EstiFlow

COMMERCIAL ESTIMATE SAMPLE

Industrial factory estimate Anonymised report excerpt

This excerpt demonstrates the depth and structure of an EstiFlow commercial estimate. Client, site, document identities and monetary figures are replaced with SAMPLE or REDACTED. The full customer pack also includes the costed BOQ, subcontractor pricing packs and tender-grade Scope of Works.

01 Commercial position and option logic

02 Trade package register and package commentary

03 Programme, statutory obligations and procurement plan

04 Risk register, value engineering, decisions and RFIs

05 Assumptions, exclusions, reliance and next actions

00 How to read this estimate

NAVIGATION

> **The report is ordered the way the decisions have to be made: the commercial position first, then the evidence behind it, then the actions that close it.**

REPORT STRUCTURE

PART	SUBJECT	SHEETS
01	Commercial position and the five selectable positions	03–05
02	Project, site, basis of estimate and information maturity	06–09
03	Rate metrics, sensitivity and cost composition	10–12
04	Trade package register and package-by-package commentary	13–21
05	Option geometry, statutory obligations, programme and cash flow	22–25
06	Quantified risk, risk matrix and value engineering	26–28
07	Decisions, information requests and the quotation plan	29–32
08	Documents, assumptions, reliance and next actions	33–36

READ THESE FOUR SHEETS FIRST

- **Sheet 04** — every selectable position at low, base and high, with no arithmetic left to the reader.
- **Sheet 22** — why Option 2 is a net increment rather than added scope.
- **Sheet 29** — the decisions that close the widest commercial exposure, ranked by what they are worth.
- **Sheet 32** — the order in which packages should go to market.

THE THREE DELIVERABLES

This report

The commercial reading: what the estimate carries, how it is built, what it excludes, what moves it, and what has to be decided. It explains; it does not enumerate.

Bill of quantities

The 84 selected common construction rows in full, each with its quantity, unit, rate, installed boundary and the supplied document it was read from. This is the enumerated record behind every figure in this report.

Trade procurement workbook

The same 84 rows attributed once each to the 16 named packages, with a scope brief and a quotation return schedule per package. This is what goes to the market.

WHAT THIS ESTIMATE IS FOR

It supports four things directly: submitting a funded position, selecting between the two operating options, planning procurement, and controlling cost as design and tenders arrive. It is not a contract price and it does not replace coordinated construction documentation.

MONEY CONVENTIONS USED THROUGHOUT

Headline selectable positions are always stated **including GST**. Trade package values are always stated as **direct construction, before builder's margin and GST**, so that package figures can be compared directly with returned trade prices. Where a figure could be read either way, the basis is printed with it.

All amounts are Australian dollars. This estimate is prepared at grant-submission stage: no contractor rates have been returned, and every position is drawn from the supplied documents, cited comparable build-ups or disclosed provisional allowances.

01 Commercial position

PART 01 · POSITION

> **The factory itself is ready to price. The commercial decision on this project is not the building — it is which external and operational option the business commits to.**

OPTION 1 · BASE · INC GST	OPTION 2 · COMMON + B · BASE · INC GST
REDACTED	REDACTED
The selected factory and its enabling works, with 7,283 m² of gravel hardstand as the external carrier.	Expanded concrete pavement plus covered storage, the upstairs office extension and the solar and battery provision.

THE SENIOR READING

The common position is a complete, selected construction case — not a partial subtotal waiting for additions. It carries the factory structure, envelope, slab, services, fire systems, fitout, external works and project controls, and it includes builder's margin and GST at the headline. A builder could tender against it today.

Option 2 is stated as a **net increment** on that base. It replaces common gravel with concrete, so it carries both the cost of the new pavement and the credit for the gravel it displaces. That is why Option 2 adds REDACTED rather than the gross cost of the concrete it introduces. Adding gross concrete on top of the base position would overstate the project.

Option 2 is a different commercial proposition, not simply more pavement. Beyond the additional 3,169 m² of concrete it carries covered storage, an upstairs office extension and a solar and battery installation — capital that should be committed on operational return, not on pavement preference.

READING THIS AGAINST THE FUNDING BAND

At base, Option 2 sits at REDACTED including GST. Option 1 is REDACTED including GST, or REDACTED before GST. Those are the same project at two different scope decisions — the difference between them is the operating model, not an estimating variance.

WHAT SITS OUTSIDE EVERY POSITION

The roof-over and awning alternative

A separate roof-over and awning proposal is excluded from both options. It cannot simply be added to Option 2, because its planes and the Option 2 covered-storage roofs have not been coordinated and would otherwise be priced twice. It carries a disclosed direct band of REDACTED to REDACTED REDACTED at base, and requires its own coordinated selection.

Statutory levies, contributions and authority charges

Development contributions, the long service levy, insurance-premium obligations, authority and certifier charges are disclosed as obligations with a named source, timing, responsible party and action. They contribute no subtotal, no margin, no GST and no total to this estimate. Sheet 23 sets them out in full.

A committed programme or cash-flow forecast

39 site weeks is used as the pricing basis for preliminaries. No construction programme has been issued, so no start date, milestone sequence or monthly spend curve is presented as a forecast.

Commercial direction. Record the selection between Option 1 and Option 2 before the civil package is frozen. The pavement choice sets the civil quantities, the structural scope for covered storage, and the electrical scope for solar and battery — three trades that would otherwise be tendered twice.

02 The project

PART 02 · PROJECT

A practical steel portal-frame factory with support accommodation, an operational hardstand and selected infrastructure — with the external works strategy left as a deliberate commercial choice.

The brief is builder-facing and unusually clear about intent: deliver the common factory and the works that enable it, then choose the external pavement and operational enhancement strategy that best matches how the business will actually run the site. The estimate has been structured to preserve that choice rather than to bury it inside a single total.

