

AI FOR THE CONSTRUCTION INDUSTRY

Estimating & Bid Support

Where a chatbot earns its keep on pricing work — and where it will cost you money.

WHAT WE WILL DO

Watch it guess a material list

Sort the words from the numbers

Compare three bids

Find what a scope leaves out

Pricing a job is half words and half numbers.

Watch what happens when I ask it to do the numbers.

Open the packet on your phone or laptop now

Point your camera at the code. Everything you need to paste for the next two activities is on that one page — you will not have to retype anything.



Lot 14 Bid Packet

Sample bids, a scope of work,
and both prompts — all fictional.

WHAT YOU JUST WATCHED

It reads what you gave it. It guesses what you didn't.

IT READS WHAT YOU GAVE IT

- Reading a bid
- Comparing bids
- Finding what is missing
- Drafting the proposal

IT GUESSES WHAT YOU DIDN'T

- Measuring plans
- Counting materials
- Doing the math

On tasks outside its range, professionals using AI did **worse than professionals using no AI at all.**

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Compare three bids for the same job.

PASTE THIS, THEN PASTE THE BIDS

I received three bids for the same job. Make a table comparing them: total price, what is included, what is excluded, warranty, schedule, and anything one bid mentions that the others do not. Then list the questions I should ask each bidder before choosing. Do not add anything that is not in the bids; if something is not stated, write "not stated."

THEN ANSWER THESE THREE

- 1 Did it notice the missing thing?
- 2 Did it invent anything?
- 3 Would you put your name on it exactly as written?

Let the tool build the table. Then check the table against the bids — not the other way round.

What is missing before I can price this?

PASTE THIS, THEN PASTE THE SCOPE

Here is a scope of work I've been asked to price. List everything that is unclear, missing, or could change the price, as questions I would need answered before I could give a firm number. Group them by who would answer them (customer, designer, supplier). Do not answer the questions yourself.

WHAT TO EXPECT

It will find the holes fast, and it will find more of them than you expected.

It still cannot fill one of them.

Every question it hands you is still a phone call you have to make.

TAKE THESE WITH YOU

Three rules — and one test.

- 1 Never let it measure.
- 2 Let a spreadsheet do the math. Ask for formulas, not answers.
- 3 Strip company and customer names before you paste a bid.

THE TEST THAT COVERS ALL THREE

Only hand it work you can check faster than you could do it.

WILLING TO CHECK ITS WORK?

Change its job.

- 1 You measure. It applies your written rules. It never counts or scales.
- 2 Every number shows its source, rule and math, plus a list of its guesses.
- 3 A spreadsheet does the math. Ask for formulas, not answers.
- 4 Wrong turn? Start a fresh chat with everything in one message.

THE TEST STILL DECIDES IT

If you have to re-measure it all, it saved you nothing.

Starter prompt: faulknercob.com/apps/lot14 · “Now fix it: give it your rules”