



# THE BIM ENGINEERS

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# BIM TENDER PARTNERSHIP FOR WINNING TENDERS



## References

Clients value references because they give confidence that an architectural or construction company is suitable for the required job. For this reason, tenderers are often required to provide proof of their suitability by providing information on selected projects that demonstrate their abilities based on similar projects carried out to date.

## Too specific requirements for references

If the requirements for references become too specific, this can cause problems for all sides. The tender process can lead to anti-competitive or unreasonable results. Suitable parties can be excluded as a result of insufficient specific references and thus potential new players are demotivated from the start. This leads to less and less participating tenderers in the long run. On the other hand with specific project types, such as schools or hospitals, it can be necessary to demand a minimum amount of references in order to ensure sufficient quality.

## References or competencies

In the end a selection is normally not made based on the best references. What matters is the best quality that can be delivered by the tenderer. As a client, you are looking for creativity, knowledge, quality, but also predictability and project control. It is therefore often better to ask for experience regarding comparable complexity of the project. Complex assignments in particular require specific skills. When, instead of demanding a comparable specific reference, a more comparable complexity is the better choice to ensure the client's objective .

## BIM competencies

Experience with BIM is also increasingly part of the selection procedure. Processes in a BIM project are different and need to be clearly defined. In what form are projects transformed into a BIM process. A distinction must be made between the 3D BIM model and the actual BIM process. In the case of the 3D BIM model, it may be about the purpose of the model. For example, 3D, 4D, 5D BIM and the question and purpose described in the BIM protocol. Also the BIM process with the different roles and the BIM coordination have to be defined right from the start.

## The BIM Engineers' BIM Tender Partnership (BTP)

The best possible competence can be achieved by carefully selecting suitable partners to form a strong partnership. If BIM is the missing expertise the BIM Engineers provide the optimum solution to establish The BIM Engineers' BTP. The best references for the individual project will be selected from a large number of prestigious projects carried out for major clients and well known architects around the world. This will not only give substantial credibility to the tendering Partnership it also gives the partners the knowledge that all BIM related matters are in good hands during all phases of the entire process. The BTP with The BIM Engineers not only increased the chances for success it also ensures a smooth execution.

*BIM Tender Partnership (BTP) is part of The BIM Engineers' Innovations*

*'The BIM Engineers, leading in the world of BIM'*