The building is a 3,333 m² Class 5–8 industrial factory on a steel portal frame, with documented office and staff support accommodation inside the envelope. At the direct construction layer that is REDACTED on gross floor area — a rate that has to be read alongside the fact that a substantial part of this project is not building at all. The external works carrier is 7,283 m², more than twice the building footprint, and the high-voltage supply, substation, fire systems and stormwater infrastructure are site-scale rather than building-scale commitments.

Structurally the project is straightforward and well understood: portal frames, a sheet-metal roof and wall envelope, a ground-bearing industrial slab and conventional foundations. Commercially it is not straightforward, because the packages that carry the most money are the ones with the least issued design. Structural steel at REDACTED and concrete at REDACTED are together more than a third of direct construction, and neither has an issued structural design behind it.

WHERE THIS ESTIMATE SITS IN THE PROJECT'S LIFE

This is a grant-submission and procurement-planning estimate. No contractor rates have been returned. The right response to that is not a blanket contingency — it is targeted design closure followed by competitive package tendering, in the order set out on sheet 32. Every provisional position in this report names the specific document or quotation that replaces it.

WHAT THE PROJECT COMPRISES

The building

A 3,333 m² Class 5–8 factory on a steel portal frame with a sheet-metal roof and wall envelope, a ground-bearing industrial slab, and documented office, staff and amenities accommodation. Fitout is confined to those support areas rather than applied across the floor plate.

The external works

A 7,283 m² operational carrier priced as gravel in the common position, with vehicle access, crossover, parking, line marking, landscape and the erosion and sediment controls the consent requires. Concrete pavement enters only through the selected option.

The infrastructure

Customer-side high-voltage supply and a substation, industrial low-voltage distribution, fire systems with certification, internal hydraulic services with trade-waste pretreatment, below-ground stormwater with a quality-control device, and a mechanical interface. These carry REDACTED of direct construction between them.

The option-dependent scope

Concrete pavement in both options; and in Option B additionally covered storage, an upstairs office extension and a solar and battery installation. These are operating-model decisions with capital consequences, and they are presented that way.

Identity control. The site is SAMPLE SAMPLE No. SAMPLE and the street address is adopted consistently throughout. Two consultant title blocks still carry a superseded deposited-plan number from the parent subdivision; confirm the current title reference before contract documents are issued.

04 Trade package register

PART 04 · PACKAGES · 01–08

> **One package vocabulary is used across this report, the bill of quantities and the procurement workbook — so a figure quoted in any one of them can be traced in the other two.**

REF	PACKAGE	ROWS	LOW	BASE	HIGH	RATE BASIS
PKG-01	**Preliminaries & Project Controls**	18	REDACTED	REDACTED	REDACTED	Provisional allowance · Quantity-derived build-up · Cited comparable build-up
PKG-02	**Design, Certifier & Survey**	4	REDACTED	REDACTED	REDACTED	Provisional allowance · Quantity-derived build-up
PKG-03	**Clearing, Demolition & Earthworks**	6	REDACTED	REDACTED	REDACTED	Quantity-derived build-up · Provisional allowance · Cited comparable build-up · Commercial comparable
PKG-04	**Civil Pavements, Access & Landscape**	5	REDACTED	REDACTED	REDACTED	Cited comparable build-up · Provisional allowance
PKG-05	**Stormwater, Drainage & Utilities**	3	REDACTED	REDACTED	REDACTED	Provisional allowance
PKG-06	**Waste Facilities & Management**	3	REDACTED	REDACTED	REDACTED	Provisional allowance
PKG-07	**Concrete Foundations & Slabs**	3	REDACTED	REDACTED	REDACTED	Provisional allowance · Quantity-derived build-up
PKG-08	**Structural Steel & Main Roof**	2	REDACTED	REDACTED	REDACTED	Provisional allowance · Compatible comparable
	Packages 01–08	**44**	REDACTED	REDACTED	REDACTED	

Values are direct construction, before builder's margin and GST.

WHAT "RATE BASIS" TELLS YOU

- **Supplied quotation** — an external price exists and has been adopted. Only its currency and applicability remain open.
- **Quantity-derived rate build-up** — the quantity is measured from a supplied document and the rate is constructed from its components.
- **Cited compatible rate build-up** — a rate built from a comparable industrial application, with the comparison stated.
- **Typed commercial comparable** — a rate taken from a like-for-like commercial application of the same type.
- **Provisional allowance** — design-dependent. A bounded, non-zero position held deliberately until the named design or quotation replaces it.

Most packages carry more than one basis, because a package is a group of rows and different rows have different evidence. That is disclosed rather than averaged away.

READING THE BANDS IN THIS HALF

Project controls at REDACTED is the widest band in this group in absolute terms, moving REDACTED upward. It is a function of the accepted site period, not of trade pricing.

Structural steel at REDACTED is the largest single package on the project. Its band of REDACTED to REDACTED reflects unissued tonnage and connection design rather than volatility in the steel market.

Civil pavements at REDACTED shows the narrowest proportional band in this group, because the gravel carrier is a measured area against a cited rate. The option decision moves the scope; it does not widen the uncertainty.

04 Package commentary

PART 04 · PKG-01 TO PKG-03

Each package states the boundary it carries, the professional reading behind its number, the documents it was measured from, and the single action that converts it into a tender return.

PKG-01 Preliminaries & Project Controls

REDACTED

Scope boundary. Tender/procurement administration, site establishment, supervision, temporary services, WHS and environmental controls, logistics, testing records, handover and close-out carried for the common works.

Project controls are built from eighteen identified establishment, management and close-out activities rather than a percentage applied to the works. The band moves with the accepted site period: the low position assumes a tight, well-sequenced industrial build with lean supervision, the high position a longer programme carrying full-time site management. The thirty-nine site weeks used to price the allowance is an assumption of this estimate, not a programme the builder has issued or accepted.

DISCLOSED BAND	ROWS	PROCUREMENT ROUTE
REDACTED – REDACTED	18 of 84	**Builder-controlled preliminaries**

Next action — Confirm the construction programme, site establishment plan and supervision resource before contract sum agreement.

