

You may have a Business Plan, you may have a Marketing Plan, but I'll bet you don't have a Bidding Plan and Tracking System.

What's a Bidding Plan?

Our newest feature will do the following:

- Tell you exactly what your monthly overhead is
- Tell you how much you need to sell each month in order to cover that overhead
- Tell you how much you need to bid each month in order to sell that amount
- Track every detail associated with every bid you send out the door

How does it do all this?

The program is tied into all the other features of Yourcostcenter, the Pricing Engine and Sale Analyzer, and brings this information into our Bid Plan. You can use this information or override and enter your own numbers.

Once I know exactly how much I need to bid and sell each month, how does the program help?

It will track every project from the initial "Request For Proposal" through "Completion". As the status of the project changes, the program will analyze how many dollars and hours towards overhead and sales get calculated, letting you know each month exactly where you stand in reaching your goals.

PROJECT NAME *	<input type="text" value="Retail Store"/>
CLIENT NAME *	<input type="text" value="Main street Const."/>
CURRENT STATUS	Awarded for February
PROJECT TIMELINE	Date Inserted: June 26 th Request For Proposal: June 29 th Bid On: June 29 th Awarded On: June 29 th
CHANGE STATUS	<input type="text" value="Awarded"/> for <input type="text" value="Feb"/>
PRICE *	<input type="text" value="20,000.00"/>
HOURS *	<input type="text" value="300.00"/>
GROSS PROFIT %	<input type="text" value="25.00"/>
NET PROFIT % *	<input type="text" value="10.00"/>
OVERHEAD	\$5,508.00
PROFIT	\$2,000.00
KEYWORDS	<input type="text" value="Mark,retail,network"/> Enter as many keywords, separated by a comma

January	Budget	Actual	Difference	2009	Budget	Actual	Diff
Bid Goal:	\$33,333.33	\$65,000.00	\$31,666.67	Bid Goal:	\$33,333.33	\$65,000.00	\$31,666.67
Sales Goal:	\$8,333.33	\$10,000.00	\$1,666.67	Sales Goal:	\$100,000.00	\$10,000.00	(\$90,000.00)
Hours Goal:	299	1000	701	Hours Goal:	3584	2200	-1384
Closing Rate:	25%	50%	25%	Closing Rate:	25%	50%	25%
O.H. Needed:	\$4,983.66	\$16,686.37	\$11,702.71	O.H. Needed:	\$59,803.94	\$16,686.37	(\$43,117.57)
Profit Goal:	\$833.33	\$11,702.71	\$10,869.37	Profit Goal:	\$10,000.00	\$11,702.71	\$1,702.71
O.H./Profit Towards O.H.:		\$28,389.07	\$23,405.41	O.H./Profit Towards O.H.:		\$28,389.07	(\$31,414.87)

What exactly does the bid report track?

- Bid Goals
- Sales Goals
- Hours sold
- Closing rate
- Overhead Needed
- Profit Goals

The program has a built-in search function. What can you track with this feature?

- Track all jobs bid to a specific client
- Track closing rates for that client
- Track types of projects and closing rates
- Track sales or estimators projects and their closing rates
- Track lead sources and their closing rates
- Any other user defined category or term you would like to track

<input checked="" type="radio"/> Search All Projects	Project Status: <input type="text" value="Awarded"/> Date: <input type="text" value="All/YTD"/> Include Previous Model Year Bids? <input type="checkbox"/> YES <input type="button" value="SEARCH >"/>
<input type="radio"/> Search Project Name	
<input type="radio"/> Search By Client	
<input type="radio"/> Search By Dollar Amount	
<input type="radio"/> Search By Keyword(s)	

What benefit does the information provide?

- Let's say it's the last week of the month and you haven't sold enough this month to cover your overhead. Knowing this information in real time you may decide to lower your price on some outstanding bids to make your monthly overhead.
- Maybe you have covered your overhead and have 1 week left in the month. In this scenario, should you take additional work at a lower

margin since all overhead dollars are now profit or stand your pricing ground?

- How about the client that uses you as a numbers checker, at what point do you decide that your efforts are not fruitful?
- Are your advertising dollars being spent wisely?
- Are your sales people meeting their quotas?

Usually we depend on these types of reports at the end of projects, if we even have them available to us.

Now, using our Bid Plan and Tracking System, you will have access to all these features as well as all the other features of Yourcostcenter.com from any internet connected computer or smart phone.

The Bid Plan and Tracking System is part of our “Enterprise” subscription. If you have questions about upgrading or subscribing, please contact us via email at brian@yourcostcenter.com or call us at (877) 572-5881.