

THE ESTIMATING DESK · WHAT COMES BACK

This is the pack. Every page of it.

A complete, machine-audited estimate pack for a 1,400 m² NIA office fit-out — the same six deliverables that come back on every live package, shown in full so you can judge the work before you send us any of yours.

£1,362,900

TENDER TOTAL

£974/m²

UNIT RATE

23

TRADE SECTIONS

8 / 8

AUDIT CHECKS GREEN

2 days

TYPICAL TURNAROUND

Project Halcyon · Cat B Office Fit-Out · Level 4, One Exchange Place, Central London

DEMONSTRATION PACK — every figure is illustrative and every name, address and drawing number is fictional. Format and audit are the real thing.

[ALTURASCOPE.COM/ESTIMATING](https://alturascope.com/estimating)

NOT A NUMBER. A PACK YOU CAN DEFEND.

01 Six deliverables. On every pack, without exception.

Anyone can send you a total. What wins work — and protects the margin after you have won it — is being able to show exactly how the total was built, what it assumes, and which measurement on which drawing every quantity came from. This demonstration pack walks through all six deliverables for a fictional project, with the arithmetic left fully visible: every table reconciles to the tender total to the last figure.

01

Priced Schedule of Works

Every trade section, every line — quantities, rates and gross profit in the open.

p.03–04

02

Traceable Quantity Take-Off

Quantities measured on the drawing and linked to the line they price.

p.05

03

Margin Analysis

Gross profit by section, so the question becomes “where do I compete?”

p.06

04

The Machine Audit

Eight deterministic checks. The pack cannot be released while any is red.

p.07

05

A Stated Basis of Estimate

Documents priced, inclusions, exclusions, assumptions — on the record.

p.08

06

Client-Ready Bid Document

Your letterhead, your terms — white-labelled as standard.

p.09

The seventh deliverable doesn't fit on a page: **the working file itself**. The priced model behind this pack lives in a Vyntworks account set up in your name — open it, change a rate, and watch the totals move. The rate library we build along the way is yours and compounds with every job.

HOW TO READ THIS PACK

Figures in **linked** chips trace to a measurement drawn on a sheet; **cited** chips trace to a named document or a declared allowance. Nothing in the schedule is sourceless — that is not a style choice, it is enforced by the audit on p.07.

02 Priced Schedule of Works

#	SECTION	NET COST	GP	PRICE	£/M²
1	Surveys & Pre-construction	£5,525	15%	£6,500	£5
2	Design, Management & Fees	£40,970	15%	£48,200	£34
3	H&S / CDM	£9,180	15%	£10,800	£8
4	Strip Out & Demolition	£3,840	20%	£4,800	£3
5	Alterations & Builders Work	£2,240	20%	£2,800	£2
6	Partitions & Doors	£159,100	26%	£215,000	£154
7	Joinery	£76,320	28%	£106,000	£76
8	Ceilings & Bulkheads	£78,750	25%	£105,000	£75
9	Flooring	£86,250	25%	£115,000	£82
10	Kitchens & Teapoints	£85,120	24%	£112,000	£80
11	Washrooms	£4,484	24%	£5,900	£4
12	Decorations	£39,220	26%	£53,000	£38
13	Acoustics & Feature Graphics	£9,880	24%	£13,000	£9
14	Window Blinds	£27,300	22%	£35,000	£25
15	Fixtures & Fittings	£15,360	20%	£19,200	£14
16	Electrical (Power)	£99,120	16%	£118,000	£84
17	Lighting	£43,460	18%	£53,000	£38
18	Data & Structured Cabling	£48,720	16%	£58,000	£41
19	Fire Alarm	£32,760	16%	£39,000	£28
20	Security, Access & CCTV	£24,780	16%	£29,500	£21
21	HVAC	£97,750	15%	£115,000	£82
22	Plumbing & Drainage	£12,070	15%	£14,200	£10
23	Audio Visual	£68,880	18%	£84,000	£60
Tender total — full package		£1,071,079	21.4%	£1,362,900	£974

NOTHING HIDDEN BEHIND A TOTAL

Net cost, margin and price are shown for every section — not a black box with a figure at the bottom. Preliminaries are not a bolted-on percentage: they are carried in sections 1–3 and as declared line-level allowances, where you can see them.

