

Pylon Sign Quote Comparison Worksheet

A buyer-safe worksheet for comparing pylon sign estimates by included scope.

Use this worksheet to compare pylon sign quotes by scope, not headline price alone. A quote that looks lower may exclude foundation work, electrical coordination, permit fees, removal, installation access, or maintenance planning.

Ask each vendor to clarify whether each item is included, excluded, estimated, or still to be determined.

Quote Comparison Table

Scope Item	Vendor A	Vendor B	Vendor C	Notes
Site survey or site review				
Design and layout				
Fabrication of cabinet, faces, or panels				
Structural review where required				
Foundation or footing work				
Illumination components				
Digital display or LED message center				
Electrical coordination				
Permit support				
Permit fees				
Removal of existing sign				
Disposal				
Installation equipment				
Lane access, night work, or traffic restrictions				
Parking lot or property operation coordination				
Tenant panel planning				
Maintenance or service planning				
Multi-location coordination				

Questions to Ask Before Approving a Quote

Question	Response
Is this fabrication-only or a fully installed project estimate?	
Which assumptions could change the final price?	
Are permit fees included, estimated, or billed separately?	
Is foundation work included or separate?	
Is electrical work included, coordinated separately, or excluded?	
Is removal or disposal of the existing sign included?	
Are lane closures, night work, or site access restrictions included if needed?	
What information is still needed before the estimate can be finalized?	
How are tenant panel changes handled in the future?	
Is maintenance or service planning available after installation?	

Buyer-Safe Reminder

Do not compare pylon sign quotes only by total price. Compare the included scope, exclusions, assumptions, and items that are still to be determined.