

# Prepare a tender with Presto

Process that a construction company can follow to prepare a tender with Presto, structuring the project estimate in an appropriate way to receive quotes from suppliers, obtaining the estimated cost and generating an offer with the desired markups, especially in international environments.

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id	A	B	C	D	E	F	G
17	11/1	*	C CONCRETEWORK				
18	11/1	*	Plain Poured Concrete ; Strength Class C25 ; as specified 03050				
19	11/1	E	Blinding	m <sup>2</sup>	5,00		
20	11/2	*	Reinforced Poured Concrete ; Strength Class C30 ; as specified 03050				
21	11/2	A	Beds ; 500 thick	m <sup>2</sup>	50,00		
22	11/2	B	Walls ; 1500 thick	m <sup>2</sup>	90,00		
23	11/2	*	Reinforcement ; as specified 032001.1 ; quantities calculated at 160kg/m <sup>3</sup>				
24	11/2	C	Bars ; straight or bent ; various diameters ; in situ concrete	t	23,00		
25	11/2	*	Shuttering ; as specified 03100 ; finish type CON 101				
26	11/2	D	Sides of foundations	m <sup>2</sup>	25,00		
27	11/2	E	Sides of walls ; cutting to profile ; curved work to defined radius	m <sup>2</sup>	120,00		
28	11/2	F	Returns to walls ; 1500 wide ; curved work to defined radius	m	4,00		
29	11/2	G	Returns to walls ; 1500 wide ; curved work to defined radius	m	8,00		
30	11/2	*	Sundries				
31	11/2	H	Surface finishes ; trowelling tops of slabs ; floor slab	m <sup>2</sup>	96,00		
32	11/2	J	Construction and control joints ; The Contractor is to allow for all construction and control joints as necessary in accordance with the specification and maximum pour sizes	Item	1,00		
33							
34	11/3	*	Sample Surface Finishes				
35	11/3	A	Sand blasting surfaces of concrete walls ; areas of 3 Nr differing grades	m <sup>2</sup>	55,00		
36	11/3	B	Bushhammering surfaces of concrete walls ; areas of 3 Nr differing grades	m <sup>2</sup>	45,00		
37	11/3	C	Polishing surfaces of concrete walls ; areas of 3 Nr differing grades	m <sup>2</sup>	40,00		
38	11/3	D	Extra over formwork for 'off form' finish to concrete walls	m <sup>2</sup>	25,00		
39							
40	411/1	*	BILL NO. 4.1 CONCRETE WORK				
41	411/1	*	CONCRETE WORK				
42	411/1	*	B12 Disposal				
43	411/1	A	Disposal of materials arising from pile boring	m <sup>3</sup>	541,00		
44	411/1	*	B12 Filling				
45	411/1	B	Marine Sand ; compacted subgrade ; filling to make up levels to Engineers Specification	m <sup>3</sup>	33.492,00		
46	411/1	*	Plain Poured Concrete ; as Engineers Specification Section 03000				
47	411/1	C	Concrete blinding ; Class C25 ; various thicknesses	m <sup>2</sup>	948,00		

Código	NutC	Resumen	CarPres	Ud	Pres	ImpPres
16		C CONCRETEWORK	1,00			0
18		Plain Poured Concrete ; Strength Class C25 ; as specified 03050	1,00			0
20		Blinding	5,00	m <sup>2</sup>		0
23		Reinforced Poured Concrete ; Strength Class C30 ; as specified 03050	1,00			0
25		Beds ; 500 thick	50,00	m <sup>2</sup>		0
27		Walls ; 1500 thick	90,00	m <sup>2</sup>		0
29		Reinforcement ; as specified 032001.1 ; quantities calculated at 160kg/m <sup>3</sup>	1,00			0
31		Bars ; straight or bent ; various diameters ; in situ concrete	23,00	t		0
33		Shuttering ; as specified 03100 ; finish type CON 101	1,00			0
35		Sides of foundations	25,00	m <sup>2</sup>		0
37		Sides of walls ; cutting to profile ; curved work to defined radius	120,00	m <sup>2</sup>		0
39		Returns to walls ; 1500 wide ; curved work to defined radius	8,00	m		0
41		Returns to walls ; 1500 wide ; curved work to defined radius	8,00	m		0
43		Sundries	1,00			0
45		Surface finishes ; trowelling tops of slabs ; floor slab	96,00	m <sup>2</sup>		0
47		Construction and control joints ; The Contractor is to allow for all construction...	1,00	Item		0
50		Sample Surface Finishes	1,00			0
52		Sand blasting surfaces of concrete walls ; areas of 3 Nr differing grades	55,00	m <sup>2</sup>		0
54		Bushhammering surfaces of concrete walls ; areas of 3 Nr differing grades	45,00	m <sup>2</sup>		0
56		Polishing surfaces of concrete walls ; areas of 3 Nr differing grades	40,00	m <sup>2</sup>		0
58		Extra over formwork for 'off form' finish to concrete walls	25,00	m <sup>2</sup>		0

From the documentation received to Presto

Of all the possibilities, each company will choose the ones that best fit its particular way of preparing the offer.

## Import to Presto

The documentation received to bid is usually scarce, poorly structured and standardized. It is usually an Excel sheet or even a PDF with irregularly coded work units, separating the trades by tabs, with few texts, global measurements and, of course, no project prices.

*Excel2Presto is a free Excel add-in specially prepared to convert these sheets into Presto projects.*

Check with RIB Spain for the custom import service or add-ons to import some international formats. Presto's possibilities for translating the documentation received can also be applied, which can greatly facilitate the preparation of the offer.

