SAMPLE 02 BID MANAGEMENT

Bid Log & Pipeline Tracker

Every invitation to bid is logged on receipt and tracked through due date, submission, follow-up and award. The log feeds the bid calendar, the go/no-go decision and the monthly hit-rate report for the contractor.

PREPARED FOR	Summit Surfaces & Interiors, LLC
FEATURED BID	B26-055 – Riverside Medical Office Build-Out
FEATURED GC	Northgate Builders, Inc.
PERIOD	06/01/26 – 10/14/26
UPDATED	10/14/26
MAINTAINED BY	Axentra Bid Desk

BIDS SUBMITTED	HIT RATE (COUNT)	HIT RATE ($)	AWARDED VOLUME	OPEN PIPELINE
12	56%	68%	$1,096,350	$409,700
Jun – Oct 2026	5 won of 9 decided	Won $ / decided $	5 contracts	3 bids awaiting award

Bid Log

Bid No.	Project	GC / Client	Scope	Due	Bid Amount	Status	Notes / Next Action
B26-041	Harbor View Dental Clinic TI	Crestline Construction	Flooring, casework	06/18/26	$142,800	Won	Job 26-097
B26-044	Oakmont Senior Living – Phase 2	Pinecrest Builders	Flooring, tile	06/25/26	$486,300	Won	Job 26-104
B26-047	Cedar Ridge Elementary Restroom Reno	Bellwether Contracting	Tile	07/09/26	$98,450	Won	Job 26-109
B26-049	Lakeside Retail Shell – Units 4-6	Crestline Construction	Flooring	07/16/26	$61,900	Won	Job 26-112
B26-050	Maple Court Apartments Clubhouse	Ironwood General	Countertops, cabinets	07/21/26	$88,200	Lost	3.8% over low
B26-052	Bayside Urgent Care	Northgate Builders, Inc.	Flooring, casework	07/28/26	$214,600	Lost	Awarded on schedule
B26-053	Westfield Branch Library Refresh	Westfield Public Works	Carpet tile, base	08/04/26	$132,750	Lost	Public bid, 2nd of 6
B26-055	**Riverside Medical Office Build-Out**	**Northgate Builders, Inc.**	**Flooring, tile, casework, tops**	**08/13/26**	**$306,900**	**Won**	**Job 26-118**
B26-056	Willow Creek Dental	Ironwood General	Flooring, countertops	08/20/26	$76,400	Lost	Owner value-engineered
B26-058	Pinecrest Senior Center Kitchen	Pinecrest Builders	Countertops, casework	08/27/26	$54,300	Pending	Award expected 10/20
B26-060	Elmwood Office Tower – Floor 6	Ironwood General	Carpet tile, LVT	09/10/26	$118,900	Pending	Shortlisted (2 of 4)
B26-061	Northshore Pediatrics	Northgate Builders, Inc.	Flooring, casework, tops	09/24/26	$236,500	Submitted	Post-bid interview 10/16
B26-063	Hillcrest Fitness Center	Bellwether Contracting	Rubber sports flooring	09/30/26	–	No Bid	Outside core scope
B26-064	Brookside Dental – Phase 2	Crestline Construction	Flooring, casework	10/22/26	–	In Progress	Takeoff 80% complete
B26-066	Canyon View Clinic	Bellwether Contracting	Flooring, tile, tops	10/29/26	–	In Progress	ITB received 10/08

Highlighted row = featured bid used throughout this portfolio. Hit rate excludes No Bid, Pending, Submitted and In Progress.

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Bid Calendar – August 2026

All bid-related milestones for the estimating team. Bid due times are local; submissions are sent 2 hours before deadline.

SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3 Westfield Library – final addendum review	4 **DUE** Westfield Library 11:00 AM Riverside MOB RFI deadline	5	6 Riverside – send supplier RFQs (flooring, tile, quartz)	7 Riverside Addendum 02 issued – reviewed	8
9	10 Riverside supplier quotes due 12:00 PM	11 Riverside quote leveling & scope sheet	12 Riverside estimate review w/ owner (go-final)	13 **DUE** Riverside MOB 2:00 PM Bid confirmation received	14 Pinecrest Senior Center pre-bid walk 9:00 AM	15
16	17	18 Pinecrest Senior Ctr RFI deadline	19	20 **DUE** Willow Creek Dental 3:00 PM	21 Riverside post-bid scope review w/ Northgate	22
23	24 Elmwood Tower ITB received – go/no-go	25	26 Northshore Pediatrics pre-bid walk 10:00 AM	27 **DUE** Pinecrest Senior Center 2:00 PM	28	29
30	31 **AWARD** Riverside MOB – LOI received					

Legend: ■ **Bid due** ■ **Pre-bid walk / site visit** ■ **RFI / addendum** ■ **Internal milestone** ■ **Award**

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Bid Scope Sheet – B26-055 Riverside Medical Office Build-Out

Submitted to Northgate Builders, Inc. with the bid form on 08/13/26. Used at the post-bid scope review (08/21/26) to confirm apples-to-apples coverage.

