

**Preparation Phase
(30 minutes)**

Assume this site is in your home community and you are employed as a team to prepare bids on prospective installation work that clients have come to your large landscape installation/maintenance company asking you to bid. You have been given the task by the company owner to prepare a material installation bid to meet the specification on the attached drawing. This is an office building complex (notice two buildings) and all hardscape materials are in place. The client plans to have a grand opening January 1. You have been asked by your boss to do the following:

- Decide what plants would be most appropriate for each usage from the attached list.
The property owner requests the following:
Plants for #1 are to be medium size ornamental trees
Plants for #2 are to be specimen plants
Plants for #3 need to be plants that will help keep foot traffic off the turf area
Plants for #4 need to be 4-5' high and let grow naturally – client does not want it to have a sheared look
Plants #5 are to be grown as a sheared hedge approximately 4' high
Plants #6 are to be low growing and there are 7 in each corner
Plants #7 should grow larger than plant #1 and provide shade
- After you have chosen the plant, choose the size you would recommend
- Choose the specie of sod and determine the square yards needed for the 7 turf area
- Determine the total cost of all plant material, including sod
- Calculate the amount of bark mulch that will be required to mulch the indicated mulch areas 4" deep before settling and install the mulch at 150% of mulch cost
- If your company charges 150% of all plant material for preparation and installation, including a one year guarantee, what would be the total cost for this job by your company to do site preparation and installation
- Make an itemized list of the total bid cost of this job

In the preparation stage, your "judge" is your boss who owns the landscape installation business.

**Presentation Phase
(15 minutes)**

In this phase, you are presenting your plan for approval to the client who is the property owner. That plan should include:

- Your choice of plants, size and reasons you feel each plant is the best choice per location
- The total number of plants/specie, square yards of sod, and cubic yards of mulch
- The final price to do the entire job
- Discuss the future maintenance requirements of the installation and make a pitch for a future maintenance contract. Do not prepare a quote on a maintenance contract at this time