



# REDEFINING Bid Management

Specializing in Major Service Contract Bidding  
for the Commercial Real Estate Industry





## Discover the Untapped Value in Your Operating Expenses

Whether you are buying, selling or managing an existing asset, let us help you find the hidden costs in the service contracts impacting your operating expenses and net operating income.

## Get to Know Us

### Professional Bid Management

Founded in 1998, C & M Bid Management has become the national standard for providing unparalleled expertise in major contract bidding. Our primary focus is in janitorial and security contract services, where we consistently identify exceptional cost savings in both union and non-union markets.


### Flexible Solutions for Your Business Needs

Our clients consistently benefit from our proven, systematic and objective approach to the bidding process. Bid management solutions are tailored to fit the needs of your specific assets.

- 1 Maintain Control**  
You choose the bidders.  
You determine final contract award.  
We handle the details!
- 2 Conserve Resources**  
Experts help maximize bid results without tapping the valuable resources of on-site management teams.
- 3 Gain Valuable Insight**  
Our comprehensive bid analysis positions you to make the most informed decisions for your assets.


## Our Services

### Maximize Value




Bid Management Experts  
Save Your Team Time & Money

### No Surprises




Success Based Compensation  
No Hidden Fees

### Secure Data



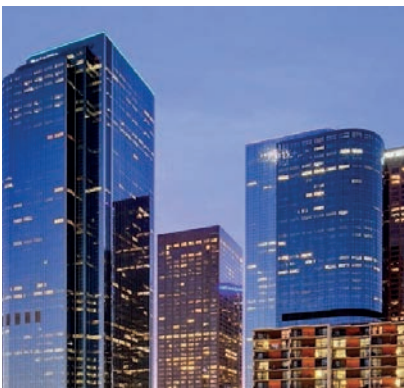
We Take the Security of  
Your Information Seriously





Knowledge.  
Experience.  
Results.

## Serving All U.S. Markets



### Knowledge & Experience.

Our company founders are former executives and officers of leading commercial real estate management, janitorial and security organizations.



### Flexible Solutions.

We customize our services to fit the unique needs of your organization and the properties you oversee.



### Results You Can Take to the Bank.

Our specialized knowledge and industry insight allows C & M to easily triple the results of bids performed by on-site Building Management.

## Achieve More

Our specialists will support you in achieving maximum cost savings in some of your largest operating expenses.

Our focused bid management services offer an unbiased approach to the RFP process.



We begin each bid with a complete understanding of existing contract conditions, specifications, labor, and service costs.



Our experience in local markets, coupled with our knowledge of contractor capabilities, pricing models and union requirements, allows us to develop an effective bid strategy that will deliver optimal results.



We will revise and update your program specifications and develop a comprehensive RFP for distribution to your chosen bid participants. You choose the bidders, however we can recommend or qualify local service providers at your request.



We will provide your team with a comprehensive bid analysis including contractor reference verifications, capabilities comparison, pricing comparison and financial overview.







## Our Valued Partnerships Include:

Avison Young	JLL
Aquila Commercial	Ivanhoé Cambridge
Beacon Capital Partners	KBS Realty Advisors
BentallGreenOak	LBA Realty
Brookfield Properties	MB Real Estate
The Buccini/Pollin Group	Macerich
Callahan Capital Properties	New York Life Real Estate Investors
CBRE	Rising Realty Partners
CBRE Investment Management	Sunset Development Company
CIM Group	Transwestern
Clarion Partners	Urban Renaissance Group
Cushman & Wakefield	Unico Properties
Douglas Emmett	Universal Music Group
Embarcadero Capital Partners	USAA Real Estate Company
The Excelsior Group	Wright Runstad & Company
Golub & Company	Zeller

## Let's Connect!

Unsure if outsourcing bid management is the right move for your commercial asset? Contact us to discuss your unique situation. We're here to help!



## Contact Us

C & M Bid Management Services

303.805.3644

[www.cmbidmanagement.com](http://www.cmbidmanagement.com)