

CONSTRUCTECH



THE
**INTEGRATION
EXPERIENCE**

A NEW LEVEL OF INTEGRATION
STREAMLINES THE PROCESS OF
MANAGING COST AND PRODUCTIVITY.



A SUPPLEMENT TO *CONSTRUCTECH* MAGAZINE

CENTERED ON AN INTEGRATED EXPERIENCE

The changing nature of today's construction market has placed enormous pressure on contractors and the way you typically do business. Forced to dig deeper and work harder to find jobs worth bidding—and in some cases, bidding on jobs previously not worth pursuing—the last thing you should worry about is how well your chosen technology will perform throughout this process.

As technology providers, we have a responsibility to you, the contractor, to ensure technology is not simply another business tool, but rather a differentiator in the new world of construction. In many ways, this responsibility goes well beyond simply providing a core set of products and top-notch service and support. It also encompasses the way in which such products interact with other disciplines within your company, running disparate systems.

At On Center Software, we deliver a comprehensive set of industry solutions that target specific market needs. Our ability to provide successful solutions comes from industry experience—true industry experience. Many of us here, myself included, are former construction professionals and past clients of On Center Software. Even our President and CEO, Leonard Buzz, has a background in commercial contracting, which inspired him to design software that would help contractors manage their daily tasks and avoid common mistakes that prevent them from making profits on bids.

This industry expertise has helped our products, like Quick Bid, On-Screen Takeoff, and Digital Production Control, set the standard in the construction market today. (Our clients play a substantial role as well, which I will explore below.) However, we do recognize that each of our products is not a perfect fit for every contractor.

For example, Quick Bid is ideal for the specialized contractor; it is a bulletproof way to get the bid, complete pricing, and understand where risk exists from a self-performing standpoint. But some of its features and functionality might not be a seamless fit for larger general contractors, like those of WinEst, Hard Dollar Corp., U.S. COST, or Sage, to name a few.

Still, the contractor that did not find Quick Bid to be a fit finds On-Screen Takeoff to be the ideal product for the digital takeoff process. When the contractor does choose On-Screen Takeoff in conjunction with another brand of bidding software, it is then the job of On Center Software to ensure integration between the two packages is seamless. And we are proud to say this is indeed the case.

Just as we pride ourselves on delivering the best products for the construction estimating, takeoff, and project tracking processes, we take just as much pride in our ability to partner with some of the leading estimating and accounting software providers in the market, not to mention some of the top material suppliers in the business.



These integrations are transparent, from the data exchanges between the solutions to the customer service and support offered by both parties.

This commitment to quality stems from the fact that On Center Software and its partners are not simply focused on integrating two products, but rather on creating the complete integration experience for our users. This is because we firmly believe it is equally important to both provide a solution that benefits the client and understand the client's business well enough to create a seamless experience at all points in the integration relationship.

This commitment to the experience includes the accounting side of business as well. You will find it extremely simple to share data produced in our systems with your core financials systems. While it is just a simple import/export action on your part, know that we have worked diligently behind the scenes to ensure all data is correctly transferred.

As any On Center Software client will gladly explain, working within the integrated experience created by On Center Software and our business partners will transform the way you employ technology within your business. Those that have experienced the successful integration of two solu-

tions begin to discover new ways in which the systems can produce value within everyday tasks.

Our integration success stems from our company philosophy to not simply provide solutions to problems we think might exist on the job. As stated earlier, On Center Software's success comes from the feedback and input of our client base—where real solutions to real challenges are born.



For example, when we first introduced eQuote into the market, it was simply a tool to quickly obtain vendor quotes. The initial user feedback included requests for supplier

lists for areas in which the users don't normally do work. This way, eQuote users would be able to find qualified suppliers in new areas, further helping them expand into new markets. This type of input contributed to our fully expanded supplier network.

Integration is not always seamless. Many times, the market offers up cringe-worthy substitutes for true and complete integration. But for On Center Software, integration starts with a set of quality solutions, extends to business partners with industry-leading technology, and includes input and feedback from the client base. With On Center Soft-

ware's thorough process with business partners, it is clear why only a select few find success in integration.



Angelo Castelli
 Director, Business Development
 On Center Software

TIME-SAVING PARTNERSHIP

Armstrong Ceiling Systems and On Center Software have joined forces to make your job easier.