	Código	NatC	Resumen	CanPres	CanObj	Ud	Pres	Obj
-	<b>0</b>		<b>Presupuesto</b>	1	1		0	0
+ 1	<b>E04</b>		<b>CIMENTACIONES</b>	1	1		0	0
- 2	<b>E05</b>		<b>ESTRUCTURAS</b>	1	1		0	0
+ 2.1	E05AAT010		PILAR PERFIL TUBULAR CUADRADO RHS 250x12mm	20,00	20,00	m		
+ 2.2	E05HFA010		FORJADO VIGUETAS AUTORRESISTENTES 22+5cm, B-70 B.C	1.260,00	1.400,00	m2		
+ 2.3	E05HFI010		FORJADO IN SITU HORIZONTAL 22+5cm, B-70	20,00	20,00	m2		
+ 2.4	E05HFI040		FORJADO IN SITU HORIZONTAL 30+5cm, B-70	384,60	384,60	m2		
+ 2.5	E05HSA240		HORMIGÓN ARMADO HA-35/P/20/I PILAR ENCOF/CARTÓN	10,00	10,00	m3		
+ 2.6	E05PE050		ESCALERA H.A. TIPO C SIN ANGULAR PELDAÑEADA Y COM	10,00	10,00	u		
+ 2.7	E05PE090		ESCALERA H.A. RECTA SIN ANGULAR PELDAÑEADA	20,00	20,00	u		
+ 2.8	E05PM030		MURO H.A. AUTOPORTANTE e=35 cm h=6 m	96,40	120,00	m2		
+ 2.9	E05PM060		MURO SEMIPREFABRICADO DOBLE PARED e=30 cm h=3 m	313,25	313,25	m2		
+ 3	<b>E06</b>		<b>PIEDRA NATURAL</b>	1	1		0	0
+ 4	<b>E07</b>		<b>CERRAMIENTOS Y DIVISIONES</b>	1	1		0	0
+ 5	<b>E08</b>		<b>REVESTIMIENTOS Y FALSOS TECHOS</b>	1	1		0	0
+ 6	<b>E09</b>		<b>CUBIERTAS</b>	1	1		0	0
+ 7	<b>E11</b>		<b>PAVIMENTOS</b>	1	1		0	0

*Project in the study phase, with project and revised measurements, without prices*

We assume from now on that the work units are inserted in a Task Breakdown Structure, WBS, with quantities.

## Generate the cost target

In Presto all cost and time analyses are carried out on the cost objective or target, a price structure parallel to the received project estimate, so that the initial structure remains unchanged.

To generate the target, you can use "Processes: Objective: Generate". As there are no unit prices, breakdowns, or price analysis this process copies the project quantity of all the work units in the target quantity.

*If you are going to review the project measurement, the new quantities are entered as the target quantity. Otherwise, the same are maintained.*

In the contracting and payment system without remeasurement, the project measurement is used to estimate revenue and the target measurement to calculate costs.

Pres = CanPres x Pres

Obj = CanObj x Obj

In the case of remeasurement, on the contrary, the expected revenues are based on the adjusted measurement:

ObjPres = CanObj x Pres

*If it is not necessary to study the income and the cost separately, many of the following processes can be carried out working only with the project estimate.*

## Estimated cost analysis

The unit cost can be entered directly into the work unit, based on experience or by looking for similar work units in previous estimates and price tables.

It is also possible to create approximate or detailed price analyses, calculating the necessary components of labor, materials, and equipment, which can also be taken from predefined databases, with quantities and costs.

*The assignment of standard codes to the most common work units greatly facilitates the work of creating and using predefined cost databases.*

The structure of the target cost may be different from that of the project estimate, introducing new concepts or recasting work units, in order to generate the most appropriate cost structure for the contracting of the work, which is usually different from the one received. For example, indirect costs or non-billable ancillary means are introduced exclusively in the target.

All these processes are carried out with the usual Presto options, working on quantities and target prices, through the operations described below. The end result is an adequately structured estimate to receive bids from subcontractors and suppliers and for subsequent procurement, if any.

## Processes: Objective: Update decomposition

This option requires a database with predefined work units, oriented to contracting or execution. It can be done manually, choosing the most appropriate unit of work to those of the project, or automatically, by assigning codes.

Código	NatC	Resumen	CanPres	CanObj	Ud	Pres	Obj	ImpPres	ImpObj
E05HFA010		FORJADO VIGUETAS AUTORRESISTENTES 22+5cm, B-70	1.260,00	1.400,00	m2		51,03		71.442,00
O01OB010	👤	Oficial 1ª encofrador		0,350	h		19,46	0	6,81
O01OB020	👤	Ayudante encofrador		0,350	h		18,26	0	6,39
M02GT002	🚚	Grúa pluma 30 m./0,75 t		0,150	h		18,82	0	2,82
P03VA030	🧱	Vigueta D/T pretensada 18 cm 5,10/5,90 m (27,5 kg/m)		1,430	m		6,97	0	9,97
P03BC090	🧱	Bovedilla cerámica 60x25x22 cm		4,938	u		0,83	0	4,10
P03AM170	🧱	Malla 20x30x5 cm 1,284 kg/m2		1,200	m2		1,08	0	1,30
P01HA010	🧱	Hormigón HA-25/P/20/l central		0,067	m3		72,80	0	4,88
E04AB020	🧱	ACERO CORRUGADO B 500 S		1,800	kg		1,35	0	2,43
E05HFE010	🧱	ENCOFRADO FORJADO VIGUETA		1,000	m2		12,33	0	12,33

*Analysis of an objective cost taken from a reference*

## Processes: Objective: Merge items

When the source project contains several work units which are to be contracted and executed all at once, this option groups the work units for the cost target, without altering the project.