Read from: Current amended site plan (electrical easements) DOC-01 p 1 · SAMPLE SAMPLE SAMPLE DOC-02 p 1 · SAMPLE SAMPLE DOC-03 pp 2, 7, 8 · DA drawing set SAMPLE DA-001-004 Rev B DOC-04 pp 1, 2, 3, 4 · +6 further cited references

PKG-02 Design, Certifier & Survey

REDACTED

Scope boundary. Coordinated construction documentation, certifier interface, survey and geotechnical investigation required for the selected common scope; authority charges remain outside estimate money.

Consultant and certification effort is carried as a documented fee provision for the coordinated construction set, certifier interface, survey and the geotechnical investigation the foundation design still requires. Authority and lodgement charges are deliberately outside this package and appear only in the statutory obligation register. Fixed proposals written against the construction set — not against the DA set — are what convert this position.

DISCLOSED BAND	ROWS	PROCUREMENT ROUTE
REDACTED – REDACTED	4 of 84	**Consultant proposals · long lead**

Next action — Issue coordinated consultant scopes and obtain fixed proposals against the construction set.

Read from: SAMPLE SAMPLE SAMPLE DOC-02 pp 1, 2 · Notice of Determination SAMPLE DOC-05 pp 7, 10, 12, 19 · Essential Energy preliminary design ECN135741 Rev A DOC-08 pp 1, 2 · *Existing-conditions survey not supplied*

PKG-03 Clearing, Demolition & Earthworks

REDACTED

Scope boundary. Vegetation clearing, demolition discovery, bulk earthworks, spoil handling, retaining and erosion/sediment controls within documented limits.

Groundworks carry the widest quantity risk on the project because no existing-conditions survey and no geotechnical report were supplied. Volumes, material classification, haul distance and disposal route each move the rate independently, and spoil that classifies out of clean-fill would move the package toward the upper band. Erosion and sediment control is carried to the consent obligations rather than as a nominal allowance.

DISCLOSED BAND	ROWS	PROCUREMENT ROUTE
REDACTED – REDACTED	6 of 84	**Measured civil trade tender**

Next action — Close volumes, material classification, haul distance, disposal route and retaining design before trade award.

Read from: SAMPLE SAMPLE SAMPLE DOC-02 p 1 · SAMPLE SAMPLE DOC-03 pp 3, 4, 5 · DA drawing set SAMPLE DA-001-004 Rev B DOC-04 pp 1, 2, 3 · Notice of Determination SAMPLE DOC-05 pp 1, 6, 7, 8, 14 · +2 further cited references

Base values are direct construction before builder's margin and GST. Package schedules in the companion procurement workbook carry the same bill references.

04 Preliminaries and project controls

PART 04 · DELIVERY

The third-largest package on the project is built from identifiable site and delivery activities — not from a percentage applied to the works.

PRELIMINARIES BASE	PRICING DURATION	IDENTIFIED ACTIVITIES
REDACTED Direct construction, before builder's margin and GST · 10.9% of direct construction	**39 site weeks** An assumption of this estimate. No construction programme has been issued or accepted.	**18 rows** Establishment, management and close-out activities, each separately constituted.

Establish

Tender and procurement administration · site establishment and temporary facilities · temporary power, water, lighting and security · traffic management and public-interface controls · initial survey set-out and site fencing.

Manage

Project and site supervision · work health and safety, environmental and quality systems · material handling, cranage and site logistics · testing, inspection and commissioning records · progress reporting and coordination.

Close

Practical completion and occupation interface · handover documentation and operating manuals · defects liability administration · final completion and close-out obligations under the consent.

WHY THE BAND IS WIDE

The disclosed band runs from REDACTED to REDACTED — an upward movement of REDACTED from base and the second-largest single exposure in the estimate. It is almost entirely a function of the accepted site period and the supervision model.

At the low position the project is tightly sequenced, design is closed before mobilisation, and supervision is shared. At the high position the programme extends, design releases arrive during construction, and full-time site management is carried throughout. The construction work itself is identical in both cases.

This is the clearest illustration on the project of why design closure is worth paying for: the same building, delivered on a coordinated set, costs materially less to manage.

WHAT TESTS THIS POSITION

Required confirmation. The builder should issue the construction programme, the site establishment plan and the project resourcing schedule, and reconcile them directly against the 18 identified preliminaries activities before the contract sum is agreed.

That reconciliation is a genuine commercial test rather than a formality. If the builder's programme materially exceeds 39 site weeks, this package moves toward the upper band and the movement should be visible and agreed rather than absorbed.

RELATIONSHIP TO THE OPTION DECISION

Option B adds covered storage, an upstairs office extension and a solar and battery installation. Each carries its own trade sequence and each has the potential to extend the site period. The preliminaries position stated here is the common one; a longer Option B programme would properly be reflected in the builder's returned programme rather than assumed here.

05 Statutory obligations

PART 05 · OBLIGATIONS

Eight statutory obligations are identified, with their source, timing, responsible party and required action. None of them is priced in this estimate, and none contributes to any total in it.

REF	OBLIGATION AND CITED SOURCE	TIMING	RESPONSIBLE PARTY	REQUIRED ACTION
SO-01	**Essential Energy authority fees identified in SAMPLE quotation 4769** Source: SAMPLE quote 4769	Confirm current project/customer/lot applicability before network works	Owner / electrical contractor	Obtain current Essential Energy fee advice and allocate payment responsibility
SO-02	**Development, construction, utility and inspection application charges** Source: Consent and approval pathway	Before each applicable application or inspection	Owner / principal certifier	Obtain current authority schedules and written applicability confirmation
SO-03	**Water, sewer, Section 68 and authority interface charges** Source: Consent and hydraulic approval pathway	Before connection and relevant approvals	Owner / hydraulic consultant	Confirm current charges and application steps with authority
SO-04	**Home Building Compensation Fund applicability control** Source: NSW statutory applicability control	Before contract execution if applicable	Owner / builder / insurer	Obtain written applicability determination for documented Class 5-8 work
SO-05	**Long Service Levy obligation** Source: Consent condition and NSW levy regime	Before construction certificate or statutory due date	Owner / principal certifier	Obtain current levy calculation and payment instruction
SO-06	**Section 7.11 contributions CP04 and CP18** Source: Notice of Determination page 21	At the consent-stated milestone before release	Owner	Obtain indexed current amount and payment instruction from Council
SO-07	**Section 7.12 contribution applicability control** Source: Consent contribution conditions	Before statutory payment milestone	Owner / planning consultant	Confirm that no separate Section 7.12 liability applies
SO-08	**Consent, document, certification and registration charges** Source: Consent and certification pathway	Before each relevant lodgement/certification event	Owner / certifier	Obtain current fee schedule and allocation of responsibility