Putting together a good estimate is essential when bidding for jobs. If your estimate contains too many errors on the plus side, it may result in your bid not being competitive. Conversely, if your estimate contains too many errors on the minus side, you may be awarded the contract but in all likelihood you will lose money.

Creating a solid estimate can be a burdensome task. Now, combine the need for a good estimate with trying to meet tight deadlines—well, it can lead to sleepless nights. However, it doesn't have to. There is a simple solution to assist you in putting together a thorough and accurate estimate every time.

and project-management software, has partnered with Armstrong, www.armstrong.com, Lancaster, Pa., the global leader in design and manufacturing of acoustical ceilings and ceiling installation systems, to create a vast database of ceiling system assemblies.

These assemblies are contained in a powerful estimating program called Quick Bid. Contained within Quick Bid are the latest Armstrong Ceiling Material Items. You will have the flexibility to plug in Armstrong items that will fit your segment whether it is healthcare, education, offices, retail, or transportation. Additionally, this will immediately reduce your estimation risk because all product information is up to date with current codes such as seismic, wind uplift, and hurricane impact requirements.

Do the Math

Estimation accuracy and profit go hand-in-hand. The more accurate your estimation, the more you will add to your bottomline. This is where the Armstrong download for Quick Bid shines. The Armstrong download has more than 125 assemblies. Each assembly contains all the items necessary to install a product into a specified space.

For example, let's say you want to install a 2-foot by 2-foot Cirrus ceiling tile on Prelude grid. You simply input the square

footage of the room and the lineal footage of the perimeter. Quick Bid will instantly output all the item quantities needed for this installation down to the amount of hanger

Item	Description	Cost Code	Size/Style	Quantity	UDM	Mat. Price	Per	Total	Units	U/Size
1	7300 Armstrong Prelude Intermediate-Duty Main Be...	ACT GRID	White (7300) (12' x 12')	2,500	LF	\$250.00	\$625.00	\$250.00	625.00	10.42
2	7500 Armstrong Surpline Intermediate-Duty Main Be...	ACT GRID	White (7500WH) (12' x 12')	200	LF	\$245.00	\$49.00	\$245.00	49.00	0.83
3	7800 Armstrong Angle Molding 7/8" x 7/8" White (7800WH) (12' x 12')	ACT GRID	White (7800WH) (12' x 12')	1,500	LF	\$275.00	\$412.50	\$275.00	412.50	4.17
4	7804 Armstrong Angle Molding 9/16" x 7/8" White (7804WH) (12' x 12')	ACT GRID	White (7804WH) (12' x 12')	250	LF	\$265.00	\$66.25	\$265.00	66.25	0.68
5	A3277 Armstrong 3277 Optima Open Plan 1" x 5" White (3277) (11'8" x 5')	ACT TILE	White (3277) (11'8" x 5')	952	SF	\$2,200.00	\$2,094.40	\$2,200.00	2,094.40	9.52
6	A584 Armstrong 584 Cirrus 3/4" AT - Class A White (584S) (2' x 2')	ACT TILE	White (584S) (2' x 2')	10,000	SF	\$900.00	\$9,000.00	\$900.00	9,000.00	208.33

Item Code	Description	Quantity	UDM	Price Per	Current Price	Invited Suppliers
7300	Armstrong Prelude Intermediate-Duty Main Be...	2,500	LF	1,000 LF	\$250.00	ISC Building Mate... National Supply
7800	Armstrong Angle Molding 7/8" x 7/8" White (7...	1,500.00	LF	1,000 LF	\$275.00	\$412.50
A584	Armstrong 584 Cirrus 3/4" AT - Class A, White [...]	10,000.00	SF	1,000 SF	\$900.00	\$9,000.00
7500	Armstrong Surpline Intermediate-Duty Main Be...	200.00	LF	1,000 LF	\$240.00	\$48.00
7804	Armstrong Angle Molding 9/16" x 7/8" White [...]	250.00	LF	1,000 LF	\$265.00	\$66.25
A3277	Armstrong 3277 Optima Open Plan 1" x 5" - For ...	952.00	SF	1,000 SF	\$2,200.00	\$2,094.40
		Total			\$12,246.15	\$12,246.15

The Quick Bid Armstrong integration improves accuracy and reduces estimation risk since all the product information is up to date with current codes.

