Worksheet

WIN MORE WORK

WITH 5 WAYS TO IMPROVE ESTIMATING

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If you're still using antiquated methods of scale and paper or roller wheel and spreadsheets to do your takeoff and estimating, then you're wasting time and losing money.

Just because your old tools seem affordable, does not mean that you can truly afford to keep using them. Let's diagnose some of the most serious pains your business may be suffering during takeoff and estimating on any given job. You can follow this worksheet to determine if it's time to consider a better option with software.

You're possibly making costly mistakes, leaving cash on the table, and spending way too much effort estimating jobs that don't win you the work!
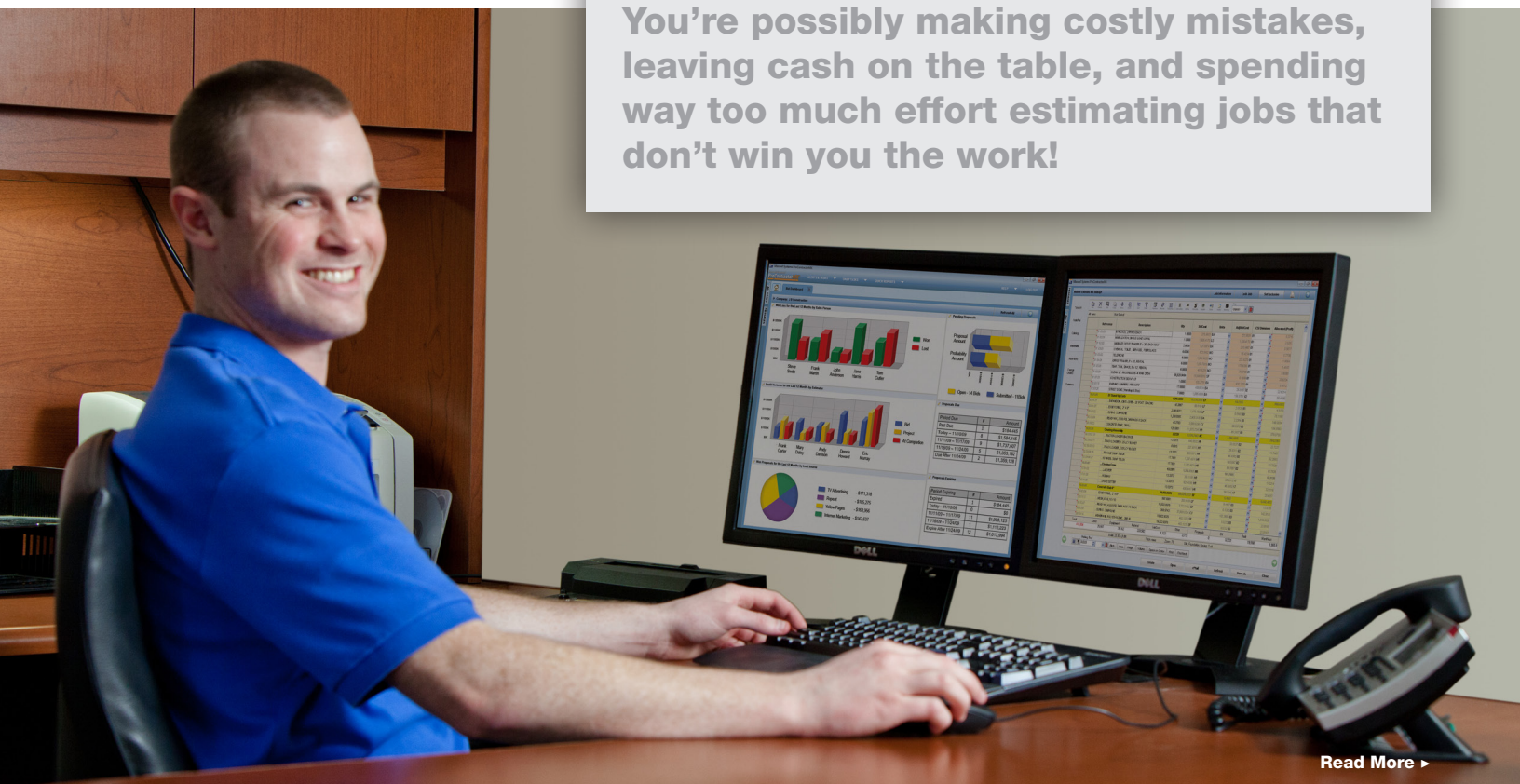
■ 1. Paper processes are slow and cumbersome.

The paper process requires expensive, bulky blueprints and messy piles of drawings, specifications, estimates, and alternates. Plus if using spreadsheets, thousands of items need price updates weekly! Your manual method slows down your process and creates huge obstacles for accountability, accuracy, and efficiency.

My piles of paper and complex spreadsheets are a headache to manage.

☐ **Yes**   ☐ **No**

■ 2. Takes much time and overhead cost to get bids out the door.

Contractors practicing manual methods typically spend hours or days taking off items by hand or guesstimating what the job will cost. This can riddle your estimate with mistakes and leave scarce time to consider 'what-if' scenarios and negotiate a contract. Estimators are spending most of their time doing basic math and not enough time analyzing estimates to see how to find more profit in the job.

I would love to spend less time checking my math and have easy ways to make us more money.

☐ **Yes**   ☐ **No**

■ 3. Easy to overbid or underbid jobs.

