

ABSTRACT

In a competitive tender for a construction project, contractors are faced with two targets, which presents a pretty safe offer price in order to generate profits but at the same time low enough to win a competitive tender. The study aims to analyze the actual cost of construction in the field compared to the estimated construction costs at the time of the tender, for the benefit of offering a pricing strategy in the years to come. The data used are secondary data taken from the opening of bids and report project performance reports are completed in 2008 and 2009. Analysis was conducted on projects which increased the overall construction cost realization. The trick is to compare the mark-up bidding to mark up the second lowest bidder and to find the cause of the increase in construction costs that are most common. From the data taken, there are 6 projects (16.67% of 36 projects) which increased construction costs. Viewed from its mark-up, only 1 (one) project is categorized underbid, so that most of the increase was not caused at the offering price is too low. Viewed from the cause, the increase in construction costs due to weakness at the time of estimation error caused most calculating the volume, the error did not control construction methods and location of jobs. The cause of the increase in the course of many occurred in the postal wage costs, preparation costs, and general administration costs of the project. Pricing strategy of bidding in the future must be able to improve on the weaknesses while maintaining a competitive setting a mark-up.

Key words : Estimated direct cost, construction actual cost, mark up.