The Solution

On Center Software, www.oncenter.com, The Woodlands, Texas, one of the leaders in construction cost



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wire. Since the data is automatically output, data entry errors are minimized and calculation errors are reduced. This allows for better accuracy and helps you avoid bidding too high or too low.

Become More Efficient

It would be nice if you had a crystal ball at your disposal so you could peer into the future and know the cost of your job before you submitted it. Well, Quick Bid and Armstrong provide this crystal ball. Once you use the Armstrong download to submit your bid, Quick Bid has an eQuote feature that provides a unique benefit to the bid process.

eQuote allows you to send a material quote request and receive a vendor quote back via email. Here is how it works:

- Armstrong distributors will have the ability to make their individual locations available for download into all Quick Bid users' databases by registering with the eQuote Supplier List.
- You can then search the database for Armstrong distributors in your area and add them to your contact list.
- Once you submit a material quote request, it is sent instantly to all the Armstrong distributors in your contact list.
- The Armstrong distributor location receives the request and sends you a quote via email.

eQuote allows for more bid opportunities in less time and more opportunities for Armstrong distributors to win more business.

Attention to Detail

Nickels and dimes add up to dollars; if you're not careful, these seemingly small errors can drain your bottomline. A simple item omission or insufficient or excessive allowances

for labor can turn into costly errors. Quick Bid helps you reduce these errors by allowing you to:

- Analyze labor productivity with a condition
- Easily check bid production rates for difficulty
- Check the job duration outline in the contract against man-days in the estimate

With the latest Armstrong material items and detailed ceiling system assemblies available to you with a click of a button, you will:

- Know the cost of the job before submitting it, since all the material you need will populate
- Be able to analyze material, change orders, and alternates
- Have the ability to review your bid in a timely and consistent manner

Quick Bid will assist you in becoming more efficient by eliminating shortcuts such as guesstimating material or using lump sum figures. These potentially costly shortcuts will become a thing of the past since all the information you need is right there on the computer screen.

Working Smarter, Not Harder

Tight deadlines and tight budgets mean efficiency is a key component to remaining in the black. The Quick Bid Armstrong download will reduce estimation errors related to discontinued products, overlooked system components, and selecting a product that does not meet code compliance.

Saving yourself time by automating many of the estimation functions you currently perform manually, and having all the code compliant information right on the computer screen without all the additional research just makes sense. The only thing you will have to struggle with is what to do with all of your extra time.

UPDATE THE ESTIMATE

On Center Software and WinEstimator give the estimator greater control in takeoff and estimating.

Without integration between takeoff and estimating software, estimators run the risk of submitting an estimate to an owner only to realize later that an update to the drawing was not reflected in the estimate.

According to Steve Watt, president, WinEstimator, www.wonest.com, Kent, Wash., this is a huge problem for an estimator, and this is where the integration between his company's product and On-Screen Takeoff from On Center Software, www.oncenter.com, The Woodlands, Texas, provides great value.



WinEstimator

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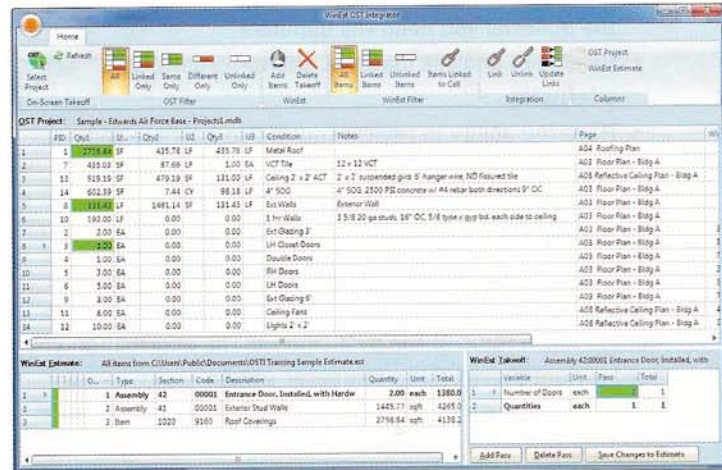
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This advancement in digital takeoff technology prompted the integration between the takeoff and estimating software. The technologies allow users to access the quantities in On-Screen Takeoff and sync with WinEst. The software will immediately notify the estimator that something in On-Screen Takeoff has changed, and then the estimator has the ability to electronically update the estimate without having to go and search for each item.

