

# ESTIMATING, COSTING AND PRICING OF CONSTRUCTION TENDERS & PROJECTS TRAINING SEMINAR



## 2-Day Training

Book and pay before **[date]** and get a discount per delegate.



This course will look at the definition, importance and uses of estimating, costing and pricing. We will cover the contextual framework, general principles and measurement when it comes to the process of tenders. Quantity estimating, client costing, tenderer pricing and contract completion also forms a major part of this specific topic and will be covered in detail by our facilitator Theuns Eloff who graduated with a B.Eng Degree (Civil) from the Rand Afrikaans University (University of Johannesburg) and started his Engineering career at Raubex Construction as a Civil Contractor where he was involved in the construction, maintenance and rehabilitation of various National and Provincial roads. He then joined Patula Construction where he spent 9 years gaining experience in all fields of the business, working on major earthworks, dams, open canals, water reticulation, rehabilitation, construction and resurfacing, projects across the country.



## Nationwide

### WHO SHOULD ATTEND?

Contract Managers, Contract Engineers, Quantity Surveyors, Contract Administrators, Project Managers, Engineers, Tender Managers, Procurement Managers, Contract Holders, Construction Managers, Technologists and Technicians.



**DO NOT MISS THE EVENT OF THE YEAR!  
LIMITED SEATS AVAILABLE!  
BOOK YOUR SEAT TODAY!**

**CPD Points**  
2 CPD Points - ECSA



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# ESTIMATING, COSTING AND PRICING OF CONSTRUCTION TENDERS & PROJECTS TRAINING SEMINAR

## DAY ONE

08:00 ARRIVAL & REGISTRATION

08:30 MORNING SESSION

### SESSION 1: INTRODUCTION

- What - Defining estimate, cost and price
- Why - Importance of estimating, costing and pricing
- Where - Uses of estimating, costing and pricing
- When - Competitive bidding in action
- Definitions

### SESSION 2: CONTEXTUAL FRAMEWORK

- Role players
- Standards and uniformity
- Procurement and tendering
- Types and forms of contracts
- Pricing and contracting strategies
- Specifications and quality requirements
- The programme
- Available software

13:00 LUNCH BREAK

14:00 AFTERNOON SESSION

### SESSION 3: GENERAL PRINCIPLES

- Establishment and P&G
- Securities and insurances
- Escalation
- Pricing data and standard units
- Schedule of quantities (BOQ)

### SESSION 4: MEASUREMENT

- Field investigation
- Units of measurement
- Rules of measurement
- Coding, numbering and the preparation of the SoQ

16:00 END OF DAY ONE

## DAY TWO

08:00 ARRIVAL & REGISTRATION

08:30 MORNING SESSION

### SESSION 5: QUANTITY ESTIMATING

- Level of skills required
- Types of estimating
- Accuracy of the estimation
- Resource requirement
- Using the Schedule of Quantities
- Dayworks
- Common pitfalls
- Practical estimation

### SESSION 6: CLIENT COSTING

- Change Management
- Accuracy of costing
- Fixed and variable costs
- Direct and indirect costs
- Hidden costs and contingencies
- Practical costing

13:00 LUNCH BREAK

14:00 AFTERNOON SESSION

### SESSION 7: TENDERER PRICING

- Site visits and investigation
- Keeping records and collecting information
- Production determination
- Profits and mark-up
- Time calculation VS client requirement
- Practical pricing

### SESSION 8: CONTRACT COMPLETION

- Recording of information
- Cash Flow
- S-Curves
- Cost Management

### SESSION 9: SUMMARY, CLOSE AND APPENDIX

16:00 END OF DAY TWO



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Easy ways to register

# COURSE REGISTRATION FORM

## REGISTRATION INFO / FEES

Event: Estimating, Costing and Pricing of Construction Tenders & Projects Training Seminar

Date: 2-Day Training

Venue: Nationwide

Price: (excluding VAT and per delegate)

Early Bird: R5490 (pay before [date])

Standard: R6490

Group Discount: 4-6 10%  
7-11 13%  
12+ 16%

calculated on standard price

## AUTHORIZATION

Full Name:

Tel (Direct Line):

Signature + date:

Person responsible for payment:

Tel (Direct Line):

Email Address:

## COMPANY DETAILS

Company / Organization Name:

Physical Address:

Postal Address:

Tel (Direct Line):

Tel (S/Board):

Fax:

Email:

VAT Registration:

## OFFICE USE

## STATUS

## DELEGATE DETAILS

Title:	Full Name:	Designation:	I.D. Number:	Cell:	Email:

### TERMS AND CONDITIONS

#### Payment Terms:

**Payment is required within five (5) days on receipt of tax invoice**

Following completion and return of the registration form, full payment is required within five (5) days from receipt of tax invoice and an invoice will be sent as receipt of payment. We reserve the right to refuse admission and withhold CPD points and certificate if payment is not received on time, a payment or an official purchase order must be received prior to the conference or training seminar.

#### Fees:

Fees are exclusive of VAT

Bulk discounts are not calculated on early bird price. Invoiced amounts need to be paid on or before the early bird date to receive the rate. If names and/or ID numbers are not confirmed before documents are sent through to the venue, you will be liable to pay the courier fee.

**Cancellation Policy:** Written cancellations made within 48 hours of the receipt of the signed registration form will receive a full refund. Cancellation received in writing 1 month prior to the start of the event will receive a 50% refund or discount on the invoiced amount. Cancellation within 1 month of the start of the event will not receive any refund and will be liable for the full invoiced amount, however a substitution of the delegate will be allowed.

**Indemnity:** Should for any reason outside the control of CPD Africa conferences or training events, the venue or speakers change, or the event is cancelled due to an act of terrorism, extreme weather conditions or industrial action, CPD Africa conferences and training shall endeavour to reschedule but the client hereby indemnifies and holds CPD Africa conferences and training harmless from and against any and all costs, damages and expenses, including attorney's fees, which are incurred by the client. The construction, validity and performance of this agreement shall be governed in all respects by the laws of South Africa and to the exclusive jurisdiction of whose courts the parties hereby agree to submit.

**No-shows:** Registrants who do not attend the event, without written notices as per the cancellation policy will be liable for 100% of the invoiced amount.

#### Important Notice:

**This booking form constitutes as a legal binding contract.**

Whilst every reasonable effort will be made to adhere to the advertised brochure(s), CPD Africa reserves the right to change venues or location.

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