- 3	E03	RED DE SANEAMIENTO	1	1	0 5.610,00
+ 3.1	E03M010	Acometida a red de saneamiento en zanja, d < 8 m	1,00	1,00 ud	450,00
+ 3.2	E03ALA010	Arqueta a pie de bajante registrable de ladrillo, con tapa, de 38x38x50 cm	3,00	3,00 ud	
+ 3.3	E03ALR020	Arqueta registrable de ladrillo, con tapa, de 38x38x50 cm	1,00	1,00 ud	
+ 3.4	E03ALR040	Arqueta registrable de ladrillo, con tapa, de 51x51x65 cm	1,00	1,00 ud	
+ 3.5	E03ALS020	Arqueta sifónica registrable de ladrillo, con tapa, de 51x51x65 cm	1,00	1,00 ud	
3.6	E03AL	E03ALA010;E03ALR020;E03ALR040;E03ALS020	1,00	1,00	3.200,00
+ 3.7	E03ZLR010	Pozo de registro de ladrillo, D=80 cm, h=1 m	1,00	1,00 ud	560,00
+ 3.8	E03OEP005	Colector de PVC liso multicapa, encolado, D= 110 mm	13,00	13,00 m	
+ 3.9	E03OEP008	Colector de PVC liso multicapa, encolado, D= 125 mm	24,00	24,00 m	
+ 3.10	E03OEP130	Colector de PVC compacto, teja, 4 kN/m2, D=160 mm	16,00	16,00 m	
3.11	E03OEP	E03OEP005;E03OEP008;E03OEP130	1,00	1,00	1.400,00
+ 3.12	E03OEH010	Colector enterrado de hormigón en masa machihembrado, D=150	10,00	10,00 m	

*PVC manholes and collectors recast in two equivalent work units*

## Other operations with costs

These options are useful when project prices, as in Spanish public works, have breakdown or price analysis and detailed measurements.

*The options in the "Tools" menu alter both the project and the target, while those in the "Processes" menu act selectively.*

If you do not want to alter the project estimate, previously duplicate the affected work units, canceling the target price in one and the project price in the other, on which the desired operation will be applied.

## Tools: Work units: Split

This option is useful in work units with take-off lines with different specifications or costs based on some field or variable of the lines.

For example, in a façade that must receive different prices in each of its orientations Presto will generate four units of work and will keep in the original one the elements without orientation.

Espacio	Orientación	Comentario	N	Longitud	Anchura	Altura	Cantidad	CanPres
								619,86
Planta 1	Oeste	Planta 1 Servicios 8 Muro - Revestido madera		15,10	0,20	0,90	13,59	
Planta 1	Oeste	Planta 1 Servicios 8 Muro - Revestido madera		15,10	0,20	0,90	13,59	27,18
Techo	Sur	Techo Muro - Revestido madera		6,20	0,20	0,55	3,41	3,41
Planta 1	Este	Planta 1 Circulación 10 Muro - Revestido madera		19,82	0,20	3,90	77,30	77,30
Planta 1	Oeste	Planta 1 Servicios 8 Muro - Revestido madera		15,10	0,20	3,90	58,89	58,89
Planta 1	Oeste	Planta 1 Servicios 8 Muro - Revestido madera		15,10	0,20	0,90	13,59	
Planta 1	Oeste	Planta 1 Servicios 8 Muro - Revestido madera		15,10	0,20	0,90	13,59	
Planta 1		Planta 1 Circulación 10 Hall 105 Muro - Revestido madera - Inter		4,70	0,20	2,70	12,69	39,87
Planta 2	Norte	Planta 2 Terraza 12 SIP 202mm Muro - Revestido hormigón		19,70	0,20	3,30	65,01	
Planta 2	Sur	Planta 2 Circulación 16 SIP 202mm Muro - Revestido hormigón		19,70	0,20	3,50	68,95	
Planta 2	Norte	Planta 2 Terraza 12 SIP 202mm Muro - Revestido hormigón		19,70	0,20	0,30	5,91	
Planta 2	Norte	Planta 2 Terraza 12 SIP 202mm Muro - Revestido hormigón		19,70	0,20	0,30	5,91	
Planta 2	Norte	Planta 2 Terraza 12 SIP 202mm Muro - Revestido hormigón		19,70	0,20	0,30	5,91	151,69
Planta 1	Este	Planta 1 Circulación 10 Muro - Revestido madera		19,82	0,20	1,20	23,78	
Planta 1	Este	Planta 1 Circulación 10 Muro - Revestido madera		19,82	0,20	1,20	23,78	47,56
Planta 2	Norte	Planta 2 Terraza 12 SIP 202mm Muro - Revestido hormigón		19,70	0,20	0,30	5,91	
Planta 1		Planta 1 Circulación 10 Hall 105 Muro - Revestido madera - Inter		3,04	0,20	2,70	8,21	

*Take-off lines of a façade with different orientations*

## Processes: Objective: Restructure breakdown

	Elimina	Refunde
Mano de obra	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Maquinaria	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Material	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Otros	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Agrupar todos los elementos refundidos

*Restructuring of decompositions*

This option allows to merge or eliminate all the concepts of each nature in the price analyses, for example, to replace all the labor by a single subcontracted crew.

