

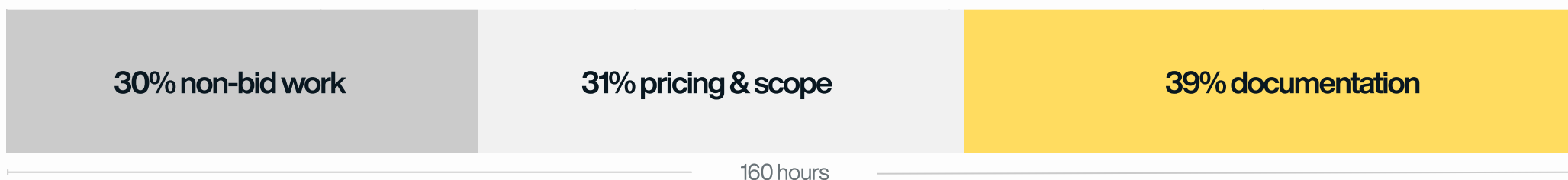
Half Your Estimators' Time Is *Not* Estimating

Have you wondered yet where these hours go?

[Get your first submission package in the next 72h](#) | [Get in touch with our team](#)

01 ONE ESTIMATOR'S MONTH: 160 HOURS

Your team's capacity looks like salary and headcount on paper. In practice, it's the hours your estimators spend doing work that requires their expertise. Currently, most of those hours go somewhere else.



02 TEAM-LEVEL IMPACT: 2 ESTIMATORS

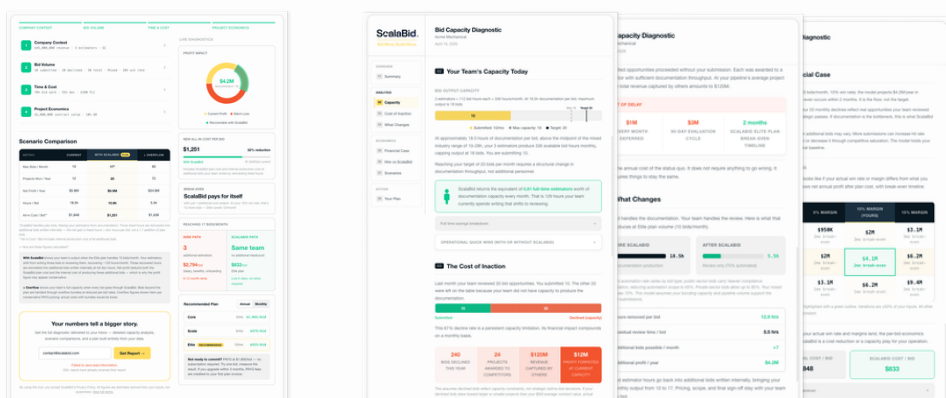


02 THE FOUR FAILURE MODES YOU ALREADY KNOW

CURRENTLY	THE COMPLIANCE TRAP ●	COMPLIANCE IS THE DELIVERABLE	WITH SCALABID
A single missing form, unsigned affidavit, or expired certificate can disqualify an otherwise winning bid. Your estimators spend hours on compliance because no one else is assigned to it		An independent compliance matrix is produced in parallel with the narrative – not generated from it. Every ITB requirement is mapped and traceable. Missing forms are flagged before submission, not during debrief.	
	THE ADDENDA CASCADE ●	ADDENDA ABSORBED EXTERNALLY	
Late addenda multiply documentation impact – every amendment potentially changes forms, requirements, and narrative sections. Estimators absorb this rework on top of repricing. The deadline does not move.		Addenda are processed as they're issued. Each is cross-referenced against the requirement inventory and matrix. Affected sections update. Your estimators reprice; the documentation catches up on its own.	
	THE FRIDAY NIGHT BID ●	DEADLINES HANDLED UPSTREAM	
Estimators routinely work evenings and weekends to meet deadlines – primarily on documentation. These hours are invisible in capacity planning, absorbed as “part of the job,” but they drive burnout and turnover.		Documentation moves off the estimator calendar entirely. A ScalaBid draft is delivered in under 72 hours (24 with rush), leaving only a 1-2 hour review window. Nights and weekends come back.	
	THE TURNOVER ACCELERANT ●	THE RETENTION SIDE EFFECT	
Documentation-heavy workloads are consistently a top-3 reason estimators leave construction firms. When one resigns, the replacement cycle is 9-15 months. The burden that drove the departure falls on the rest of the team – accelerating the next.		Your estimators stop doing the work they didn't sign up for. Their role shifts to pricing, scope review & approval – the reasons they became estimators. The recruiting treadmill slows.	

This is one contractor's hours. What are yours?

Your estimator count, bid volume, project value, and win rate produce a specific annual figure. The Bid Capacity Check calculates it in 2 minutes using your own data.



Run Your Bid Capacity Check

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