Quote Gap Analysis

Roofing and roof access

Less time untangling quotes. More time to shine.

Illustrative roofing package · 10 BOQ lines · 4 subcontractors · all totals ex GST

> Demonstration data only. This is not a real tender or an award recommendation.

Comparison summary

SUB	QUOTED (EX GST)	COVERAGE	GAP LINES	INDICATIVE ADJUSTED	RATING
Sub B	$95,700	70% 5/10 lines	5	$111,100 indicative, excludes 2 unestimated items	Orange
Sub A	$122,250	81% 8/10 lines	2	$122,250 indicative, excludes 2 unestimated items	Yellow
Sub C	$132,000	90% 9/10 lines	1	$132,000 indicative, excludes 1 unestimated item	Orange
Sub D (inc GST, normalised)	$158,000	72% 6/10 lines	4	$170,900 indicative, excludes 2 unestimated items	Red

What this comparison tells us

Sub B has the lowest quoted total ($95,700) and the lowest indicative adjusted total ($111,100). It still has five gap lines and two items that cannot be estimated from the other quotes. Its adjusted figure is not a complete package price.

Hoisting and cranage is excluded by all four subs. Only Sub C prices the plant platform. Both need an explicit scope decision before award.

Sub C changes the anchor-point quantity from 24 to 18. Sub A has a $2,000 difference between its line sum and stated total. Sub D costs more than Sub C while covering less scope.

Decision status: clarification required

Do not award on these figures alone. Obtain confirmed scope, quantities and revised totals, then rerun the comparison. Review capability, specifications, programme and commercial terms separately.

Exceptions and clarifications

Eight alarms from the tool: two red, four orange and two yellow.

Red 2 alarms

High price, low coverage
Sub D costs more than Sub C yet covers less scope.

Orphan scope: line 9
Builder's work (hoisting and cranage): nobody priced this. The risk sits with the builder.

Orange 4 alarms

Cheapest, but with gaps
Sub B is the lowest at $95,700, but has 5 gap lines and 70% coverage. Indicative adjusted total: $111,100.

Lone pricer: line 8
Only Sub C priced Plant platform. The others excluded it or left it blank.

Quantity changed: Sub C, line 7
Sub C priced 18 no against the BOQ's 24 no.

Line outlier: Sub D, line 1
Sub D is well above the median for Roof sheeting supply and install ($108,000 vs $67,000).

Yellow 2 alarms

Mixed GST basis
Some quotes are GST inclusive and some exclusive. Inclusive prices have been divided by 1.1 so everything compares ex GST.

Maths check: Sub A
Sub A's lines add up to $122,250 ex GST, but the stated total is $124,250 ex GST (a $2,000 difference).

> Alarm colours identify matters to investigate. They are not approval or compliance ratings.

Detailed scope comparison

Line totals ex GST. “Ref” is the median reference used to estimate that gap.

LINE	QTY	SUB A	SUB B	SUB C	SUB D
1 Roof sheeting supply and install	850 m2	$68,000	$61,000	$66,000	**$108,000** HIGH OUTLIER
2 Insulation blankets	850 m2	$12,750	$11,900	$12,500	$15,455
3 Gutters and downpipes	120 m	$9,600	$8,400	$9,200	$11,364
4 Roof penetration flashings	14 no	$4,200	Excl ref $4,050	$3,900	Excl ref $4,050
5 Fixed roof access ladder	2 no	$7,800	$7,200	$7,500	$10,000
6 Roof walkway	60 m	$9,000	Blank ref $8,850	$8,700	Blank ref $8,850
7 Anchor points	24 no	$8,400	$7,200	$8,000 Qty 18	$10,000
8 Plant platform	1 item	Excl	Excl	$13,800	Excl
9 Builder's work (hoisting and cranage)	1 item	Excl	Excl	Excl	Excl
10 Certification and documentation	1 item	$2,500	Blank ref $2,500	$2,400	$3,182

How to read the adjusted figures

Sub B: $95,700 + $4,050 flashings + $8,850 walkway + $2,500 certification = $111,100. Plant platform and cranage remain unestimated.

Sub D: $158,000 + $4,050 flashings + $8,850 walkway = $170,900. Plant platform and cranage remain unestimated.

Sub A and Sub C have no added gap estimate: their remaining gaps do not have the two other priced references required by the default settings. An unestimated gap is not a zero-cost item.

Basis and limitations

Generated from the tool’s built-in roofing example using default settings. Indicative adjusted totals use the median of other subs’ prices for the same line. This does not reconcile quantity changes or confirm the meaning of inclusions, specifications or contractual scope.

> Prepared with F4PS Quote Gap Analysis. Indicative only. Clarify with subcontractors before award.

f4ps.com.au/tools/quote-gap-analysis