	Código	NatC	Resumen	CanPres	CanObj	Ud	Pres	Obj
- 4	<b>E07</b>		<b>CERRAMIENTOS Y DIVISIONES</b>	1	1		0	0
+ 4.1	E07CHB030		CERRAMIENTO H-M250+XPS130+YL15 (F 13.5)	619,86		m2		
+ 4.2	E07CHB030_		CERRAMIENTO H-M250+XPS130+YL15 (F 13.5)		79,29	m2		
+ 4.3	E07CHB030_Este		CERRAMIENTO H-M250+XPS130+YL15 (F 13.5)		196,60	m2		
+ 4.4	E07CHB030_Norte		CERRAMIENTO H-M250+XPS130+YL15 (F 13.5)		88,65	m2		
+ 4.5	E07CHB030_Oeste		CERRAMIENTO H-M250+XPS130+YL15 (F 13.5)		133,71	m2		
+ 4.6	E07CHB030_Sur		CERRAMIENTO H-M250+XPS130+YL15 (F 13.5)		121,61	m2		

*Separation for cost analysis*

## Processes: Objective: Breakdown items

This option allows you to break down a work unit into two or more based on the price analysis.

To do this, the user modifies of the target cost analysis keeping only the resources needed for first work item required. The option creates a new item with the difference between this cost analysis and the project price analysis. The process can be repeated successively.

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## Planning

The cost target can be periodized, assigning the quantities of each work unit to the months or phases in which its execution is foreseen.

There are several procedures to carry out this planning with the desired precision, to know the approximate dates of the different contracts and to analyze the financial needs, as described in other documents.

If this planning exists, the contracts described below can be split based on it.

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## Packaging

The cost target is the basis for requesting quotes from subcontractors and suppliers, creating contracts that group the elements supplied or executed by the same family of suppliers.

*In the ideal structure of an estimate the trades match the contracts necessary to execute the work. In this case, the chapters become contracts and the reclassification operations described below are not required.*

It is possible to create contracts and manually associate the desired supplies with them. However, the following procedures greatly speed up this process.

## Purchase lots

To automate the creation of contracts, you can assign to each concept that you want to buy or subcontract a group code or purchase lot. This group can be freely associated or can be taken from the contract table, which is an estimate that contains as chapters and subchapters predefined purchasing groups, facilitating selection and maintaining uniformity between the different works.

*The contract box is chosen under "File: Working Environment: Tables: Groups". With Presto, the contract table "Cuadro de proveedores" is provided as an example.*

The suggest box in the "Group" field of a concept displays a drop-down tree with the groups.

	Tag	Código	NatC	Info	Resumen	Nota
-	<input type="checkbox"/>	<b>0</b>			<b>T Base de datos de proveedores</b>	
+ 1	<input type="checkbox"/>	<b>M</b>			<b>MAQUINARIA Y MEDIOS AUXILIARES</b>	
- 2	<input type="checkbox"/>	<b>P</b>			<b>PRECIOS SIMPLES</b>	
- 2.1	<input type="checkbox"/>	<b>P01</b>			<b>MATERIALES BÁSICOS</b>	
+ 2.1.1	<input type="checkbox"/>	<b>P01A</b>			<b>ÁRIDOS</b>	
+ 2.1.2	<input type="checkbox"/>	<b>P01B</b>			<b>BLOQUES</b>	
+ 2.1.3	<input type="checkbox"/>	<b>P01C</b>			<b>AGLOMERANTES</b>	
- 2.1.4	<input type="checkbox"/>	<b>P01D</b>			<b>ADITIVOS</b>	
2.1.4.1	<input type="checkbox"/>	<b>A08445199</b>			BETTOR MBT, S.A.	
2.1.4.2	<input type="checkbox"/>	<b>A28062842</b>			SIKA, S.A.	
2.1.4.3	<input type="checkbox"/>	<b>B78607926</b>			QUIMIVISA, S.L.	
2.1.4.4	<input type="checkbox"/>	<b>A01132091</b>			BGB GIOVANNI BOZZETTO, S.A.	
2.1.4.5	<input type="checkbox"/>	<b>A08127698</b>			GRACE CONSTRUCTION PRODUCTS, S.A.	
2.1.4.6	<input type="checkbox"/>	<b>A45265642</b>			CHRYSO ADITIVOS, S.A.	
2.1.4.7	<input type="checkbox"/>	<b>A48058812</b>			FOSROC EUCO, S.A.	
2.1.4.8	<input type="checkbox"/>	<b>A80125495</b>			IBERMAPEI, S.A.	

*Table of predefined purchasing groups, with suppliers*

This table has several possibilities, depending on the concepts and information associated with each purchase group.

- If it contains the concepts that belong to the group, the option "Processes: Contracting: Filling in groups" assigns them automatically. It is not necessary to insert all the concepts of the group, but generic concepts whose codes have the same first characters.
- If it contains the supplier-type entities supplying its products, it will also be possible to search for suppliers suitable for the contracts of that purchasing group.
- If you include a text with conditions of purchase, this text will be added to the contracts generated with the group.

The target components to be executed by the company itself and any other of which the cost is already known can be grouped into internal lots, which do not need a quote.

### Create contracts

The process of creating contracts requires previously executing the option "Processes: Contracting: Calculating resources", which calculates the elements that need to be contracted, already classified in their respective lots.

Resources are considered all the elements necessary to execute the work, calculated from bottom to top. Concepts with a breakdown that you want to buy or outsource directly must be marked as supplies so that their lower-level concepts are not taken into account.

Por fases, agrupadas por:

Primer superior de tipo destino

Conceptos.Grupo

Conceptos.Proveedor

### Resource calculation breakdown options

The necessary resources can be grouped:

- Based in their higher-level concepts that have been marked as destinations or cost centers, which can be the same trades or chapters
- By the purchase group
- By a specific supplier, if they have been assigned to conceptss.

The "Resources" window allows you to analyze, check and previously modify the information so that the generated contracts are exactly the desired ones.