BUILT THE WAY YOU PRICE

The section structure follows the trade breakdown your business already uses. Where the client demands a schedule of values or a defined breakdown, the estimate is built to produce it directly.

Rates reflect a Central London commercial fit-out basis. Every line behind these 23 sections is visible in the working file — the next page opens one section to line level.

03 Section 6 — Partitions & Doors, opened to line level

Every section in the schedule opens like this. Each priced line carries its quantity, its rate and its source: a linked line walks back to a measurement drawn on a sheet (see p.05); a cited line walks back to a named document or a declared allowance. This is the difference between a number and an answer.

DESCRIPTION	QTY	UNIT	RATE	TOTAL	SOURCE
Metal-stud partition, 100 mm, boarded & skimmed both sides, to 2.7 m	296	lm	£182.00	£53,872	TO-06 · centreline · GA-101 Rev C
Acoustic partition upgrade R _w 52, meeting suite	84	lm	£236.00	£19,824	TO-07 · centreline · GA-101 Rev C
Single-glazed partition, framed, 10 mm toughened	118	lm	£610.00	£71,980	TO-08 · centreline · GA-101 Rev C
Glazed double doorsets incl. ironmongery	6	nr	£2,950.00	£17,700	TO-09 · count · GA-101 Rev C
Solid-core timber doorsets, FD30, incl. ironmongery	14	nr	£1,180.00	£16,520	TO-09 · count · GA-101 Rev C
Acoustic focus pods (2-person)	2	nr	£8,400.00	£16,800	ER Spec §5.4 (stated quantity)
Deflection heads, junctions & skirting details	412	lm	£14.00	£5,768	TO-06/07/08 · aggregate
Protection & attendance on partition works	1	item	£4,850.00	£4,850	Method allowance — declared
Pattressing & in-wall blocking for joinery/AV	1	item	£7,686.00	£7,686	Coordinated w/ §7, §23
Section 6 total — price				£215,000	RECONCILES

Rates shown are price-to-client and illustrative. In the working file each line also carries its net cost and margin; totals here reconcile with p.03 and p.06 exactly.

04 Quantities are not typed in. They are measured.



A real sheet from a live pack, client details removed — the measured geometry exactly as it was saved on the job. On your pack, this is your drawing.

MEASURED ON THIS SHEET	TYPE	QUANTITY	PRICES INTO
Sheet vinyl rooms	area fill	160.9 m ²	Flooring
Carpet tile rooms	area fill	54.0 m ²	Flooring
Drylining — wall runs	run	156.2 lm	Drylining
Canopy soffits	area fill	13.1 m ²	Ceilings
Internal doorsets	count	10 nr	Doors
External doorsets	count	3 nr	Doors
Smoke detector heads	count	13 nr	Fire alarm
PIR switching	count	13 nr	Lighting
AC cassettes	count	3 nr	HVAC
MVHR units	count	4 nr	HVAC
Calibration checks	dim proof	3 dims	21,502 / 14,902 / 8,602 mm

11 of 34 measurement groups on the pack this sheet belongs to — 258 measured items across 6 calibrated sheets, every quantity linked to the line it prices. The dashed calibration checks re-measure the sheet’s own printed dimension strings before anything else is trusted.

When your client questions a quantity, the answer is a picture rather than an argument.

05 Where the job makes money — before you decide what to submit

TRADE GROUP	PRICE	GROSS PROFIT		GP £
Pre-construction (§1–§3)	£65,500		15.0%	£9,825
Enabling works (§4–§5)	£7,600		20.0%	£1,520
Fit-out trades (§6–§15)	£779,100		25.3%	£197,316
M&E & life safety (§16–§22)	£426,700		15.9%	£68,040
Audio visual (§23)	£84,000		18.0%	£15,120
Blended — full package	£1,362,900		21.4%	£291,821

Most outsourced estimating stops at the number, which leaves you asking “*is this right?*” A margin breakdown changes the question to “*where do I compete?*” — a commercial conversation, and a considerably better one to be having the night before a tender goes in.

