

| | A | B | C | D | E |
|----|------------------------------------------------------------------|----------------------|---------------------|----------------------|---|
| 1 | Bid Log & Analysis Workbook | | | | |
| 2 | Copyright © Grantlun Corporation 2003-2007. All rights reserved. | | | | |
| 3 | | | | | |
| 4 | Bid Scenario | | | | |
| 5 | | | | | |
| 6 | IF | | | | |
| 7 | | | | | |
| 8 | Assume average profit rate is: | | 2.00% | | |
| 9 | And, change bid price by: | | 39.00% | | |
| 10 | | | | | |
| 11 | | | | | |
| 12 | THEN | | | | |
| 13 | | Before Change | After Change | Change Effect | |
| 14 | Low Bids | 1 | 1 | 0 | |
| 15 | Contract Amount | \$ 1,000,000 | \$ 1,390,000 | \$ 390,000 | |
| 16 | Profit | \$ 20,000 | \$ 569,900 | \$ 549,900 | |
| 17 | Margin | 2.0% | 41.0% | | |