Contracts are created with "Processes: Contracting: Creating Contracts", which allows contracts to be separated into phases or creates a single contract. If the purchase group is listed in the contract box and contains text, it will be added to the contract.

Contratos												
Todos												
	Código	lt	la	Resumen	Fecha	Grupo	Proveedor	Obj	Exp	UsrNum		
								[1.220.106,80]	0			
1	P01	T		MATERIALES BÁSICOS	22/03/2012	P01		222.004,05				
2	P02			SANEAMIENTO, DRENAJE Y DEPURACIÓN	22/03/2012	P02		3.399,56				
3	P03			MATERIALES PARA ESTRUCTURA	22/03/2012	P03		135.914,14				
4	P04	T		REVESTIMIENTOS, PLACAS Y PANELES	22/09/2012	P04		8.529,27				
5	P06			MATERIALES IMPERMEABILIZANTES	22/03/2012	P06		27.115,40				
6	P07			MATERIALES AISLANTES	22/03/2012	P07		47.665,42				

Suministros P03 MATERIALES PARA ESTRUCTURA												
Todos												
	Código	NatC	lu	Resumen	FecIPlan	FecFPlan	CanObj	Ud	Obj	Precio	ImpObj	ImpCont
											[135.914,14]	
1	P03VA020			Vigue.D/T pret.18cm.4,0/5,0m(27,5kg/m)			10.489,20	m	4,91		51.501,97	0
2	P03BC160			Bovedilla cerámica 50x25x20			41.894,00	ud	0,74		31.001,56	0
3	P03AM180			Malla 30x30x6 1,446 kg/m2			61,20	m2	0,97		59,36	0
4	P03AM170			Malla 20x30x5 1,284 kg/m2			6.280,96	m2	0,73		4.585,10	0
5	P03AM070			Malla 15x30x5 1,564 kg/m2			4,14	m2	0,87		3,60	0
6	P03AM030			Malla 15x15x6 2,870 kg/m2			836,22	m2	1,46		1.220,88	0
7	P03AM010			Malla 10x10x5 3,087 kg/m2			491,56	m2	1,53		752,09	0
8	P03ALP010			Acero laminado S 275 JR			1.812,64	kg	0,75		1.359,48	0
9	P03ACC090			Acero corrugado B 500 S/SD pref.			3,79	kg	0,67		2,54	0

### Contracts and supplies obtained by purchasing groups

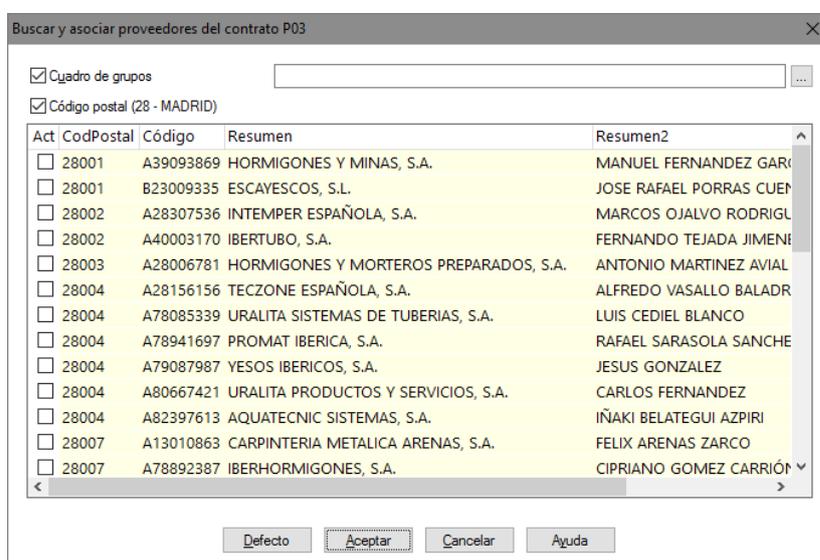
## Preparation of the tender

### Assigning suppliers to contracts

Suppliers can be associated manually, creating the corresponding entities and dragging them over the contract, in the "Contracts" window, or over their supply window.

If the purchasing groups box contains suppliers assigned to each group, automatic assignments can be made with the context menu option "Find and associate suppliers".

You can limit the search to those of the same zip code in materials or services in which proximity is necessary.



*Search and association of suppliers for the contract in the figure above*

### Sending and receiving price requests

Price requests can be exported as a work of Presto or in Excel sheets, with the information strictly necessary to bid.

The bidders fill in the unit prices, which are the only data that are considered in the import, so they do not affect the modifications made to the work or the Excel sheet sent.

Null prices and prices not offered "NA" are distinguished.

The price request can also be generated on paper, PDF or in a Word document, and then filled in by hand.

# Construcciones Casa S.A.

## SOLICITUD DE OFERTA

Construcciones Casa S.A.  
C/ Santo Tomás, 23  
28002 TORREJÓN DE ARDOZ  
MADRID

NIF: 63022965-D  
Teléfono: 915 715 686  
Fax: 915 715 001

## PROVEEDOR

HORMICEMEX S.A.  
HERNANDEZ DE TEJADA, 1  
28027 MADRID  
MADRID

NIF: A21008305  
Teléfono: 913 779 200  
Fax: 913 779 203

Les solicitamos su mejor oferta para la entrega de los siguientes suministros / servicios, conforme a las condiciones solicitadas.

