

# Getting Acquainted with Estimating, Costing and Pricing of Construction Tenders

A two-day course which aims to help attendees to more accurately cost and price tenders



## Attend this course and learn about:

- Measurements
- Estimation of quantities
- Costings
- Pricing of tenders
- Cash flow and cost management
- Various facets of estimation and pricing with practical aspects highlighted

## Benefits include:

- Participation in an interactive workshop
- Learn from a recognised expert with cross industry experience
- Comprehensive course documentation
- CPD credits (ECSA)
- CPD credits - Category PPPI (SACPCMP)

## Presenter:

Theuns Eloff BEng (Civil)

## COURSE DATES & VENUES

Scheduled courses are offered online and face-to-face around the country based on demand.

Please contact Lizéle du Preez for more information on upcoming courses: [Lizelle@saicedp.org](mailto:Lizelle@saicedp.org) / 011 476 4100

TIMES: 08:00 for 08:30 to 16:30

## REGISTRATION

To register, visit [www.candidateacademy.co.za](http://www.candidateacademy.co.za)  
OR email [Academy@saicedp.org](mailto:Academy@saicedp.org)

## WHO SHOULD ATTEND

The course helps attendees to apply their theoretical training in practice. It is therefore recommended for:

- Quantity surveyors
- SCM members
- Contractors
- Consulting Engineers
- Clients
- Candidate engineers, technologists and technicians

## COURSE CONTENT

### INTRODUCTION

- Definitions, importance and uses of estimating, costing and pricing
- Competitive bidding in action
- Definitions

### CONTEXTUAL FRAMEWORK

- Role-players
- Standards, uniformity, types and forms of contracts
- Pricing and contracting strategies
- Available software

### GENERAL PRINCIPLES

- Establishment, P&G, securities, insurances and escalation
- Pricing data and standard units
- Schedule of quantities (SOQ)

### MEASUREMENT

- Field investigation
- Units and rules of measurement
- Coding, numbering and the preparation of the SOQ

### QUANTITY ESTIMATING

- Types of estimating
- Accuracy of the estimation
- Using the Schedule of Quantities
- Dayworks and common pitfalls

### CLIENT COSTING

- Change management
- Accuracy of costing
- Fixed, variable, direct and indirect costs
- Hidden costs and contingencies

### TENDERER PRICING

- Site visits and investigation
- Keeping records and collecting information
- Production determination, profits and mark-up
- Time calculation VS client requirement

### CONTRACT COMPLETION

- Recording of information
- Cash flow, S-curves and cost management

## ABOUT YOUR FACILITATOR

**Theuns Eloff** completed his BEng(Civil) degree at UJ (RAU) and started his engineering career as a civil contractor. He was involved in the construction, rehabilitation and resurfacing of roads, and has extensive experience in major earthworks, construction of dams, open pit mines and contract management.

In-house courses can be arranged. Contact Lizéle at [lizelle@saicepdp.org](mailto:lizelle@saicepdp.org) for more information.

### WHAT TO BRING TO THE COURSE

Calculator  
Laptop with Excel recommended for online courses

CONTRACT NO					
ITEM NO	DESCRIPTION	UNIT	QUANTITY	RATE	AMOUNT
1200	<b>GENERAL REQUIREMENTS AND PROVISIONS</b>				
B12.01	<b>Community Liaison Officer:</b>				
	(a) Community Liaison Officer cost	Prov. Sum			
	(b) Monthly transport allowance for CLO	Prov. Sum			
	(c) Remuneration of PSC members to attend official meetings	Prov. Sum			
	(d) Handling costs and charges for Contractor on items B12.01 (a) to (c)	%			
12.02	<b>Surety amount for non compliance with borrow pit rehabilitation</b>	Prov. Sum			
12.03	Provision of accommodation for RE	Prov. Sum			
12.04	Handling costs and charges for the Contractor on item 12.03	%			
CARRIED FORWARD TO SUMMARY :					

**candidate academy**  
the road to registration – tower above the rest

The Candidate Academy's philosophy is to support candidates on their road to registration with ECSA, by helping them through the transition from theoretical training to the 'how' of engineering projects and processes. The Academy offers practical, hands-on training relevant to experiences in the workplace.