WHY THESE CARRY NO MONEY HERE

Levies, contributions, insurance premiums and authority charges are set by statute, by council schedules or by an insurer against the specific project and contract. Their amounts index, applicability turns on the building classification and contract structure, and they are payable by the owner or certifier rather than earned by the builder.

Placing an estimator's figure against them would create false certainty in the one part of a project where the responsible party can obtain the exact number in writing. This estimate names the obligation, its source, when it bites and who owns it. None enters the direct construction subtotal, the builder's margin, the GST calculation or any headline position in this report.

THE BOUNDARY THAT IS EASY TO BLUR

Physical work is priced; the charge is not. Where a statutory pathway requires physical construction — a service connection, an authority-specified civil work, a metering or substation installation — that work is priced in the relevant package. It is the fee, levy, contribution or premium itself that sits outside estimate money. The high-voltage package is the clearest example: the customer-side works are priced to the supplied quotation, while the authority fees identified inside that same quotation are disclosed here as obligation SO-01 and carry no value.

Two applicability questions worth closing early. Obligations SO-04 and SO-07 are applicability controls rather than known liabilities: whether the home-building compensation regime and a separate development contribution apply at all to a documented Class 5–8 industrial development. Both are answerable in writing before contract execution, at effectively no cost.

05 Programme and procurement sequence

PART 05 · DELIVERY

39 site weeks is a pricing basis, not a promised programme — and procurement should be organised around design closure and long-lead industrial packages.

STAGE 01
Decide
Record the option selection and confirm the roof-over alternative stays separate.

→

STAGE 02
Coordinate
Issue structural, envelope, fire, services and civil design against the selected option.

→

STAGE 03
Tender
Take the long-lead and highest-value packages to market first.

→

STAGE 04
Reconcile
Replace provisional positions with returned prices and agree the contract sum.

WORKSTREAM	GATE TO PASS	WHY IT CONTROLS THE OUTCOME
Option selection	Confirm Option 1 or Option 2; hold the roof-over alternative separate	Sets the civil, structural and operational scope for every package downstream. Tendering before it is recorded means tendering twice.
Structure and envelope	Issue coordinated steel, slab, opening and roof-drainage schedules	Releases the two long-lead fabrication packages carrying REDACTED and fixes the weatherproofing sequence.
Services	Issue the fire strategy and the electrical, hydraulic and mechanical designs	Closes the interface boundaries between four specialist trades and defines what each one is actually quoting.
Civil	Confirm earthworks classification, pavement extents, access and stormwater geometry	Controls mobilisation, site access for every other trade, and the external-works sequence.
Project controls	Issue the builder's programme, site establishment plan and resourcing schedule	Tests the 39-week pricing basis against a real delivery strategy and validates REDACTED of project controls.

LONG-LEAD PACKAGES

Eleven of the sixteen packages are flagged long-lead, but four determine the critical sequence in practice: structural steel, concrete foundations and slabs, the fire systems package, and the high-voltage supply and substation. Steel fabrication and substation delivery in particular are procurement durations rather than construction durations — they consume calendar time whether or not anyone is on site.

WHAT HAS DELIBERATELY NOT BEEN INVENTED

No start date, no milestone programme and no construction sequence is stated as a commitment anywhere in this report. Those become customer commitments only once the builder has issued a programme and the customer has accepted it.

THE ORDER THAT RETURNS THE MOST

Design closure before tender, and long-lead before short-lead. An uncoordinated package returned by a trade comes back qualified, and a qualified price closes nothing — it simply moves the exposure from the estimate into the contract.

The practical sequence: record the option decision, commission the survey and geotechnical investigation, issue structural design, then take steel and concrete to market while the fire strategy and services designs are being produced.

GRANT-STAGE NOTE

For a funding submission the absence of a committed programme is not a weakness in the estimate — the cost structure is complete and the positions are selectable. What a funder should be told is that timing follows the builder's programme, and that the 39-week basis used here is disclosed rather than assumed silently.

06 Quantified risk

PART 06 · RISK

Upward movement is concentrated in eight packages. Each one is quantified, and each one has a named action that closes it.

REF	PACKAGE AT RISK	LOW	BASE	HIGH	UPWARD MOVEMENT	CLOSING ACTION
R-14	**Fire Systems & Certification**	REDACTED	REDACTED	REDACTED	**+540,000.00**	Issue the coordinated fire strategy and system design, then obtain specialist quotations and confirm certification responsibilities.
R-01	**Preliminaries & Project Controls**	REDACTED	REDACTED	REDACTED	**+441,200.00**	Confirm the construction programme, site establishment plan and supervision resource before contract sum agreement.
R-08	**Structural Steel & Main Roof**	REDACTED	REDACTED	REDACTED	**+403,126.00**	Issue steel member/tonnage, connection, bracing, coating and erection documentation for fabricator quotation.
R-13	**Electrical, Lighting, Data & Security**	REDACTED	REDACTED	REDACTED	**+395,580.00**	Issue coordinated loads, points, lighting, data/security and external-lighting design for trade quotation.
R-15	**Hydraulic, HWS & Trade Waste**	REDACTED	REDACTED	REDACTED	**+253,500.00**	Select HWS capacity/energy source and the trade-waste device, then obtain an installed hydraulic quotation.
R-09	**Envelope, Openings & Roof Drainage**	REDACTED	REDACTED	REDACTED	**+224,587.20**	Issue coordinated elevations, opening and roof-drainage schedules; replace gross wall carriers with measured net areas.
R-07	**Concrete Foundations & Slabs**	REDACTED	REDACTED	REDACTED	**+220,000.00**	Issue foundation/slab design, reinforcement schedules and loading criteria for concrete trade pricing.
R-03	**Clearing, Demolition & Earthworks**	REDACTED	REDACTED	REDACTED	**+163,680.00**	Close volumes, material classification, haul distance, disposal route and retaining design before trade award.
	Total upward movement carried by these eight				**+2,641,673.20**	

All values are direct construction, before builder's margin and GST. These bands form part of the estimate corridor on sheet 11 — they are not separate contingencies.