READ

The self-delivered trades carry the margin

Fit-out trades run at 20–28% GP; the subcontracted M&E packages carry 15–16%. If price pressure comes, sharpening the M&E packages costs least margin per point of price.

MOVE

Move a number, watch the rest move

In the working file, change a rate, a quantity or a section margin and the totals and blended GP update as you type. Sharpen a trade to win the job and see exactly what it costs you.

Bids are lost on price. Margin is lost on omissions — which is what the next page exists to prevent.

06 Eight checks. Deterministic, not discretionary. All green — or it doesn't leave.

Before any pack leaves the desk, the platform runs a fixed set of automated checks across the estimate, the take-off and every document supplied. They are rules enforced by the system, not a reviewer's good intentions — and the job cannot be marked complete while any of them is failing. This report is issued with every pack. This is what it looked like for this one.

PROVENANCE

PASS

Every priced quantity has a source

58 priced lines — 41 linked to measurements, 17 cited to documents or declared allowances, 0 unsourced.

NO SILENT DROPS

PASS

Nothing excluded without a stated reason

3 exclusions, each with its reason on p.08. 2 unmeasurable items carried at zero, marked to be confirmed — visible, not vanished.

NOTHING UNREAD

PASS

Every document used or waived

8 documents received — 7 cited by quantities or decisions, 1 waived (furniture layout, information only, reason recorded).

MEASURE FIRST

PASS

Prices cannot exist before measurements

Take-off saved and timestamped before pricing began. The measurement is the basis of the price, not a justification after it.

ARITHMETIC SANITY

PASS

Totals checked against the drawings' own figures

Measured area 1,386 m² vs stated 1,400 m² — -1.0%, inside the 3% tolerance. No stop raised.

NO DOUBLE-COUNTS

PASS

The same space drawn twice is caught

6 sheets compared geometrically before measurement. 0 duplicate plates — no floor priced twice at two different scales.

UNITS

PASS

Dimensions have to agree

3 unit conversions in the estimate, each declared as a written assumption. No linear quantity quietly feeding an area rate.

DRIFT

PASS

Linked measurements re-checked at issue

All 41 measurement links re-verified at release. 0 lines priced from a measurement that later changed.

The audit is a quality gate on our workmanship. It does not replace your commercial review — every pack is also reviewed and signed off by a career estimator before release. The machine catches what a tired human misses at eleven at night; the human catches what no machine can know about your job, your client and your appetite for the risk in it.

07 The scope you priced is the scope on the record.

Documents priced — by number and revision

REF	REV	TITLE	STATUS
HAL-A-100	C	Level 4 — General Arrangement	Priced · take-off basis
HAL-A-101	C	Partition Types & Door Schedule	Priced · linked
HAL-A-200	B	Reflected Ceiling Plan	Priced · linked
HAL-A-300	B	Finishes Plan	Priced · linked
HAL-M-400	A	Mechanical Services Layout	Priced · cited
HAL-E-500	B	Small Power & Data Layout	Priced · cited
ER-SPEC	Rev 2	Employer's Requirements	Priced · cited
FUR-L4	—	Furniture Layout (information only)	Waived — information only, reason stated

Allowances & provisional items

Final clean and handover documentation carried as declared allowances within sections 2–3. Out-of-hours working for noisy works adjacent to occupied floors carried within section 4. Two items unmeasurable from the issued drawings are carried at zero and marked **to be confirmed** — they appear in the schedule where you can see them.

Inclusions

Complete fit-out as drawn and specified across the 23 sections of the schedule; builder's work in connection with services; commissioning and statutory testing; protection and progressive cleaning.

