

Before you price BIM.

Know the work. Understand the cost. Make sure your trade benefits.

Tick one: C = Confirmed ? = Clarify N = Not required by agreed scope

01 Read the scope before the rate.

A BIM requirement is work to price, not a blank cheque for more work.

Read the contract, specifications and BIM execution plan together. Record conflicting requirements for the responsible commercial team to resolve.

C	?	N
☐	☐	☐

Name each deliverable, its receiver, due date and acceptance criteria. Separate design responsibility from trade detailing.

C	?	N
☐	☐	☐

Check whether qualifications or exclusions are permitted. Submit scope questions before the question deadline; confirm the authorised change process.

C	?	N
☐	☐	☐

Identify who produces the information, who benefits and who pays. Agree the payment milestones and required evidence.

C	?	N
☐	☐	☐

02 Define what you are modelling.

Price the actual output. A detail label alone does not describe the effort.

List the systems, areas, geometry and information required. Include supports, openings and access clearances where they are in scope.

C	?	N
☐	☐	☐

Confirm the starting drawings or models, revisions, coordinates and delivery dates. Allow time to check whether supplied content is usable.

C	?	N
☐	☐	☐

Agree naming, units, file formats, model detail and checking rules. Test a sample with the person receiving it.

C	?	N
☐	☐	☐

Define record models and handover data, including COBie only when required. Price collecting, updating and checking that information.

C	?	N
☐	☐	☐

Use this with your estimator, detailer and project lead. Resolve unknowns through the permitted bid process before submitting a price. Do not record confidential project details here.

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03 Price coordination and change.

The meeting is only part of the work. Preparation, revisions and repeat checks take time too.

Allow for meeting frequency, preparation, model uploads, issue reviews and agreed review rounds. Avoid undefined ongoing support. C ? N
☐ ☐ ☐

Agree clash rules, tolerances and responsibility for resolving issues. Include installation sequence, service access and other trades' interfaces. C ? N
☐ ☐ ☐

Confirm when design decisions and other trades' inputs are needed. Record what late or incomplete inputs could affect. C ? N
☐ ☐ ☐

Agree how revised design, extra meetings and repeated exports are assessed and authorised. Record effects on hours, fabrication and programme. C ? N
☐ ☐ ☐

04 Separate coordination from fabrication release.

An accepted coordination model does not automatically authorise the shop to build.

Confirm who supplies and checks manufacturer content, fabrication configurations, services and specifications for the actual products being installed. C ? N
☐ ☐ ☐

List shop drawings, spools, cut lists, supports and machine outputs required. Identify checking, approvals and responsibility for engineering. C ? N
☐ ☐ ☐

Name the person authorised to release work for fabrication. Agree the approved revision and how later changes reach the shop and field. C ? N
☐ ☐ ☐

Allow for site verification, scans or surveys, layout and record updates where required. Confirm tolerances and responsibility for measurements. C ? N
☐ ☐ ☐

Use this with your estimator, detailer and project lead. Resolve unknowns through the permitted bid process before submitting a price. Do not record confidential project details here.

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05 Check the technology and the people.

A software licence is only one part of delivering the work reliably.

Confirm exact software and versions, including Revit, Navisworks or other specified tools. Separate authoring needs from viewing needs.	C	?	N
	☐	☐	☐

Identify who pays for licences, collaboration access, storage, hardware, add-ins and support. Include setup and project duration.	C	?	N
	☐	☐	☐

Check staff capacity, trade knowledge, training and review time. Test the exchange workflow before committing to an unfamiliar deliverable.	C	?	N
	☐	☐	☐

Agree permissions, model reuse, retention and security. Get permission before sending project information to external tools, including AI services.	C	?	N
	☐	☐	☐

06 Price the full effort. Keep the value.

Make the trade's benefit visible, and make the cost of providing it visible too.

Build hours for setup, modelling, coordination, fabrication outputs, checking, corrections, field support and handover. Identify allowances and limits.	C	?	N
	☐	☐	☐

Keep internal labour cost separate from the selling rate. Apply company overhead, risk and margin without counting the same cost twice.	C	?	N
	☐	☐	☐

Identify the trade's expected benefit, such as less rework or better installation planning. Name who will measure it and against what baseline.	C	?	N
	☐	☐	☐

Resolve open questions through the permitted bid process. Do not add prohibited qualifications or treat released hours as guaranteed profit.	C	?	N
	☐	☐	☐

Open question / responsible role / date needed / pricing effect

Have the commercial team check how scope and assumptions may be recorded. Do not add prohibited qualifications. A checked box is not a contract amendment or proof of approval.