

Comparing Bids Between Landscape Contractors

A Homeowners Comparison Worksheet and Question Guide

Questions—for companies during meeting	Company A	Company B	Company C
1. Are you licensed and insured?			
2. Do you provide a warranty on any project/services?			
3. Can you provide me with a reference list?			
4. Will I get a drawing of my project? Will there be a cost? What options are there?			
5. What will be included in my estimate? Will there be a cost?			
6. What happens if I don't like the drawing or the plant choices?			
7. What associations or organizations do you belong to?			
8. How long have you been in business or what experience do you have?			
9. Tell me about the design build process? What is next after I call and set a meeting?			
10. Tell me about the process once I sign. Is there a payment structure? What are your workers like? Who do I talk to? Who is in charge?			
11. Any questions you may have about your specific project ranging from installation standards to plant selection.			

Questions for after the initial meeting or phone call/estimate	Company A	Company B	Company C
1. Was the contact person I met with professional? Did they answer my questions? Did they listen to me?			
2. Was I given a place to find more information for questions that might arise?			
3. Was I given a chance to fill out a form or tell what I wanted the project to be?			
4. Which of the three important things does it seem like this company will provide (quality, service, or low cost)? Which is most important to me?			
5. Did the person I met with respect my budget and give me an estimate that is what I asked for and address my budget?			
6. Is the company providing good feedback, response time, and overall communicating well?			
7. Are all of my questions answered? Were they open to discussing the plan and estimate?			
8. Did the designer provide a plan that is what I was looking for? Was my style captured? Is the drawing unique? Are the plants native to the area?			