



Helping Architecture Firms Scale with On-Demand, US-Trained Remote Architects (Level I, II & III)

Pre-Bid Value Assessment Checklist

Evaluate bid opportunities to pursue projects where your firm can win on value, not just price

How to Use This Checklist

Score each criterion from 0-3 based on how well the opportunity aligns with your firm's strengths. Higher scores indicate projects where you can differentiate on value. Total scores above 25 are excellent opportunities; 15-24 warrant careful consideration; below 15 may require competing primarily on price.

Scoring Guide

- 3 - Excellent: Strong alignment with firm capabilities
- 2 - Good: Moderate alignment, some differentiation possible
- 1 - Fair: Limited alignment or differentiation
- 0 - Poor: No alignment or significant disadvantage

Project Alignment & Specialization

Project type matches our core specializations

Does this project fall within building types we excel at? (healthcare, data centers, labs, etc.)

Score: Excellent Good Fair Poor

Technical complexity requires specialized expertise

Are there unique systems, performance requirements, or regulatory challenges we can solve?

Score: Excellent Good Fair Poor

We have relevant case studies and past performance

Can we demonstrate proven success with similar projects and document results?

Score: Excellent Good Fair Poor

Client & Decision-Making Profile

Client values quality and track record over lowest price

Based on past projects or RFP language, does the client prioritize value and expertise?

Score: Excellent Good Fair Poor

Technical evaluation is weighted significantly in the selection

Is the price less than 50% of the evaluation criteria? Are qualifications given substantial

Score: Excellent Good Fair Poor

Existing relationship or strong referral connection

Do we have history with this client, architect, or CM? Have they requested we bid?

Score: Excellent Good Fair Poor



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Technology & Innovation Opportunities

Project benefits from advanced BIM/coordination capabilities

Will our BIM expertise, clash detection, or prefab experience provide clear advantages?

Score: Excellent Good Fair Poor

Energy modeling or sustainability analysis adds value

Does the project have performance targets, LEED goals, or lifecycle cost concerns?

Score: Excellent Good Fair Poor

Project Delivery & Timeline

Delivery method favors collaboration (IPD, Design-Build, CM)

Does the project structure allow early involvement and integrated problem-solving?

Score: Excellent Good Fair Poor

Timeline allows for value engineering and optimization

Is there adequate time to explore alternatives and demonstrate lifecycle value?

Score: Excellent Good Fair Poor

Strategic Value & Risk Assessment

Project enhances portfolio or opens new market segment

Will this project serve as a valuable reference or market entry opportunity?

Score: Excellent Good Fair Poor

Risk factors are manageable with our experience

Can we confidently mitigate schedule, coordination, or technical risks others may struggle with?

Score: Excellent Good Fair Poor



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