HOW TO READ THIS REGISTER

Each line is a package whose upper band sits materially above base. The upward-movement column is what it could add if design resolves unfavourably in a tight market — the exposure a builder would otherwise cover with a qualification. Together these eight carry REDACTED or 81.6% of the total upward exposure.

Note what the register does *not* contain: no market escalation line, no general contingency, no allowance for the unknown. Every exposure is attached to a named package and a named missing document.

THE TWO THAT DOMINATE

Fire systems carries REDACTED on a base of REDACTED — the largest single exposure, entirely a consequence of the fire strategy not being issued. **Project controls** carries REDACTED driven by the accepted site period rather than any construction quantity, and is the only line that closes through a programme rather than a design.

Movement runs both ways. Envelope is measured on gross wall faces pending an opening schedule, so confirmed openings move it toward REDACTED Risk closure here is as likely to release value as to consume it.

06 Likelihood and impact

Impact increases left to right; likelihood decreases top to bottom. The hot corner is top right, and the bands are scaled to this project rather than to a standard template.

LIKELIHOOD / IMPACT MATRIX

	IMPACT UNDER REDACTED	IMPACT REDACTED – REDACTED	IMPACT OVER REDACTED
LIKELY	**R-09** envelope		**R-01** project controls
POSSIBLE	**R-07** foundations	**R-13** electrical	**R-14** fire systems **R-08** portal frame
UNLIKELY	**R-03** earthworks	**R-15** hydraulic	

Impact bands are the disclosed upward movement of each package, scaled to this project's direct construction position of REDACTED A single set of fixed dollar thresholds would collapse most of this register into one cell and tell the reader nothing.

READING THE REGISTER

Placement ranks where commercial management attention should go; it does not restate the money. The quantified bands on sheet 26 remain the monetary expression, and nothing in this matrix adds to any total.

Only project controls sits in the hot corner. It is both the most likely to move — a programme that extends is the most common commercial outcome on any project — and among the largest in impact. It is also the one that closes fastest, because it needs a programme rather than a design.

Fire systems and structural steel carry larger or comparable impact but are assessed as possible rather than likely, because both close cleanly on a single document release. Envelope is judged likely to move but modest in impact, and its likely direction is downward: gross wall faces reduce as openings are confirmed.

The lower row is not an invitation to ignore those packages. Earthworks and hydraulic are assessed as unlikely to move only because their scope is comparatively well bounded — earthworks becomes a different proposition if the geotechnical investigation classifies material unfavourably.

Response. Prioritise design issue and quotation for project controls, fire, structural steel and industrial electrical before scope or price is fixed. Those four decisions govern the majority of the corridor.

HOW LIKELIHOOD WAS ASSESSED

ASSESSMENT	WHAT IT MEANS ON THIS PROJECT
Likely	The package is expected to move because the information that fixes it is routinely issued late, or because it is deliberately measured conservatively today.
Possible	The package moves only if a specific decision resolves unfavourably — a strategy selection, a design outcome or a market condition at tender.
Unlikely	The scope is comparatively well bounded and a single identified confirmation would settle it.

Likelihood is a professional judgement about the information pathway, not a statistical probability. The impact axis is measured: it is the disclosed upward movement of each package.

06 Value engineering

PART 06 · VALUE

Value on this project is created by selecting scope and buying out exposure — not by deleting obligations. Every proposal below is quantified against the estimate itself.

OPTION SELECTION LEVER	ENVELOPE MEASUREMENT LEVER	COMPETITIVE TENDER LEVER
REDACTED	REDACTED	REDACTED
Inc GST · the difference between selecting Option 1 and Option 2	Direct · movement to the low envelope band once openings are confirmed	Direct · movement to the low band across fire, steel and electrical

REF	PROPOSAL	QUANTIFIED EFFECT	BASIS AND CONTROL
VE-01	**Select Option 1 rather than Option 2** where the operational storage, office and solar requirements do not justify the broader position.	REDACTED inc GST	Exact difference between the two compiled positions at base. An owner decision, not a design change — the common works are identical either way.
VE-02	**Issue the opening schedule** so that gross external wall faces can receive dimensioned deductions instead of being carried at their conservative maximum.	REDACTED direct, ex margin/GST	Movement from the base envelope position of REDACTED to its disclosed low band of REDACTED Realised by measurement, not by scope reduction.
VE-03	**Tender fire, portal-frame steel and industrial electrical after coordinated design** rather than pricing them from bounded allowances.	REDACTED direct, ex margin/GST	Combined movement to the disclosed low bands: fire REDACTED steel REDACTED electrical REDACTED Requires design issue first.
VE-04	**Coordinate the roof-over and awning alternative** against the Option B covered-storage roofs before any selection, so that no roof plane is priced twice.	REDACTED direct · band REDACTED REDACTED	A separate compiled selection is required. This is protection against double payment rather than a saving; the value is realised by not committing twice.

HOW TO READ THE QUANTIFIED EFFECTS

VE-02 and VE-03 are movements *within* the disclosed corridor, not reductions below the estimate. They describe what the base position becomes when measurement replaces conservatism and competitive tendering replaces provisional allowances. They are not additive beyond the packages named, and they are not guaranteed — a tight market can hold a package at base or above.