If a project is overbid, you will most likely not win the work. Underbidding a project can be even more damaging to your bottom line – winning work with mistakes and oversights in your estimate. For example, have you asked yourself that panicked "What did I miss?!" question when you won a job? Precisely performing a takeoff is critical and the competitive landscape demands your bids be right on target.

I have seen an inaccurate takeoff lose us a bid or cost us money.

☐ **Yes**   ☐ **No**

■ 4. No audit trail to effectively handle disputes.

If a disagreement develops between your company and the project owner, the one with documentation wins. If you did your takeoff and estimate with manual methods, you lack a tight audit trail for reference. This situation presents delay claims with no backup.

It would be valuable to easily build a reliable audit trail to answer questions or handle disputes.

☐ **Yes**   ☐ **No**

■ 5. No job tracking tools to make timely decisions.

Do you know if you're making or losing money on a job? Do you know it before the project is complete? Your current estimating system may not deliver true historical information on your jobs. If it doesn't, that means you have no way to know what type of work your company does best, or if you are spending time bidding on the right jobs.

I need a better way to know what we bid best and most profitably.

☐ **Yes**   ☐ **No**

If you agree YES to any of those statements, you could be making costly mistakes, leaving cash on the table, and spending way too much effort estimating jobs that don't win you the work.

Now is a great time to let go of the stress and find the solution that's right for your needs. Read on to learn about the benefits of having easy-to-use, powerful construction takeoff and estimating software.

Read More ▶

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Ask yourself a big question: How much longer can you keep estimating the way you do, watching money slip through every crack and letting valuable time fly by with every bid?

Your old methods are costing your business valuable time and money in a market where there is none to spare. In this economy, every dollar and every minute counts. Contractors must bid jobs quickly and with more accuracy. Don't stick with a system that's holding you back. That's a loyalty you can't afford.

It's time you take advantage of fast, accurate, and easy-to-use takeoff and estimating software that helps you submit more bids in less time. Win the work that's worth the estimating effort. Bid with precision and a profit margin!

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Thousands of construction companies save significant time and costs by automating takeoff and estimating with Viewpoint For Estimating. You can too!

Takeoff

- Eliminate cost and hassle of blueprints

- Increase speed and accuracy with simple point-and-click takeoff

- Reduce costly mistakes and measure quantities to within 1/1000th of an inch

Pricing

- Work quickly using pre-built and customizable databases, based on industry standard labor units

- Easily determine materials, labor, and equipment needs for any job

- Cost jobs properly considering variables such as workers' skill, weather conditions, full-time and seasonal labor force, etc.
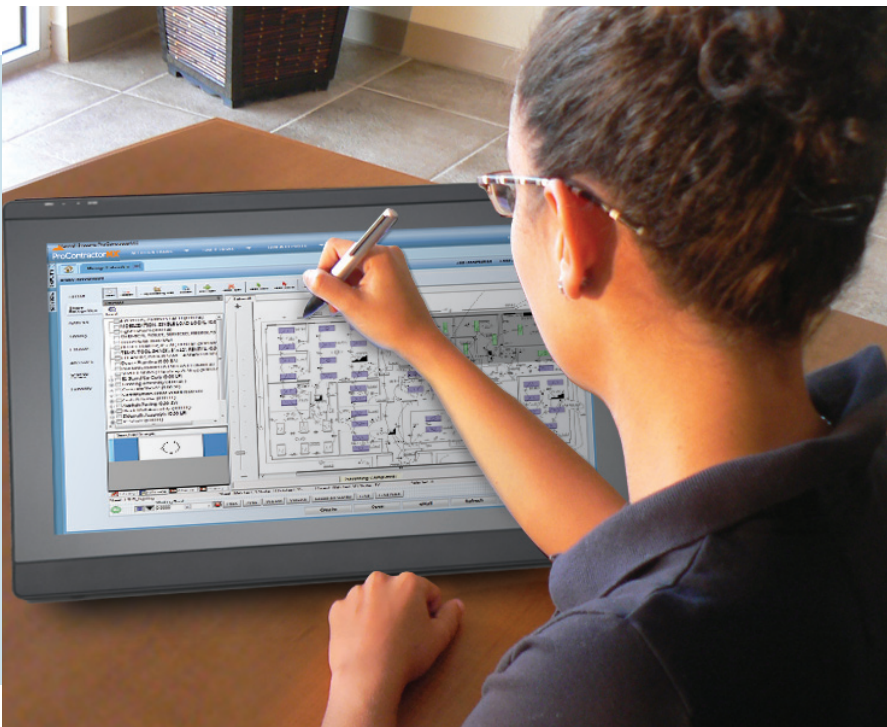
Estimates

- Finish estimates up to 10 times faster than using manual methods and spreadsheets

- Produce detailed estimates and customized proposals

- Simplify and expedite estimating using real-time pricing, assemblies, and multi-level breakouts

- Bid more jobs in less time and have confidence in your numbers by tying together estimates, labor needs, and cost analysis

Beyond

- Manipulate numbers on bid day to negotiate and win

- Easily compare plan revisions to handle changes and capture profits

- Manage and verify change orders in seconds

- Reduce data entry, increase accuracy, and improve accountability with seamless process and electronic trail

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What will your day demand? Can your estimating system handle it? Save time, prepare the winning bid, and control processes with Estimating by Viewpoint takeoff and estimating software.

Learn how the Viewpoint For Estimating solution can help your business.

Call **800-688-8226** for more information or to see a demonstration.

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