

Terms of service: estimating and bid work

Effective September 19, 2026. The version linked from your fee quote is the one that applies to that item.

Mercenary Estimating is a business of 2743470 Ontario Inc. Hamilton, Ontario. Serving Ontario. Jobs elsewhere in Canada, the US, and abroad are quoted after assessment.

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1. How work starts

Send a tender, a set of drawings, or a lead by email. Within one business day you get a bid or no-bid read: a short opinion on whether the job is worth your week, with early ranges and flags where the documents support them. Your first three reads are free. After that, each read is \$85, credited in full against any package you order on that job, and free for Lead Desk subscribers. A scope read is the same read carried further: the scope of work by trade with budget-class ranges, no quantities. Scope reads are quoted from \$85 by set size and credited in full against any package you order on that job.

For each item you want prepared, we quote a flat fee from the documents before work starts. Your go-ahead on a fee quote or a Lead Desk start, by email or text, accepts these terms for that item.

2. What we deliver

Bid Package. The whole bid, in your name, ready to send. Every sheet of the drawing set is read and logged before a number is produced. Full trade quantities. Every unknown in writing as a request for information or a stated assumption, never priced through silently. Two numbers: your cost, and the winning number. Sub and supplier quotes solicited and leveled where the scope needs them. Bid forms, addenda acknowledgments, and the bonding paperwork checklist completed. Alternates on priced scopes. One firm-up pass included.

Scope and Quantities Package. Everything in the Bid Package except pricing, quotes, and forms.

Seasonal Contract Pricing. Landscape maintenance and snow and ice contracts. Site-by-site takeoff, production-rate pricing, salt and de-icer volumes from stated assumptions, unit-rate schedules and bid forms completed. Two numbers.

Tender Desk. Sub and supplier quote solicitation and leveling, submission preparation and completeness checks, progress billing support, and overflow estimating by the hour.

Lead Desk. A weekly list of public tenders and bid invitations matched to your trades, region, and job size, with a bid or no-bid call on each one, and a closing-date board kept current.

Other services listed on the site, including site visits, are quoted per item and covered by these terms.

3. Fees

Flat fee per delivered item, quoted before work starts, invoiced on delivery; first item half on start, then as set out in section 4. The fee is set when quoted and does not change with the final bid amount. Job value is our estimate of the bid total when the fee is quoted. All fees are in Canadian dollars, before HST and any other tax that applies. Tax is added where the law requires it.

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Job value	Bid Package	Scope and Quantities Package
Under \$100,000	\$600	\$350
\$100,000 to \$300,000	\$850	\$500
Over \$300,000 to \$1,000,000	\$1,300	\$750
Over \$1,000,000 to \$3,000,000	\$1,900	\$1,100
Over \$3,000,000 to \$10,000,000	Quoted per tender, from \$2,500	Quoted per tender
Over \$10,000,000	Quoted per tender	Quoted per tender

Scope and Quantities Package fees are credited in full against the Bid Package fee if you upgrade before the bid closes.

Seasonal Contract Pricing: from \$400 per site portfolio, quoted from the site list.

Tender Desk: quoted per item. Overflow estimating: \$85 per hour. Site visits: quoted per visit, on scheduled visit days batched by area; you arrange site access.

Lead Desk: from \$450 per month depending on the trades covered. First thirty days free. Cancel any time before the next billing date. The first flagged job's scope read is included, and one paid month's fee is credited against the first Bid Package you order.

Rush work: when you need an item sooner than the turnaround in section 5, a rush premium of 25 percent of the fee charged for that item applies, agreed before work starts.

Tender documents and portal fees are bought in your name where the portal allows it. Where we buy them for you, they are billed at cost plus 10 percent handling, minimum \$25 per tender.

Included with every package: one firm-up pass (a second look at the largest items before you submit or sign), and on tenders, the first re-price after an addendum. Further re-pricing is \$85 per hour. Change order pricing after award: quoted per item or \$85 per hour.