VE-01 is different in kind: an exact arithmetic difference between two compiled positions, available today and entirely within the customer's control. It is the largest single lever on the project by a wide margin.

WHAT IS NOT AVAILABLE AS VALUE ENGINEERING

Statutory obligations, the fire strategy, accessibility provisions and essential system requirements are not deletions available to this project. They are resolved through design and competitive package procurement, not by removal.

Nor should the disclosed provisional allowances be trimmed as a cost-saving exercise. They are bounded, non-zero positions held deliberately against absent design. Reducing them without the design does not save money — it moves the exposure into the contract as a variation.

THE ORDER OF VALUE

Record the option decision first, because it sets the scope for everything else. Then issue design — the opening schedule and the structural set are the two cheapest documents with the largest commercial consequence. Then tender competitively. In that order, each step makes the next one worth more.

07 Decisions schedule

PART 07 · DECISIONS

> **Fourteen decisions, ranked by the money each one governs. This is the single page to work from — everything else in the report supports it.**

TIER	REF	DECISION OR DOCUMENT TO ISSUE · RESPONSIBLE PARTY	REQUIRED BY	MONEY GOVERNED	WHY IT MATTERS
T1	D-01	**Record the option selection — Option 1 or Option 2** Owner	Before the civil package is frozen	REDACTED inc GST	Sets civil, structural and electrical scope downstream.
T1	D-02	**Issue structural design, steel tonnage and member schedules, connection details, coating and erection plan** Structural engineer	Before contract pricing is frozen	REDACTED direct	The two largest packages, priced without issued design.
T1	D-03	**Issue the fire strategy and fire-services design; allocate certification and integrated-testing responsibilities** Fire engineer / certifier	Before fire procurement	REDACTED direct	Largest single upward exposure, at REDACTED of movement.
T1	D-04	**Issue coordinated electrical, hydraulic and mechanical designs with load and point schedules** Services engineers	Before services procurement	REDACTED direct	The three widest proportional bands in the estimate.
T2	D-05	**Commission an existing-conditions survey and a geotechnical investigation** Owner	Before earthworks and foundation design	REDACTED direct	Neither exists; they govern volumes, spoil and foundations.
T2	D-06	**Issue the opening and wall schedules so cladding deductions can be measured** Architect	Before envelope trade award	REDACTED direct	Measured gross today; openings move it down by up to REDACTED
T2	D-07	**Issue the construction programme, site establishment plan and resourcing schedule** Builder	Before contract sum agreement	REDACTED direct	Tests the 39-week basis; REDACTED of movement.
T2	D-08	**Confirm earthworks volumes, material classification, haul distance and disposal route** Civil / geotechnical	Before earthworks trade award	REDACTED direct	Spoil classifying out of clean fill moves this to its upper band.
T2	D-09	**Select and size the permanent stormwater quality-control device** Civil / hydraulic engineer	Before civil trade award	REDACTED direct	Also fixes the civil / hydraulic package boundary.
T3	D-10	**Confirm high-voltage quotation currency, separate the adjoining SAMPLE works, and confirm exclusions and the authority / customer split** Owner / electrical contractor	Before electrical procurement	REDACTED direct	Best-evidenced package; questions are administrative.
T3	D-11	**Confirm whether the roof-over and awning alternative is separate scope or part of a selected option** Owner / architect	Before any roof-over selection	REDACTED direct	Protects against pricing overlapping roof planes twice.
T3	D-12	**Issue a mutually exclusive signage schedule allocating every sign once** Architect / civil designer	Before signage procurement	REDACTED direct	Prevents signage being carried in two packages.
T3	D-13	**Update the consultant title blocks to the registered deposited plan for SAMPLE** Owner / architect / civil designer	Before contract documents issue	Contract integrity	SAMPLE is confirmed; two title blocks still carry the parent deposited plan.
T3	D-14	**Obtain written applicability determinations for the insurance-premium and contribution obligations** Certifier / insurer / Council	Before contract execution	Non-money obligations	Removes contract ambiguity at no cost.

Tier 1 · Critical — D-01 to D-04 govern the option scope, the two largest packages and the fire strategy; until these close, no package should be awarded and no contract sum agreed. **Tier 2 · Major** — D-05 to D-09 close measurable quantity exposure and validate the programme basis. **Tier 3 · Control** — D-10 to D-14 protect against double counting, contract-identity error and statutory ambiguity.

"Money governed" is the direct construction value of the packages a decision controls, or the inc-GST difference where the decision is a

07 Information requests

Twenty-three open questions close the estimate's live edges. These twelve are the commercial and design questions that must be answered before packages go to market.

REFERENCE	QUESTION TO BE ANSWERED	RESPONSIBLE PARTY	REQUIRED BY
RFI-01	Confirm civil issue adoption, spoil classification, tipping facility and any separate imported fill requirement.	Civil engineer / earthworks contractor	before earthworks trade award
RFI-02	Issue the room-finish schedule and confirm vinyl, carpet, polished concrete and wet-area finishes plus preparation across the 144 m² office and staff footprint.	Architect / client	before floor-finishes trade award
RFI-03	Obtain a renewed correctly addressed composite solar/battery quote, confirm STC treatment and battery selection, and preserve one complete installed boundary.	Solar supplier / client	before Option B acceptance
RFI-04	Confirm amended-plan approval, selected hardstand option, roadbase/storage extents and pavement build-up; obtain compatible industrial pavement pricing.	Civil engineer / client	before civil trade award
RFI-05	Issue the roof-drainage schedule and confirm roof outlets, gutters, downpipes and below-ground discharge boundaries once each.	Hydraulic engineer / roofer	before roof/hydraulic trade award
RFI-06	Issue Option B structural, slab and roof design with slope/overhang geometry and confirm reciprocal package exclusions.	Structural engineer / client	before Option B acceptance
RFI-07	Confirm acceptance and the current revision of the high-voltage quotation, identify and separate the portion serving the adjoining SAMPLE and reconcile each stated exclusion to a separate carrier.	Client / electrical contractor	before electrical procurement
RFI-08	Provide the existing vegetation/survey plan and measured clearing/strip limits, including retained vegetation and topsoil reuse.	Civil engineer / surveyor	before clearing
RFI-09	Confirm construction skip exchange frequency and operational bin/enclosure requirements; recurring operational collections remain owner operating cost.	Waste consultant / operator	before waste package award
RFI-10	Obtain certifier, insurer and Council confirmation that the home-building compensation regime and the separate development contribution do not apply to this Class 5–8 development.	Certifier / insurer / Council	before contract execution
RFI-11	Issue the opening schedule and confirm the personnel door, large door and window assembly counts; measured counts remain separate from rate selection.	Architect	before openings trade award
RFI-12	Issue wall/opening schedules so gross external wall carriers can receive dimensioned opening deductions and internal lining/soffit/parapet extents can be confirmed.	Architect / structural engineer	before envelope trade award

