



BID PROPOSAL CONSIDERATIONS

COST + QUALITY = VALUE

P-Tn 'Visual Documentation' offers value that goes beyond the bid price.

We routinely include alternate pricing of photographic or videotape documentation for our clients in situations where budget considerations take precedence over obtaining our traditional thorough coverage.

We will negotiate contract rates for clients that work exclusively with *P-Tn* for all their documentation, thereby reducing, or eliminating, the need for bid solicitation on every construction project.

PROFESSIONALISM + EXPERIENCE = LOWER RISK

None of our competitors can offer *P-Tn*'s thirty-five-plus years of experience.

Photographic and/or videotape documentation is your PROTECTION from unjust claims and litigation.

The cost is a reflection of time spent in the field ... and reduced time means less documentation protection,

Cutting corners on price or expertise translates to higher RISK during, or after, project construction.

Years of experience help *P-Tn* document more critical features per photo, or per video-hour.

COMPETITION & DEFICIENCIES

They may offer look-alike 'knock-offs' of our products, but there are important hidden differences ... beware that you now must take time to examine your photo/videos, to protect against deficiencies, like these:

VHS / DVD has been delivered as though they are the original recordings – you NEED your *originals!*

Typing summaries of photo/video descriptions in lieu of delivering the *original* FIELD logs and notes.

Creating recordings without *multiple* segmenting IN-THE-FIELD, requiring time-consuming video-clip searches. Failure to deliver film negatives (to guarantee digital integrity), or delivering digital image files instead of using film.

Photos or digital files delivered in an UN-useable form, without user-friendly photo-to-data reference materials.

Digital files of inadequate size or resolution; quality that may have been compromised using JPEG compression.

File names that are not unique, or actually contain the photo description, that can be *altered or overwritten*.

THESE TYPES OF DEFICIENCIES ARE PROFESSIONALLY INEXCUSABLE, BUT ALL TOO COMMON!

Receiving "lots of extra photos" on a job should be a point of concern, not praise; it may be an indication that their photographer does not understand what he *should* be photographing (so he shoots *everything*), or perhaps management lacks the judgment required to accurately calculate photo quantities.

Your video should 'flow' smoothly, with *constant descriptive narration* that describes the condition of the features appearing in the video – do you always know who's property is on screen, and the direction you are viewing?

MEETING MBE WBE - MINORITY CONTRACTING GOALS

This documentation may be your first (or only) line of defense against unfair damage claims and disputes.

If you are applying photo/video documentation costs to help meet your project's minority goals ... ask yourself if potential financial losses are worth a small additional cost for high-quality *P-Tn* 'Visual Documentation'.

Experience in the *construction* industry alone does not equal experience in *photography* or *videography*, nor does experience in photography or videotape assure expertise in *construction-based* documentation!

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