

### Best Practices Using SIPA True Cost Bidding Tool:

- Use input default values for key inputs where uncertain and cannot make educated guess
  - Ongoing research for key default values on SIPs, framing, and related construction costs
  - Start using STCBT on with as many bids as possible
  - Use builder meetings to fine tune inputs and get buy-in inputs
  - Set up internal meetings to determine analytics desired to identify additional inputs for STCBT
  - Modify input file to serve targeted analytic
  - Where input values are missing, tap into wisdom of internal and external experts
  - Ask clients for actual costs and values
  - Integrate results of STCBT into sales and marketing
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