### OBRA

0 Obra en fase de contratación

Nº de contrato: \_E05\_00\_01 ESTRUCTURAS

CÓDIGO	RESUMEN	CANTIDAD	UD	PRECIO
E05HA075	Zunchos planos con hormigón HA-25/P/20/1, con encofrado visto de madera	107,24	m3	
E05HA030	Jácanas de cueilgue con hormigón HA-25/P/20/1, con encofrado de madera	228,02	m3	
E05HFAD20	Forjado de vigueta automestente 20x5 cm, 60 cm entre ejes	6.280,96	m2	
E05HFA00_01	Formación de hueco en forjado con zuncho perimetral de atado	180,90	m2	
E05HLA030	Hormigón armado HA-25/P/20, encofrado en losas inclinadas de madera, 85 kg/m3	11,66	m3	
E05HBA010	Hormigón armado HA-25/P/20, en pilares, encofrado metálico, 80 kg/m3	205,11	m3	
E05AW040	Angular de 60 mm en remate	108,00	m	
E05AQ010	Dintel de hueco de chapa galvanizada, 250x4 mm	366,57	m	

Constructor	
Construcciones Casa S.A.	HORMICEMEX S.A.

TORREJÓN DE ARDOZ, 7 octubre 2013

Price request sent to each of the bidders

## Award of contracts

Presto generates all the necessary information to compare the quotes:

- Average prices of each supply
- Standard deviation of the different offers, which may indicate risks or difficulties in understanding the information offered
- The minimum theoretical price, combining the minimum prices of each supply

COMPARATIVO DE LAS OFERTAS DEL CONTRATO															
Obra en fase de contratación															
Contrato: E05_00_01	A21008305	A28006781	A39093869	A78892387	A78892450	B80407315	Referencia								
ESTRUCTURAS	HORMICEMEX, S.A.	HORMIGONES Y MORTEROS PREPARADOS, S.A.	HORMIGONES Y MINAS, S.A.	IBERHORMIGONES, S.A.	PREINCO, S.A.	HORMIGONES DEL ODON, S.L.	PRECIO	IMPORTE	PRECIO	IMPORTE	PRECIO	IMPORTE			
315,90 m2	Formación de hueco en forjado con zuncho perimetral de atado	290,00	91.611,0	293,00	92.568,70	324,00	102.361,60	356,00	112.460,40	392,00	123.832,80	292,00	92.242,80	42,00	13.267,80
107,24 m3	Zunchos planos con hormigón HA-25/P/20/1, con encofrado visto de madera	259,00	27.775,1	246,00	26.381,04	273,00	29.276,52	300,00	32.172,00	330,00	35.389,20	363,00	38.928,12	323,64	34.707,15
228,02 m3	Jácanas de cueilgue con hormigón HA-25/P/20/1, con encofrado de madera	36,00	8.208,72	34,00	7.752,68	38,00	8.664,76	33,00	7.524,66	46,00	10.488,92	51,00	11.629,02	272,63	62.165,09
6.280,96 m2	Forjado de vigueta automestente 20x5 cm, 60 cm entre ejes	40,00	251.236,00	38,00	238.676,48	42,00	263.600,32	No ofertado	No ofertado	56,00	351.733,76	37,76	237.169,05		
11,66 m3	Hormigón armado HA-25/P/20, encofrado en losas inclinadas de madera, 85 kg/m3	198,00	2.308,68	188,00	2.192,08	208,00	2.425,28	200,00	2.332,00	262,00	2.938,32	182,00	2.122,12	208,00	2.425,28
205,11 m3	Hormigón armado HA-25/P/20/1, en pilares, encofrado metálico, 80 kg/m3	193,00	39.586,2	183,00	37.635,13	180,00	36.919,80	223,00	45.739,53	245,00	50.251,95	270,00	55.379,70	202,98	41.633,23
108,00 m	Angular de 60 mm en remate	No ofertado	15,00	1.620,00	17,00	1.836,00	19,00	2.052,00	21,00	2.268,00	23,00	2.484,00	16,72	1.805,76	
366,57 m	Dintel de hueco de chapa galvanizada, 250x4 mm	14,00	5.131,98	13,00	4.765,41	15,00	5.498,55	17,00	6.231,69	12,00	4.398,84	21,00	7.697,97	15,40	5.645,18
	Suma		425.860,17		411.481,52		450.772,83		206.512,28		229.568,03		562.217,49		398.816,54
	Diferencia (referencia - oferta)		-27.041,63		-12.662,98		-51.954,29		190.306,26		169.250,51		-163.398,95		
	Porcentaje (diferencia / referencia)		-6,78		-3,18		-13,03		47,72		42,44		-40,97		
	Importe medio:		473.864,80												
	Importe mínimo:		409.253,94												

Comparison of offers. In green the lowest supply of each supply

The bids, once studied, are awarded according to the established criterion, passing the prices of the offer to the contract price, and replacing the target cost, if desired.

## Generation of the offer estimate

Once the cost objective has been obtained, the tender or sales estimate can be generated through the option "Processes: Objective: Generate", applying markups by natures.

Porcentaje a aplicar sobre los precios

140,00	<input checked="" type="checkbox"/>	Mano de obra
130,00	<input checked="" type="checkbox"/>	Maquinaria
125,00	<input checked="" type="checkbox"/>	Materiales
100,00	<input checked="" type="checkbox"/>	Otros y partidas alzadas

## Markups

### Assign a markup to each chapter

Since the cost and sale prices of each concept are independent, they can also be altered on a case-by-case basis, if desired.

For example, to apply different markups by trades, you can enter the value in a user numeric field, such as "UsrNum".

The estimate price is operated by an expression that multiplies the target cost by each markup:

$iif(\text{Concepts.NatX} == 0, \text{Concepts.Obj} * (\text{Concepts}[\text{Code} == \text{Relations.CodSup}].\text{UsrNum} / 100 + 1), \text{Concepts.Pres})$

The condition selects only the work unit type concepts, so the operation can be applied to the entire column of the "Pres" field.