THE FOUR THE CUSTOMER ANSWERS PERSONALLY

- Select Option 1 or Option 2, and record the decision.
- Confirm the roof-over and awning alternative remains a separate later selection.
- Update the consultant title blocks to the registered deposited plan for SAMPLE
- Authorise the priority trade tenders on sheet 32.

None requires a consultant and none costs anything, yet between them they unlock the design and tender work that closes the rest of the register.

HOW THESE QUESTIONS WERE FRAMED

Each question names the party who can answer it and the event it must precede: a request without an owner and a deadline is a note, not a control. Where a question is open, the affected position is held as a bounded, non-zero allowance rather than excluded — the alternative produces a lower headline number and a worse outcome.

07 Quotation plan

PART 07 · PROCUREMENT

> **A targeted quotation plan is worth more than a generic uncertainty allowance. Take the largest design-dependent packages to market first.**

ORDER	REF	PACKAGE	BASE DIRECT	PROCUREMENT ROUTE	QUOTATION OR CONFIRMATION REQUEST
01	PKG-08	**Structural Steel & Main Roof**	REDACTED	Early structural steel tender LONG LEAD	Issue tonnage, connection, bracing, coating and erection documentation
02	PKG-07	**Concrete Foundations & Slabs**	REDACTED	Structural concrete tender LONG LEAD	Issue foundation and slab design, reinforcement schedules and loading criteria
03	PKG-01	**Preliminaries & Project Controls**	REDACTED	Builder-controlled preliminaries	Confirm the programme, site establishment plan and supervision resource
04	PKG-09	**Envelope, Openings & Roof Drainage**	REDACTED	Envelope trade tender LONG LEAD	Issue elevations and opening/roof-drainage schedules; measure net wall areas
05	PKG-14	**Fire Systems & Certification**	REDACTED	Specialist fire tender LONG LEAD	Issue the fire strategy and system design; obtain specialist quotations
06	PKG-04	**Civil Pavements, Access & Landscape**	REDACTED	Civil trade tender after option selection	Select the option, then issue the pavement, access and landscape package
07	PKG-03	**Clearing, Demolition & Earthworks**	REDACTED	Measured civil trade tender	Close volumes, material class, haul distance, disposal route and retaining design
08	PKG-11	**Racking & Signage**	REDACTED	Specialist supplier quotations LONG LEAD	Obtain supplier layouts, anchorage design and quotations; allocate signage once
09	PKG-13	**Electrical, Lighting, Data & Security**	REDACTED	Electrical design-and-tender LONG LEAD	Issue coordinated loads, points, lighting, data/security and external lighting
10	PKG-15	**Hydraulic, HWS & Trade Waste**	REDACTED	Hydraulic trade tender LONG LEAD	Select HWS capacity and the trade-waste device; obtain an installed quotation
11	PKG-12	**High Voltage Supply & Substation**	REDACTED	Specialist electrical quotation LONG LEAD	Confirm quotation currency, lot applicability and the authority/customer split
12	PKG-05	**Stormwater, Drainage & Utilities**	REDACTED	Civil/hydraulic coordinated tender LONG LEAD	Select the stormwater-quality device; reconcile discharge boundaries
13	PKG-10	**Internal Fitout, Finishes & Accessibility**	REDACTED	Fitout trade tender	Issue room-finish, reflected-ceiling and accessibility schedules
14	PKG-02	**Design, Certifier & Survey**	REDACTED	Consultant proposals LONG LEAD	Issue consultant scopes; obtain fixed proposals against the construction set
15	PKG-06	**Waste Facilities & Management**	REDACTED	Waste contractor quotation	Confirm skip exchange frequency and the operator's enclosure requirement
16	PKG-16	**Mechanical Interface**	REDACTED	Mechanical quotation LONG LEAD	Issue the mechanical design and equipment schedule for specialist quotation

Base values are direct construction, before builder's margin and GST — the layer at which a returned trade price compares directly.

Why this order. The sequence follows the money each package carries, whether it is long-lead, and whether its design can be issued early. Structural steel leads on all three; concrete follows immediately, because the same release serves both.

What each tender must return. An installed lump sum against a coordinated issue, with stated exclusions, lead times, deposits and commissioning obligations. A supply-only rate with installation left open is not a comparable price.

The test on return. Compare each price with its disclosed low-to-high band on sheets 13 and 14. Inside confirms the estimate; outside is worth investigating before award — better found at tender than at variation.

Project controls appears third although it does not go to market: the builder's programme must be issued alongside the first tenders, or the preliminaries position cannot be tested against anything real. The companion workbook provides one quotation-return schedule per named package.

08 Assumptions and exclusions

PART 08 · BASIS

Assumptions are bounded and paired with the action that closes them. Exclusions are stated so that nothing is quietly deleted and later recovered as a variation.

PRINCIPAL ASSUMPTIONS

External carrier

The common position carries 7,283 m² of gravel hardstand before any option displacement.

Closed by: the option selection and one coordinated pavement drawing

Preliminaries duration

39 site weeks informs the preliminaries pricing only. No programme has been issued or accepted.

