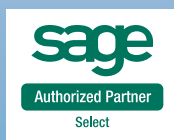


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Techware News

- In lieu of our usual annual user group conference, this year we plan to provide some "Lunch 'n Learn" sessions. If you have any particular topics you would like to hear more about, please send an email with your suggestions!
peggy@techwaremn.com
- Does your data file need a good dose of spring cleaning? If you need help or guidance, give us a call. We have the expertise!
- Let Techware pay you! If you know of someone who would like to review their software needs and may be a good fit for Timberline or Master Builder, fill out our Customer Referral Form:
<http://www.techwaremn.com/Referrals.pdf>



SAGE TIMBERLINE OFFICE

SAGE MASTER BUILDER

Sage Master Builder Estimating Options

Are you still building your estimates in spreadsheets? Depending on spreadsheets to create estimates can be time consuming and error prone. Incomplete or inaccurate estimates can put a serious dent in your bottom line. Fortunately, as a Sage Master Builder customer, you have access to three levels of estimating software depending on your needs. You also can use special add-on modules. Whatever your choice, all will help you to win more jobs and improve your profitability. In this article we will highlight the benefits of each option to help you choose the one that is best for your organization's needs.

Estimating Basic

Combining the best features of a database and spreadsheet, the Sage Master Builder Estimating Basic application is one of the easiest to use estimating solutions on the market today.

Global variables, formulas, and templates make the estimating process fast and accurate. You can selectively factor in cost increases, lock prices to prevent accidental edits, and add notes for clarity. All grids are Microsoft Excel compatible, so you won't have to learn a new interface.

Quickly assemble and update a parts database by importing parts lists and prices directly from your suppliers, or create your database from one of the included parts lists. Simple assembly tools help you build new assemblies without leaving your takeoff. With just a few



mouse-clicks, you can copy, adjust, or create assemblies from scratch.

Once the takeoff is complete, you can easily generate the budget, proposal, and requests for proposal. You can even fax them directly to your subcontractors and suppliers without printing them. When you win the bid, just a few mouse-clicks will generate budgets, subcontracts, purchase orders, and schedule tasks, by way of the integration to other Sage Master Builder modules.

Estimating Standard

Sage Master Builder Estimating Standard takes you to the next level with the Database Builder Wizard. The Wizard walks you through the necessary steps of establishing your database more quickly and efficiently. You can take advantage of RSMean and

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Sage Master Builder Estimating Options

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industry-specific estimating databases for more accurate estimates. You also can employ industry knowledge bases with built-in intelligence that will prompt you for the data needed to calculate quantities and costs for a given assembly, such as a wall.

You have several choices in completing your takeoffs—quick takeoff, item takeoff, and smart assemblies takeoff—all designed to give you accurate estimates in less time. Once the estimate is built, you can organize it by division or item, takeoff order, assembly, bid item, or any other Work Breakdown Structure (WBS) codes you define yourself. Subtotaling options allow you to view in full detail or summary by major estimate divisions.

Estimating Extended

Sage Master Builder Estimating Extended provides advanced estimating tools. It starts with Estimating Standard and adds even greater takeoff, analysis, and productivity capabilities. For larger, more complex projects, the Model Estimating feature allows you to generate detailed, conceptual estimates by answering a series of on-screen questions about a project.

Additional Modules

The following are additional modules for the Standard and Extended editions, providing a complete estimating solution for construction companies of any size.

Cut & Fill: Quickly calculate cut, fill, and strip quantities by digitizing the boundary of work, contours, layers, and elevations. The software determines the cut and fill quantities and graphically displays the results.

Database Editor: Tools for setup and easy maintenance of your estimating databases.

Digitizer: Quickly and accurately generate linear, area, and counted takeoff.

ePlan Takeoff: Generate counts and quantity takeoffs directly from electronic drawings for instant use in your estimates.

Estimating Explorer: To help you manage multiple estimates, Estimating Explorer automatically creates an up-to-date list and description of every estimate in your system. Within seconds you can sort your estimates by estimator, bid date, estimate number, or a variety of other criteria to locate an estimate. You can produce reports and graphs that give you important metrics such as estimating volume by estimator and year-to-date estimate volume.

Estimating Report Manager: Sample report designs, including proposal templates and cross-tab reports, are included for professional-looking estimate presentation. Organize and manage all estimating reports in one central location.

Estimating TRA-SER Integrator: Update your database with item pricing from the Trade Service Corporation solution.

Estimating Viewer: Safely share your estimate information. Your data integrity is protected, no matter how many people review your estimate.

Model Estimating: Create detailed conceptual estimates by answering a series of basic questions about a project. Then Model Estimating taps into the Commercial Knowledgebase to produce fast, precise conceptual estimates in a fraction of the time.

Scheduling Integrator: Connects estimates to scheduling software such as Primavera or Microsoft Project for Windows.

We've briefly touched on the range of estimating tools available for Sage Master Builder. Give us a call for assistance choosing the right options for your organization. ✨

Importance Of Accurate Estimates

In uncertain economic times, accurate estimating becomes even more critical. Construction companies must tread a fine line to be able to win bids and complete jobs profitably.

Winning Bids

There are fewer jobs available out there these days, which means that more companies will be bidding on every project, and the competition can be fierce. At the same time, prospective clients are tightening their belts and scrutinizing estimates more closely. In order to win jobs in these conditions, you need your estimates to reflect accurate costs. An inadvertent overestimate of even one individual cost could result in your overall bid being too high and the loss of the job.

Staying Profitable

Of course, winning jobs does you no good if it is unprofitable. Accurately estimating costs to avoid underbidding is just as critical as making sure an estimate is competitive.

The Bottom Line

There's no doubt about it—precise estimating is essential to your success in current economic conditions. If you aren't already using one of the estimating solutions discussed in this newsletter, now is the time to select and implement one.