Enginuity Training
Engineering Better Contract Outcomes

Tender Risk & Scope Control

Interpreting Bid Documents Before Contract Award

A practical contractor-side course for understanding tender documents as a risk-allocation system before contract award.

PRACTICAL GUIDE FOR CONTRACTORS | BID RISK | SCOPE | PRICING | ENTITLEMENT

CLEARER DECISIONS. FEWER DISPUTES. BETTER PROJECT OUTCOMES.

PEOPLE
PROCESS
DISCIPLINE
RESULTS

Course Overview

Margin is won or lost before the contract is awarded. This practical course shows contractor bid teams how to read the tender package as a risk-allocation system, reconcile contract and technical documents, identify hidden commercial exposure and convert uncertainty into a conscious decision to price, clarify, qualify, exclude or accept the risk.

What the Course Covers

- Read the contract and special conditions before the drawings
- Document hierarchy, precedence and amended risk allocation
- Scope, drawings, specifications, BOQ and schedules
- Ambiguity, assumptions, exclusions and qualifications
- Design responsibility, site information and latent conditions
- Program, access, interfaces and third-party risk
- Payment, security, insurance, damages and change pathways
- Tender queries, departures, red flags and bid-review controls

6 Key Takeaways

1. Read risk first: the contract tells you who owns the risk when tender documents are unclear or incomplete.
2. Reconcile the whole package - scope, drawings, specifications, schedules, site data, program and commercial terms.
3. Turn ambiguity into a query, assumption, allowance, qualification or departure before it is buried in the estimate.
4. Price design, site, time, interface and commercial risk consciously rather than relying on a future claim.
5. Protect change and delay recovery pathways by understanding notices, valuation rules, time bars and decision processes.
6. Use document, assumption, discrepancy, query and risk registers so the estimate, methodology and tender letter stay aligned.

Who Should Attend

- Estimators and Bid Managers
- Precontracts and Tender Managers
- Commercial and Contracts Managers
- Project Managers and Project Engineers
- Design Managers and technical leads
- Planners and Project Controls personnel
- Quantity Surveyors and cost personnel
- Construction Managers and bid approval leaders

Why Clients Book This Course

- Protects margin before contract award
- Creates a repeatable multi-disciplinary bid review process
- Identifies hidden scope, design, site, time and interface risk
- Aligns estimate, methodology, assumptions and tender letter
- Improves tender clarifications, qualifications and entitlement protection
- Supports better-informed pricing and go / no-go decisions

Delivery Options

In-house team delivery	Live online delivery	Lunchtime masterclass format	Tailored for client and project teams
At your offices or project site	Interactive and engaging	High-impact and practical	Customised to your needs

Build Better Bid Discipline

Equip your bid team to understand the risk position, price it consciously, clarify uncertainty and protect margin before contract award.

Final rule: if you cannot explain the risk position, you do not yet understand the bid document.

Contact Enginuity Training to discuss delivery options for your team.