

BIDDING RESULTS AGAINST KEY COMPETITORS • CDOT DESIGN/BID/BUILD BIDS FROM 1998 TO AUGUST 1, 2017

COMPETITOR	# OF TIMES BID AGAINST	# OF TIMES HAMON BID LOWER	HAMON SUCCESS PERCENTAGE	TOTAL \$ BID AGAINST	AVERAGE % HAMON LOWER
AMES	28	22	79%	\$357,813,534	6%
Kiewit	10	10	100%	\$82,058,218	21%
Kraemer	47	38	81%	\$512,374,165	4%
Lawrence	48	31	65%	\$513,920,180	6%
SEMA	66	42	64%	\$627,121,863	3%

Data is compiled by Oman Systems software "BidTabs Professional" from CDOT issued bid tabulations.

Hamon is the most cost-efficient contractor in the State of Colorado. Our track record demonstrates our ability to effectively price construction cost, evaluate project risk, and complete projects on time and on budget better than any other firm in this industry. This data, collected by Oman Systems, is utilized by CDOT, local jurisdictions, and other contractors. The data shows that Hamon saves owners between 5%-20% in a low bid construction environment against national and international firms. These same national and international firms listed above, are commonly selected by CDOT as their preferred **ALTERNATE DELIVERY** Contractors of choice since the program began in 2013.

Based on the above example data that includes over \$2 Billion dollars in traditional Low Bid delivery, Hamon in this comparison has saved CDOT and the taxpayer an estimated \$272 Million dollars with the traditional Low bid procurement.