4. Payment

Invoice on delivery, due on receipt, by e-transfer or as shown on the invoice. New clients: half the fee on start for the first item, balance on delivery. After the first paid item: no deposit on fees under \$1,000; half on start for fees of \$1,000 and over. The next item starts when the previous invoice is paid. Lead Desk is billed monthly in advance after the free period. Overdue amounts bear simple interest at 1.5 percent per month (18 percent per year) from the due date until paid.

5. Turnaround

Bid or no-bid read: one business day. Bid Packages and Scope and Quantities Packages: five business days from complete documents, or an agreed date before closing. Seasonal pricing and quotes from site notes: two business days from complete site notes. Turnaround for each item is confirmed with its fee quote.

Complete documents means the full drawing set, specifications, and addenda, legible at working scale. The clock starts when the set is complete. We do not price from a partial set.

6. What you provide

- Tender documents as they arrive, and confirmation that you are entitled to share them with us. Where a tender restricts distribution of its drawings, tell us and we handle that job within those restrictions.
- Your rates, crew, equipment, suppliers, and subs where you have them. Where you do not, we set market rates and tell you what we used.
- Your OK before we contact subs or suppliers in your name.

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- Company details for forms: legal name, address, HST number, WSIB clearance, insurance certificate, logo.
- Site notes, photos, and measurements for quotes prepared without a visit (a one-page template is provided).
- Your review of every number, and your margin decision, before anything is submitted.

7. What the numbers mean

Every package states in one line which class of estimate it is. Bid or no-bid reads and scope reads give early ranges for a go or no-go decision; they are not prices to hand to a customer. Priced packages give two numbers: your cost, the accurate price for the job from the drawings and your rates, with the overhead and margin we used stated on the sheet; and a suggested winning number drawn from market conditions. Both are our professional opinion at the date of delivery, from the documents provided. The winning number is a market estimate, not a promise. On some larger jobs, and on jobs outside the regions we track, it is given as a range rather than a single figure; the fee quote says so before you order, and the package states it. You set the price you submit. A complete, correctly priced bid raises your odds; open tenders usually draw five to ten bidders and most bids lose, which is why we tell you which ones to chase.

8. Your name, your customers

Every deliverable goes out in your name. Nothing on it identifies Mercenary Estimating. Final approval of every price is yours. Your rates, customers, quotes, and documents are confidential, used only to prepare your work, never shared with another client, and never placed in any service that would take rights over them. One client per tender: we never price the same job for two clients. We keep aggregated, anonymized market knowledge from every job we price; nothing identifiable to you or your customers is ever shared.

9. Ownership

Each deliverable becomes yours when its invoice is paid, to use for the named job and any resubmission of it. Every deliverable is output: a document with numbers in it. The methods, tools, checklists, and rate data behind it remain the property of 2743470 Ontario Inc. Deliverables and any part of them are not to be reverse engineered, resold, shared with another estimating provider, or used to build a competing service. Sending them to your customer, your subs and suppliers, and your bonding and insurance providers for the named job is normal use. Confidentiality runs both ways: what we learn about your business stays with us, and how we produce the numbers stays with us.

10. Responsibility

Our responsibility on any item is limited to the fee paid for that item. We are not responsible for lost profit, consequential loss, the outcome of any bid, or the performance of any job. You approve and own the submitted price. We rely on the documents and information you provide; where a document is flagged in writing as incomplete, illegible, or superseded, the consequences of proceeding on it are yours. Mercenary Estimating is an independent contractor, not an employee, partner, or agent of yours.

11. Stopping

Per-item work ends on delivery and payment. Either of us can stop an item in progress on written notice; work completed to that date is invoiced as a fair share of the quoted fee, and any deposit above that share is refunded. Lead Desk can be cancelled any time before the next billing date.

12. Law

These terms are governed by the laws of Ontario and the federal laws of Canada that apply in Ontario. Disputes go to the courts of Ontario.