Price the work and plan for payment

Build costs from the current schedule and delivery plan.

Historical award values provide context; your quote needs your own cost basis. Use current line items, quantities and periods. Account for changed technical answers. Include labor, equipment, materials and travel. Check required wage rules and specialist work. Include realistic indirect costs and profit. Plan the time between doing work, invoicing and receiving payment. Next action: Ask Qualified Bid to extract pricing instructions and payment conditions with source citations.

The new Durham schedule separates recurring and event work.

Amendment 0003 changes the pricing basis and states a one-year base period. Turf, weed control and planting-bed tasks use monthly line items. Mowing has a stated count and seasonal frequency. Storm cleanup and snow removal are separate line items. Check the amended technical answers and pricing instructions. 1 Nov 2026–31 Oct 2027 in the amended schedule. Do not reuse the original four-option-year schedule. Next action: Read the schedule and answers together before costing each item.

Price the work and plan for payment

Monthly billing in arrears means work comes before invoicing.

Durham's statement of work requires monthly invoices and review or acceptance. Use the required contract, order and line-item details. Follow the specified electronic submission method. Keep proper-invoice and acceptance conditions together. Read the applicable clause before assuming a payment date. Plan payroll, materials and equipment costs before receipts. Test the cash needed for the actual work cycle. Next action: A monthly invoice is not a promise that cash arrives immediately after the work.

Show how the current requirement drives your price.

Your cost assumptions, contract risks and invoice plan belong in one decision record. Record quantities, frequencies and performance dates. Document crew, equipment and supplier assumptions. Check fixed-price risk and applicable adjustment clauses. Clarify important ambiguities through the required route. Compare expected margin and cash capacity. Choose a pursuit only after the material gaps are resolved. Next action: Historical paid amounts inform research; they do not establish your profitable bid price.