Closed by: the builder's issued construction programme

Margin and tax treatment

Builder's margin is applied to the 84 selected common construction rows; GST is applied after margin to the resulting ex-GST position.

Closed by: contract execution on the agreed commercial terms

Supplied quotations

Adopted subject to confirmation of current project identity, address, scope and validity period.

Closed by: written confirmation from each quoting party

Statutory boundary

Physical utility and connection work is construction scope where selected; the associated authority charges are not estimate money.

Closed by: written applicability and fee advice from each authority

Measurement direction

Where design is absent, quantities are measured conservatively in the direction that protects the customer — notably gross external wall faces pending an opening schedule.

Closed by: the issued opening and wall schedules

PRINCIPAL EXCLUSIONS AND SEPARATE SELECTIONS

- **The roof-over and awning alternative** — excluded from both options; requires a separate coordinated selection and a fresh compiled case.
- **Statutory fees, levies, contributions, premiums and authority charges** — disclosed as obligations on sheet 23; excluded from estimate money.
- **Recurring operational waste collection** — an owner operating cost, not construction cost.
- **The unselected option** — Option 1 and Option 2 are mutually exclusive; only one can be carried into contract.
- **Changes after the supplied basis** — unconfirmed changes to lot or title, design, or option geometry beyond the documents in the register on sheet 33.
- **Land, finance, legal, holding and operating costs** — unless expressly represented by a selected construction row.
- **Escalation beyond the disclosed corridor** — no separate escalation allowance is carried; market movement is expressed through the package bands.
- **Contingency** — no general contingency line is carried. Exposure is expressed as disclosed package bands and named risks, which is more useful and more honest than a single percentage.

Change control. A material change to scope, quantity, rate, margin, tax or statutory treatment requires the estimate to be updated and the customer surfaces reissued together, so that the report, the bill of quantities and the procurement workbook never disagree.

08 Reliance and methodology

PART 08 · BASIS

A structured estimate for option selection, grant submission, procurement planning and commercial control — not a substitute for final design or trade contracts.

HOW THE THREE DELIVERABLES RELATE

THIS REPORT

Explains

Positions, narrative, package boundaries, risk, value, decisions and reliance.

↔

BILL OF QUANTITIES

Enumerates

84 selected rows with quantities, rates, boundaries and source references.

↔

PROCUREMENT WORKBOOK

Asks the market

16 named packages with scope briefs and quotation return schedules.

COMMERCIAL QUESTION	PRIMARY BASIS	WHERE IT IS ANSWERED
Common and option positions	Builder's brief, amended site plan and the compiled selected cases	Sheets 03–05, 22
External pavement	Amended site plan and architectural set	Sheets 04, 22 · civil package
High voltage and substation	Network preliminary design and the supplied specialist quotation	Sheet 18 · statutory register
Fire systems	Brief and consent; final strategy still required	Sheets 19, 26, 31
Trade procurement	Selected bill rows and package boundaries	Sheets 13–21, 32 · workbook

RELIANCE

This estimate has been prepared from the supplied information identified in the document register on sheet 33 and the commercial assumptions stated on sheet 34. It should be read as a whole, together with the bill of quantities and the procurement workbook. No part of it should be extracted and relied upon in isolation.

Trade awards and contract execution require coordinated issued information, current returned quotations, and the customer's recorded option decision. The positions in this report are estimate positions: they are complete, internally consistent and traceable, and they are not contract prices.

Approximately 42.09% of the common direct construction position rests on bounded provisional allowances rather than returned market prices. That is disclosed deliberately, it is normal at this stage of an industrial project priced before design closure, and every one of those positions carries a named replacement action in this report.

EstiFlow Estimates Pty Ltd provides estimating and commercial documentation services. This report does not replace architectural, engineering, certification, legal, planning or specialist advice, and it does not certify compliance with any statutory requirement.

All amounts are Australian dollars. Package values exclude builder's margin and GST unless expressly stated; headline selectable positions are stated including GST.

08 Next actions

PART 08 · CLOSE

> **Choose the operating model, close the design that governs the largest packages, then buy them out competitively. In that order.**

01 · Select

Record **Option 1 — Base** at REDACTED or **Option 2 — Common + Option B** at REDACTED including GST. Confirm the roof-over and awning alternative stays a separate later decision.

02 · Coordinate

Commission the survey and geotechnical investigation, then issue the structural design, the opening schedule, the fire strategy and the coordinated services designs identified on sheet 29.

03 · Tender

Take structural steel, concrete, envelope, fire and industrial electrical to market in the order on sheet 32, using the companion procurement workbook to compare returns against the package bands.

Option 1 — Base	base, inc GST	REDACTED
Option 2 — Common + Option B	base, inc GST	REDACTED

WHERE THIS PROJECT STANDS

The commercial structure is complete and ready for a disciplined next round. Both selectable positions are whole projects, compiled independently, with every one of the 84 construction rows attributed to one of 16 named packages and package budgets tying to REDACTED of direct construction to the cent.

What remains open is not the estimate — it is the design. Structural, fire and services documentation would move a substantial part of the REDACTED of upward corridor to a returned price. That is the single most valuable investment available on this project today.

THE SEPARATION THAT IS THE CONTROL

This estimate is deliberately explicit about four different things: what is priced, what is selected, what is statutory, and what must be confirmed next. Keeping those four apart is what allows a builder to tender against it, a funder to assess it, and the customer to change one decision without disturbing the rest.

IMMEDIATE ACTIONS

#	ACTION	OWNER
01	Record the option decision in writing	Owner
02	Commission the existing-conditions survey and geotechnical investigation	Owner
03	Instruct the structural design and steel schedules	Structural engineer
04	Instruct the fire strategy and coordinated services designs	Fire and services engineers
05	Request the builder's programme, establishment plan and resourcing schedule	Builder
06	Issue the first tender package — structural steel	Builder

Prepared for SAMPLE SAMPLE SAMPLE · SAMPLE SAMPLE SAMPLE · 19 August 2026. Read with the companion bill of quantities and trade procurement workbook.