Código	NatC	Resumen	CanPres	CanObj	Ud	Us...	Pres	Obj	ImpPres	ImpObj	ImpObjPres
<b>0</b>		<b>Presupuesto</b>	<b>1</b>	<b>1</b>			<b>3.036.105,04</b>	<b>2.880.569,63</b>	<b>3.036.105,04</b>	<b>2.880.569,63</b>	<b>3.047.892,49</b>
<b>E04</b>		<b>CIMENTACIONES</b>	<b>1</b>	<b>1</b>		<b>25</b>	<b>96.972,98</b>	<b>77.577,03</b>	<b>96.972,98</b>	<b>77.577,03</b>	<b>96.972,98</b>
E04CAM050		HORMIGÓN HA-25/P/40/1la CIM.V.MANUAL+ENCOFRADO	10,91	10,91	m3		258,61	206,89	2.821,44	2.257,17	2.821,44
E04LAG010		HORMIGÓN HA-25/P/20/I V.GRÚA LOSA	10,00	10,00	m3		310,14	248,11	3.101,40	2.481,10	3.101,40
E04PI170		PILOTE ENTUBACIÓN PERDIDA D=55cm CPI-5	676,50	676,50	m		134,59	107,67	91.050,14	72.838,76	91.050,14
<b>E05</b>		<b>ESTRUCTURAS</b>	<b>1</b>	<b>1</b>		<b>20</b>	<b>186.473,94</b>	<b>165.210,91</b>	<b>186.473,94</b>	<b>165.210,91</b>	<b>198.261,39</b>
E05AAT010		PILAR PERFIL TUBULAR CUADRADO RHS 250x12mm	20,00	20,00	m		189,10	157,58	3.782,00	3.151,60	3.782,00
E05HFA010		FORJADO VIGUETAS AUTORRESISTENTES 22+5cm, B-70 B.CE	1.260,00	1.400,00	m2		61,24	51,03	77.162,40	71.442,00	85.736,00
E05HFI010		FORJADO IN SITU HORIZONTAL 22+5cm, B-70	20,00	20,00	m2		56,22	46,85	1.124,40	937,00	1.124,40
E05HFI040		FORJADO IN SITU HORIZONTAL 30+5cm, B-70	384,60	384,60	m2		61,06	50,88	23.483,68	19.568,45	23.483,68
E05HSA240		HORMIGÓN ARMADO HA-35/P/20/I PILAR ENCOF/CARTÓN	10,00	10,00	m3		542,81	452,34	5.428,10	4.523,40	5.428,10
E05PE050		ESCALERA H.A. TIPO C SIN ANGULAR PELDAÑEADA Y COMPI	10,00	10,00	u		1.106,42	922,02	11.064,20	9.220,20	11.064,20
E05PE090		ESCALERA H.A. RECTA SIN ANGULAR PELDAÑEADA	20,00	20,00	u		863,34	719,45	17.266,80	14.389,00	17.266,80
E05PM030		MURO H.A. AUTOPORTANTE e=35 cm h=6 m	96,40	120,00	m2		136,18	113,48	13.127,75	13.617,60	16.341,60
E05PM060		MURO SEMIPREFABRICADO DOBLE PARED e=30 cm h=3 m	313,25	313,25	m2		108,65	90,54	34.034,61	28.361,66	34.034,61
<b>E06</b>		<b>PIEDRA NATURAL</b>	<b>1</b>	<b>1</b>		<b>25</b>	<b>6.761,93</b>	<b>5.409,56</b>	<b>6.761,93</b>	<b>5.409,56</b>	<b>6.761,93</b>
E06CCS050		CHAPADO CALIZA SAN VICENTE 2 cm C/CEMENTO COLA FLE	63,41	63,41	m2		96,00	76,80	6.087,36	4.869,89	6.087,36
E06CP100		CHAPADO PIZARRA VERDE ENCINA PULIDA 0,8-1 cm C/MOR	7,13	7,13	m2		94,61	75,69	674,57	539,67	674,57
<b>E07</b>		<b>CERRAMIENTOS Y DIVISIONES</b>	<b>1</b>	<b>1</b>		<b>18</b>	<b>354.253,50</b>	<b>300.211,68</b>	<b>354.253,50</b>	<b>300.211,68</b>	<b>354.253,50</b>
E07CHB030		CERRAMIENTO H-M250+XPS130+YL15 (F 13.5)	425,06	425,06	m2		86,59	73,38	36.805,95	31.190,90	36.805,95
E07HHA010		PANEL PREFABRICADO HORMIGÓN CERRAMIENTO GRIS VT	1.964,40	1.964,40	m2		84,56	71,66	166.109,66	140.768,90	166.109,66
E07HHA100		PANEL PREFABRICADO HORMIGÓN ARQUITECTÓNICO GRIS	1.242,94	1.242,94	m2		111,05	94,11	138.028,49	116.973,08	138.028,49
E07TYO050		TABIQUE ESTRUCTURA DOBLE 2x13+46X2+13X2+2ARENA 4	260,00	260,00	m2		51,19	43,38	13.309,40	11.278,80	13.309,40

Cost, offer with different markup for each trade and estimated total income

## Final margin check

Once the study is finished, the expected benefit is checked on screen or with the specific reports.

