

Procuring enterprise BIM services

A practical briefing for programmes evaluating BIM advisory, information management, coordination, production capacity and Digital Twin readiness.

01

Use the right commercial model

Choose a defined package, retained capability or managed team according to scope certainty and demand volatility.

Information a robust RFP should contain

01

Business outcomes

Decisions, programme risks and operating outcomes the work must support.

02

Information requirements

Required models, data, documents, exchanges, formats and acceptance rules.

03

Delivery context

Stages, disciplines, geography, systems, dependencies and incumbent teams.

04

Governance

Accountability, approval authority, CDE controls, security and reporting cadence.

05

Commercial basis

Scope boundaries, assumptions, milestones, change control and acceptance criteria.

06

Evidence

Relevant competence, proposed methodology, sample outputs and reference availability.

Compare capability, not only day rates

01

Method and controls

How quality, issues, decisions and information exchanges will be governed.

02

Team and accountability

Named roles, competence, availability, escalation and continuity.

03

Deliverable definition

Specific outputs, formats, review gates and objective acceptance evidence.

04

Mobilisation and risk

Dependencies, assumptions, access needs, transition plan and early risk treatment.

Structure value and risk explicitly

Programme values from €50k to €1M+ require a scope-led commercial response. Final pricing should follow confirmed deliverables, duration, seniority, disciplines, interfaces and risk allocation—not an unsupported headline rate.

01

Request a capability review

BIM Tech can review the intended scope, deliverables and procurement route before proposal issue.

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