"We ... notify the estimator of what those changes are and what the impact is to the estimate, but in the end let the estimator make the decision about what needs to be updated and what doesn't," says Watt. "They may have a logical reason for not updating something."

Positive Feedback

With the integration being generally available since last fall, Watt characterizes customer feedback as being positive. He says customers like that the technologies notify the estimator of changes in the estimate, and that the integration eliminates situations where contractors may submit an estimate to an owner and then find out there was an update in the drawing that impacted the estimate.



The integration feature allows users to see changes and update the estimate.

Integrated Assistance

Years ago, Watt was in a meeting when he learned about a product from On Center Software that allowed drawing plan overlays. "What I realized is that presents a problem for estimating. If you develop an entire estimate off of certain dimensions and quantities and then those quantities change as a result of a design change, you can have hundreds and hundreds of items in an estimate that are no longer valid."

For instance, Michael McGrath, senior estimator, ITSi, www.itsi.com, Walnut Creek, Calif., a design-build infrastructure and environmental construction company, likes the ease of mapping condition quantities to the correct estimate items; graphical representation of updated data; and the ability to organize items in a split-window environment.

The integration between On-Screen Takeoff and WinEst allows users to see the changes and update the estimate with those changes. For estimators, this means submitting an accurate and up-to-date estimate every time.

ESTIMATE WITH EFFICIENCY

On Center Software and Hard Dollar save time and increase accuracies in takeoff and estimating.

As more construction companies become tech savvy and recognize manual takeoff procedures are a thing of the past, new integrations between takeoff and estimating platforms will help streamline processes and reduce the likelihood of costly errors.

Late last year, On Center Software, www.oncenter.com, The Woodlands, Texas, and Hard Dollar, www.harddollar.com, Scottsdale, Ariz., announced a new alliance to integrate On-Screen Takeoff with Hard Dollar's Project Cost Management 5D-BIM server. Since that time, the companies have been working with customers to fine-tune the integration and plan to make it generally available to the market in the first half of this year.

Save Time, Improve Accuracy

This integration will allow users to apply quantity results from On-Screen Takeoff directly into Hard Dollar's Project Cost Management 5D-BIM server. This product from Hard Dollar integrates design, estimating, scheduling, project control data, and accounting together, enabling access to all of this data at any point during the project.

Brad Barth, vice president, Hard Dollar, says the goal of this integration is to allow users to pull assembly quantities, line item quantities, counts, and dimensions from On-Screen Takeoff directly into Hard Dollar's estimating system without having to retype or import/export.

"It speeds up the process because you can go right from your takeoff into the estimating stage immediately," says Barth. "Oftentimes you are going back and making changes



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to the takeoffs and so again you have to do that 10 or 20 times in an estimate. Every time you speed that up, multiplied by 10 or 20, you get that time savings."

It is also an issue of accuracy, he adds, saying, "When we can read those quantity parameters directly from On Center Software, it eliminates the potential risk of someone typing in the wrong number. By reading the data directly from On Center Software you know it is right and validated. There is no risk of error."

Customer Demand

Not only do construction companies recognize the digital takeoff process is essential in today's market, they also realize integration between takeoff and estimating is crucial. According to Barth, there was a big demand for integration between On Center Software and Hard Dollar, and this was a

driving factor in the development of the integration.

In talking with the customers using the integration now, one of the big benefits of the technology is the ability to visualize the project and how it relates to the estimate. Bringing the quantities from On-Screen Takeoff into the estimating

software from Hard Dollar will ultimately allow construction companies to visualize the project more quickly and accurately than without the integrations.

Hard Dollar has partnered with On Center Software in order to provide its users with access to the digital takeoff tool, saving time and increasing accuracy.

"(The integration) eliminates the potential risk of someone typing in the wrong number."

— Brad Barth, Hard Dollar

ON-SCREEN
Takeoff[®]
+
Quick Bid



“ **QUICK BID AND
ON-SCREEN TAKEOFF[®]
HAVE CUT MY
ESTIMATING
TIME BY 50%.** ”

- Joseph Riley, RTI Construction, Inc. President

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