	59,213,542	4,718,456	8.0	47.1
R	2	1,450,000	185,646	12.8	3.2		28	19,863,427	2,232,642	11.2	20.0
S	4	7,654,242	456,856	6.0	7.6		0	-	-	-	100.0
T	19	36,794,799	2,400,000	6.5	7.8	3.9	31	79,961,654	5,557,926	7.0	45.0
U	22	41,894,984	1,826,204	4.4	8.8	5.8	5	12,312,585	425,645	3.5	70.6
V	0	-	-	-			2	2,134,328	340,941	16.0	0.0
W	17	30,846,845	1,500,000	4.9	6.2	4.5	6	9,453,842	1,435,397	15.2	53.8
X	5	18,763,653	441,465	2.4	8.2	6.5	5	8,246,198	370,634	4.5	50.0
Y	7	6,857,546	67,531	1.0	-2.1	0.0	6	39,024,017	2,176,425	5.6	33.3
Z	0	-	-	-			1	2,648,316	61,145	2.3	0.0
Total		\$371,970,945	\$19,213,961	*5.2%				\$550,044,942	\$42,772,596	*7.8%	

*Average