



# On-Screen Takeoff and Quick Bid for Flooring

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*Architects and homeowners go through great pains to select flooring to achieve the desired look. It takes a skilled professional and artisan to turn these visions into reality.*

**A**s in many other industries, innovations that improve efficiencies have made their way into the flooring trade. The flooring business is always changing with new products and options ranging from hardwoods to resilient flooring to natural stone.

Regardless of change, when it comes to flooring, attention to detail and accuracy are critical to the appearance and function of a building. Accuracy must begin with the interpretation of architectural/structural drawings to assure that all required solutions are addressed up front. Failure to do so can be costly.

Successful contractors understand the importance of having software solutions, such as On-Screen Takeoff® and Quick Bid® for automating their manual processes. In today's highly competitive marketplace where "the low bid gets the job," a flooring contractor can lose money before the first plank or floor treatment is applied without accurate and timely takeoffs and estimates.

# Manual Processes are Costly

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**B**efore digital technologies, estimating tools consisted of the rolling linear scale, colored pencils, notepads, and calculators. As the use of personal computers grew, estimators replaced their calculators with electronic spreadsheets that manage complex trig functions. Many estimators still use these tools to perform material takeoffs and to generate educated cost “guesstimates” that make their way into formal bids.

In a labor-intensive exercise, knowledgeable estimators manually comb through numerous printed plans to tabulate square footage and linear footage for molding and to count objects, such as door transitions, cabinet allowances, and other related materials. It takes significant time and skill to determine real values due to unique conditions and odd shapes where it is challenging to measure correct values. For example, a rectangular room of 500 square feet may only need 500 single square-foot tiles. However, a 500 square foot

irregular shaped room or an area that has tiles rotated 45 degrees may easily take 550 to 600 single square-foot tiles.

Further complicating the process is the specter of change orders and requests for alternates. With manual processes and spreadsheets, the estimator must sift through marked-up plans and prior estimates to work up a change or develop alternatives and incorporate them into the overall project budget and bid plan. Even small changes create a time burden and add to the cost of bidding.

While manual takeoff and estimating processes are still common today, there is a better way for contractors to double their estimating productivity effectively. Flooring contractors submit more bids in less time with greater confidence when using On-Screen Takeoff and Quick Bid.



# On-Screen Takeoff and Quick Bid Improve Productivity

On-Screen Takeoff and Quick Bid allow flooring estimators to measure areas and lengths, count quantities of components, and work with seams and patterns to reduce waste—all from digital plans viewed on a computer monitor. As counts and measurements are taken with the click of a computer mouse, on-screen® plans are highlighted to show what has been processed. Rather than tabulating takeoff and calculations on a legal pad or spreadsheet, the estimator lets the software track and tally all the material needs.

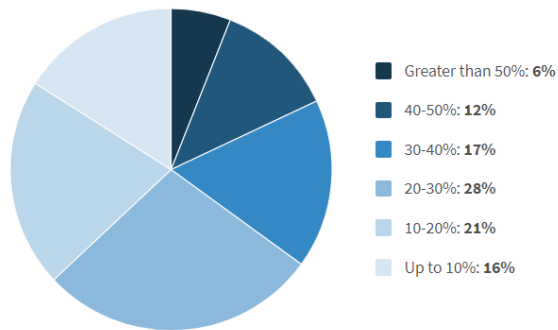
Quick Bid is used to apply the current material, labor, markups, and other costs to the On-Screen data to develop project costs. From start to finish, an experienced flooring estimator who is proficient with these automated tools produces a more precise, detailed bid in much less time compared to doing it manually.

On-Screen Takeoff and Quick Bid have a high degree of integration so that takeoff data flows right into cost estimates. What's more, the products' capabilities and features can vary widely; the best value is found in full-featured takeoff and estimating solutions that do more to simplify and accelerate the bid development process.

ON CENTER SOFTWARE CUSTOMER RESEARCH

## Increase your Bids and/or Profits by 20% or more

By what percentage did On-Screen Takeoff increase the bids and/or/profits of your company?



Source: TechValidate survey of 126 users of On Center Software

Validated Published: Sep. 25, 2017 TVID: D88-EAC-73B



# Automation Increases Efficiencies

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**O**n-Screen Takeoff and Quick Bid quickly pay for themselves in two ways—first by increasing the number of jobs a contractor can bid and win, and second by eliminating the need to print, handle, and store large paper-based plans and other documents. Electronic records can be imported directly into the application, where estimators can quickly take off all aspects of the project.

Quick Bid allows contractors to maintain and manage a library of common flooring assemblies, or combinations of materials, cost, and labor that together form a unit of construction activity, such as subflooring and parquet. These assemblies can be instantly recalled and reused among projects to save time. Built-in cost databases specific to flooring are another time-saver, which reduces errors and results in more accurate bids. The application allows estimators to import current price lists from multiple vendors and subcontractors. eQuotes allows you to send, manage, and award Supplier quotes from the Materials Tab in Quick Bid. Once the materials and labor are determined, prices and rates are applied, a markup is calculated, and the detailed can be sent via eQuote to suppliers and manufacturers.

Additionally, Quick Bid generates reports that help contractors manage labor and material costs. There are reports to develop cut lists, plan material inventories and purchases, and plan man-hours and costs for a variety of job categories and tasks. Depending on the reporting needs, labor can be broken down into subcategories for site labor. Furthermore, material requirements can be reported by what is required and when to facilitate just-in-time purchasing.

# A Better Way to Conduct Business

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Flooring contractors who have already adopted On-Screen Takeoff and Quick Bid cannot imagine doing business without these tools.

These programs help the owners:

- **Save Time and Money:** Reduce the cost of shipping and printing plans. Spend far less time doing takeoffs and estimating costs for each bid. Submit more bids to win more projects.
- **Reduce Costly Mistakes:** Eliminate manual entry errors and see visually on the screen that everything is accounted for.
- **Improve Collaboration:** Get everyone on the same page for how to bid and work a job.
- **Beat the Competition:** Submit bids, respond to change requests, and offer alternatives quickly and with confidence.

## Conclusion

As a flooring contractor, project bidding is something done regularly. A contractor's success begins with the ability to takeoff, estimate, and bid projects accurately and in a timely fashion. Taking too long to generate a bid or bidding too high due to inaccurate input can cost jobs. Conversely, if a bid is too low due to incorrect data, a company will lose money on this work. The objective is to get it right the first time, every time. On Center Software solutions for takeoff and estimating make the difference between being profitable or just keeping the doors open.

On Center Software has been a trusted provider of construction automation management solutions for nearly three decades. On Center was the first in the industry to offer the best-in-class digital solutions for takeoff and estimating: On-Screen Takeoff® and Quick Bid®. Our award-winning software is recognized by the industry, our customers, and partners in 60 countries around the world and is part of construction management curriculum at more than 300 universities and institutions.