Exclusions — each with its reason

EXCLUDED	STATED REASON
Loose furniture & equipment	Shown for information only on the furniture layout; procured by the client.
Base-building remedials	No condition survey issued; landlord's obligation under the lease as described.
Structural alterations	None indicated on any issued drawing or specification.

Assumptions — declared, not buried

Landlord consents obtained by the client to programme; clear access via goods lift; normal working hours except as allowed above; 9-week programme from possession. Written to be attached to your submission as it stands.

08 It comes back as a draft. It goes out as yours.

ASHWORTH & VALE INTERIORS LTD

Fictional contractor · for demonstration

25 August 2026

Dear Sirs,

Project Halcyon — Cat B Office Fit-Out · Level 4, One Exchange Place, Central London

We are pleased to submit our tender for the above works, in the sum of:

£1,362,900 + VAT

£974/m² · 9-week programme · open for 60 days

Our tender is based on the documents, inclusions, exclusions and assumptions set out in the enclosed Basis of Estimate, which forms part of this submission. A section-by-section breakdown is enclosed.

Yours faithfully,

Ashworth & Vale Interiors Ltd

WHITE-LABELLED AS STANDARD

Your letterhead, your terms, your covering narrative

The bid document is generated from the live numbers rather than typed up afterwards, so it cannot disagree with the estimate behind it. If your clients recognise your Word or Excel template, we produce the bid in yours rather than ours. Your client need never know we were involved.

THE SIGN-OFF GATE

Nothing is issued to your client by us. Ever.

The pack lands in your own Vyntworks account as a draft. You review it, adjust it if you want to, and release it under your own name — or ask us to make the changes; two revisions are included.

Presentation moves win rates on price-close tenders — a small firm should not lose one because the submission looked like a spreadsheet next to a competitor's brochure.

09 You don't get a PDF and a shrug.

VYNTWORKS · ESTIMATE · PROJECT HALCYON					AUDIT: 8/8 GREEN
LINE	QTY	RATE	TOTAL	GP	
Metal-stud partition, boarded both sides	296	£182.00	£53,872	26%	TO-06
Single-glazed partition, framed ← editing	118	£610.00	£71,980	26%	TO-08
Glazed double doorsets incl. ironmongery	6	£2,950.00	£17,700	26%	TO-09
Acoustic focus pods (2-person)	2	£8,400.00	£16,800	26%	SPEC \$5.4
Section 6 · recalculates as you type			£215,000	26%	

Stylised view of the live estimate. One version, and everybody is looking at it — the number your estimator changed on Thursday is the number your client sees on Friday.

OPEN

Your account is already set up

Set up by us, in your name, at no cost — nothing to install, no licence to buy, no obligation in either direction.

INTERROGATE

Click a quantity, see where it came from

Measured lines link back to the shape on the drawing. Open it and look at what was measured rather than taking the figure on trust.

ADJUST

Move a number, watch the rest move

Change a rate, a quantity or a margin and the totals update as you type — then issue the client document from the live numbers at the moment you are happy.

OR DON'T

Plenty of clients never log in at all

The PDF arrives at the same time as the notification, and two revisions by us are included. That is a perfectly good way to use this.

ENGAGEMENT

Three ways in. Start with the one that costs you nothing.

START HERE

The first one is on us

Send your next live package. If the pack that comes back is not faster and better than what you would have produced yourself, you owe us nothing and we part as friends. One package, one company, once.

PER PACKAGE

Priced job by job

Every package quoted before we start, as a fixed fee, banded by contract value and complexity. No retainer, no minimum, no notice period. Two revisions included.

RETAINED DESK

Your estimating desk, on tap

An agreed number of packages a month, a named estimator who learns how you price, and a rate library that compounds. Priority in deadline weeks.

Is there a package on your desk right now?

Demonstration pack · all figures illustrative, all names fictional · confidentiality, sign-off gate and liability terms as stated on every live pack.

alturascope.com/estimating

POWERED BY VYNTWORKS