Spec	Scope Item	Status	Quantity / Notes
06 41 16	Plastic laminate casework, AWI Custom, shop-built	INCL	174 LF base / 134 LF wall / 5 tall
06 41 16	Cabinet hardware, fillers, end panels, ADA knee-space panels	INCL	Per hardware schedule HW-6
06 41 16	In-wall blocking & backing for wall cabinets	EXCL	By GC framing
12 36 61	QZ-1 quartz tops 3 cm with 4" splash	INCL	113 SF – reception, nurse, break
12 36 61	SS-1 solid surface tops with 4" splash	INCL	255 SF – exam, procedure, lab, utility
12 36 61	Sink cutouts (undermount, polished)	INCL	18 EA; sinks & faucets by plumbing
09 65 19	LVT-1 luxury vinyl plank, glue-down	INCL	5,210 SF net
09 68 13	CPT-1 carpet tile	INCL	2,650 SF net
09 65 16	SV-1 sheet vinyl with 6" integral flash cove	INCL	1,040 SF / 308 LF cove
09 30 13	PT-1 floor tile, PT-2 wall tile, tile cove base	INCL	260 SF floor / 960 SF wall / 136 LF base
09 65 13	RB-1 rubber base & transitions	INCL	2,275 LF / 34 EA
09 05 61	Floor prep up to 1/8" (scrape, patch, skim)	INCL	Beyond 1/8" at unit price
09 05 61	Moisture testing (RH, ASTM F2170) & mitigation	ALT	ALT-1; testing by flooring sub
01 56 39	Protection of finished floors	INCL	Ram board through our completion
02 41 19	Removal of existing finishes / abatement	EXCL	By GC / owner
01 45 00	Performance & payment bond	EXCL	Available at 1.4%

Bid Form	Amount
BASE BID – lump sum	**$306,900**
ALT-1 Moisture mitigation, SV-1 & PT-1 areas	$7,600
ALT-2 Upgrade LVT-1 to 28 mil wear layer	$3,490
ALT-3 Delete exam room wall cabinets (credit)	($18,250)

Unit Prices	Unit	Price
Floor leveling, per 1/8" depth	SF	$2.95
Moisture mitigation (2-part epoxy)	SF	$5.85
Additional RB-1 base, installed	LF	$3.40
Additional LVT-1, installed	SF	$6.35
Additional PL base cabinet	LF	$385.00

Bid Logistics	
Addenda acknowledged	01 (07/31), 02 (08/07)
Bid valid	60 days
Lead times	LVT 3 wks · quartz 4 wks
Duration	6 weeks on site, 2 phases
Crew	Flooring 4 · Tile 2 · Casework 3

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Bid Leveling – Flooring Material Package (Riverside MOB)

Supplier quotes received 08/10/26 for the resilient & carpet package, leveled to the same quantities (estimate order qty) and scope. Tile and quartz packages leveled separately.

Item	Unit	Qty	Budget Unit	Budget Total	Keystone Unit	Keystone Total	Midland Unit	Midland Total	Coastline Unit	Coastline Total
LVT-1 luxury vinyl plank, 20 mil	SF	5,627	$3.85	$21,664	$3.62	$20,370	$3.71	$20,876	$3.49	$19,638
CPT-1 carpet tile 24x24	SF	2,783	$3.10	$8,627	$2.98	$8,293	$2.89	$8,043	$3.05	$8,488
SV-1 homogeneous sheet vinyl	SF	1,165	$5.40	$6,291	$5.18	$6,035	$5.45	$6,349	$5.10	$5,942
SV-1 flash cove cap & fillet	LF	324	$1.10	$356	$1.05	$340	$1.12	$363	**EXCL.**	–
RB-1 rubber cove base 4"	LF	2,389	$1.45	$3,464	$1.38	$3,297	$1.41	$3,368	$1.36	$3,249
Transition strips & reducers	EA	34	$28.00	$952	$26.50	$901	$27.00	$918	$29.00	$986
Quoted subtotal				**$41,355**		**$39,236**		**$39,918**		**$38,303**
Plug: excluded items at budget						–		–		$356
Adjust: adhesive not included						incl.		incl.		$1,494
Adjust: freight to jobsite						incl.		$650		$1,250
LEVELED TOTAL				**$41,355**		**$39,236**		**$40,568**		**$41,403**
Variance to budget						($2,119)		($787)		$49

Qualification	Keystone Flooring Supply	Midland Floor Distributors	Coastline Surfaces Wholesale
Lead time (LVT / SV / CPT)	2–3 wks / 4 wks / 3 wks	3–4 wks / 4 wks / 3 wks	6–8 wks (import) / 5 wks / 3 wks
Basis-of-design products	Yes – all items	Yes – all items	LVT-1 as equal (submittal risk)
Quote validity / price hold	60 days, held to 10/15/26	30 days	30 days
Payment terms	Net 30, 2% 10	Net 30	50% deposit, net 30
Attic stock / returns	2% included, 15% restock	Not included	Not included
Leveled rank	**1 – RECOMMENDED**	**2**	**3**

Recommendation: Award the flooring material package to **Keystone Flooring Supply** at $39,235.80 (plus tax). Lowest leveled cost, $2,119 under budget, basis-of-design products and the shortest lead time. Coastline is lowest on paper but highest after adhesive, freight and plug adjustments, and its import LVT puts the 11/16/26 LVT start at risk. Released as PO-26118-003 (see Purchasing sample).

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