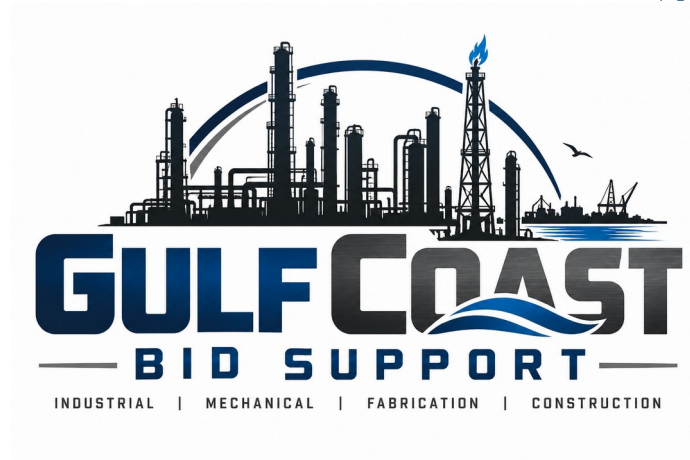




BEFORE & AFTER PROPOSAL SAMPLE

How rough field notes become a professional customer-ready bid

BEFORE - Typical Rough Bid Notes

FICTIONAL SALES SAMPLE - Gulf Coast Mechanical Services | P-204 Process Pump Replacement | \$68,000

- Replace P-204 pump during outage. Owner has new pump.
- Need to remove old pump, set new one, modify suction/discharge piping to fit.
- 5 days, 10-hour days. Need rigging, welding, alignment and startup support.
- Price: Labor \$31,800 | Equipment \$7,200 | Materials/fab \$20,500 | Consumables/mob/support \$8,500.
- Not doing electrical, instrumentation, scaffold, insulation, paint, major foundation work or major reroutes.

AFTER - Customer-Ready Proposal

Contractor	Gulf Coast Mechanical Services (fictional)
Client	Gulf Coast Chemical Plant (fictional)
Project	P-204 Process Pump Replacement & Associated Piping Modifications
Proposal No.	GCMS-260904-01
Base Bid	\$68,000 Lump Sum

Gulf Coast Mechanical Services proposes to provide labor, supervision, equipment, consumables and specified materials required to remove the existing P-204 process pump, install the owner-furnished replacement pump, complete limited suction/discharge piping modifications for final fit-up, perform mechanical alignment, and support turnover/startup activities.

Included Scope

- Pre-job coordination, access verification, staging and mobilization.
- Disconnect accessible suction/discharge connections and remove existing pump.
- Set owner-furnished replacement pump on existing prepared base arrangement, subject to field verification.

- Fabricate and install limited field-fit piping modifications required for final connection.
- Reassemble, torque accessible bolting, complete mechanical checks and final pump/driver alignment.
- Support owner walkdown and provide one shift of mechanical startup support.

Key Assumptions

- Owner furnishes replacement pump and releases equipment/piping isolated, drained, cleaned and safe for maintenance.
- Existing foundation/base arrangement is suitable without structural modification.
- Work window assumes one 10-hour day shift for approximately five consecutive days.
- Adequate access and laydown are available.
- Piping modifications are limited to reasonable field-fit work at replacement pump nozzle locations.

Exclusions

- Electrical, instrumentation, controls and motor terminations.
- Scaffolding, insulation, coating, heat tracing and fireproofing.
- Engineering redesign, major civil/structural work, foundation replacement and major piping reroutes.
- Hazardous-material abatement and special contaminated-waste disposal.
- Differing or concealed conditions not reasonably identifiable before award.

Pricing

Labor & supervision	\$31,800
Contractor equipment / rigging	\$7,200
Materials / fabrication allowance	\$20,500
Consumables, mobilization & support	\$8,500
TOTAL LUMP SUM	\$68,000

This sample is fictional and demonstrates document preparation only. Actual scope, quantities, pricing, engineering requirements, legal language and commercial terms must be verified and approved by the contractor.