RESUMEN DE OBJETIVO						
Obra en fase de contratación						
CAPÍTULO	RESUMEN	IMPORTE			DIFERENCIA	
		Pres	ObjPres	Obj	ObjPres-Obj	%
E01	ACTUACIONES PREVIAS.....	4.990,54	4.990,54	3.492,97	1.497,57	30,01
E02	ACONDICIONAMIENTO DEL TERRENO.....	60.064,46	60.064,46	42.045,91	18.018,55	30,00
E03	RED DE SANEAMIENTO.....	6.497,77	6.497,77	4.553,14	1.944,63	29,93
E04	ORIENTACIONES.....	80.458,60	80.458,60	58.198,84	24.271,76	30,17
E05	ESTRUCTURAS.....	562.291,22	562.291,22	393.148,54	169.142,68	30,08
E07	CERRAMIENTOS Y DIVISIONES.....	346.811,44	346.811,44	243.030,79	103.780,65	29,92
E08	REVESTIMIENTOS Y FALSOS TECHOS.....	213.039,13	213.039,13	149.074,52	63.964,61	30,02
E09	CUBIERTAS.....	50.129,79	50.129,79	35.096,07	15.033,72	29,99
E10	ASLAMIENTO E IMPERMEABILIZACIÓN.....	113.572,80	113.572,80	79.494,78	34.078,02	30,01
E11	PAVIMENTOS.....	286.393,41	286.393,41	200.534,27	85.859,14	29,98
E12	ALICATADOS, CHAPADOS Y PREFABRICADOS.....	106.530,22	106.530,22	74.572,90	31.957,32	30,00
E13	CARPINTERÍA DE MADERA.....	172.516,35	172.516,35	120.841,72	51.674,63	29,95
E14	CARPINTERÍA DE ALUMINIO Y PVC.....	134.149,63	134.149,63	93.909,16	40.240,47	30,00
E15	CERRAJERÍA.....	42.832,28	42.832,28	29.981,18	12.851,10	30,00
E16	VIDRIERÍA Y TRASLÚCIDOS.....	24.951,80	24.951,80	17.483,48	7.468,32	29,93
E17	ELECTRICIDAD Y DOMÓTICA.....	152.583,50	152.583,50	106.742,40	45.841,10	30,04
E18	ILUMINACIÓN.....	47.594,21	47.594,21	33.317,24	14.276,97	30,00
E19	TELECOMUNICACIONES E INFORMÁTICA.....	32.841,04	32.841,04	22.895,96	9.945,08	29,98
E20	FONTANERÍA.....	69.166,67	69.166,67	48.437,03	20.729,64	29,97
E21	APARATOS SANITARIOS.....	87.915,33	87.915,33	61.542,10	26.373,23	30,00
E22	CALEFACCIÓN Y A.C.S.....	206.060,14	206.060,14	144.254,32	61.805,82	29,99
E23	AIRE ACONDICIONADO Y VENTILACIÓN.....	21.549,35	21.549,35	15.093,02	6.456,33	30,01
E25	ELEVACIÓN.....	53.763,64	53.763,64	37.634,60	16.129,04	30,00
E26	PROTECCIÓN.....	11.823,93	11.823,93	8.276,05	3.547,88	30,00
E27	PINTURAS Y TRATAMIENTOS ESPECÍFICOS.....	103.182,68	103.182,68	72.268,34	30.914,34	29,96
E30	EQUIPAMIENTO.....	2.257,43	2.257,43	1.580,23	677,20	30,00
U04	ÁREAS PEATONALES.....	3.500,71	3.500,71	2.451,65	1.049,06	29,97
U10	ILUMINACIÓN URBANIZACIÓN.....	2.568,49	2.568,49	1.798,15	770,34	29,99
U13	JARDINERÍA Y TRATAMIENTO DEL PAISAJE.....	6.485,40	6.485,40	4.543,62	1.941,78	29,94
<b>TOTAL SIN IVA</b>		<b>3.006.529,96</b>	<b>3.006.529,96</b>	<b>2.104.371,78</b>	<b>902.158,18</b>	<b>30,01</b>
Coste directo		3.006.529,96	3.006.529,96	2.104.371,78		
Costes indirectos 0,00%		0,00	0,00	0,00	0,00%	
Gastos generales 0,00%		0,00	0,00	0,00	0,00%	
Beneficio 0,00%		0,00	0,00	902.158,18	30,01%	
Baja 0,000000%		0,00	0,00			
IVA 10,00%		300.653,00	300.653,00	441.918,07	21,00%	
<b>TOTAL</b>		<b>3.307.182,96</b>	<b>3.307.182,96</b>	<b>2.546.289,85</b>		

### Profit margin, without indirect or overhead costs

The percentages of extra cost that affect the entire work, such as indirect costs, general expenses, risk and profit, can be incorporated globally into the estimate.

In the cost target, site and home overheads are added in specific chapters with the desired detail, which do not affect the project estimate.

<b>TOTAL SIN IVA</b>		<b>3.828.235,89</b>	<b>3.828.235,89</b>	<b>2.104.371,78</b>	<b>1.723.864,11</b>	<b>45,03</b>
Coste directo		3.006.529,96	3.006.529,96	2.104.371,78		
Costes indirectos 7,00%		210.474,99	210.474,99	0,00	0,00%	
Gastos generales 13,00%		418.210,64	418.210,64	0,00	0,00%	
Beneficio 6,00%		193.020,30	193.020,30	1.723.864,11	45,03%	
Baja 0,000000%		0,00	0,00			
IVA 10,00%		382.823,59	382.823,59	441.918,07	21,00%	
<b>TOTAL</b>		<b>4.211.059,48</b>	<b>4.211.059,48</b>	<b>2.546.289,85</b>		

### Summary applying different percentages to the project estimate and the target

And then, once studied in the greatest detail, the price imposed by the company management to be awarded the work is set.