# Takeoff and Estimating Software for Paint & Wall Covering Companies

*Architects, interior designers, and general contractors go through great pains to select paint and wall covering to achieve an image. It takes skilled craftsmen with professional takeoff tools to turn these visions into reality.*

As in many other industries, innovations that improve efficiencies have made their way into the painting and wall covering business. The trade is continuously adding new materials and techniques, and expanding options for beauty and sustainability. When it comes to painting and wall covering, attention to detail and accuracy are critical for the result. Accuracy must begin in the pre-construction phase with the takeoff interpretation of architectural/structural drawings to assure that all required solutions are addressed up front. Failure to do so can be costly and ruin business relationships.

Successful contractors understand the importance of the takeoff and estimating processes. In today's highly competitive market where "the low bid gets the job," a painting and wall covering contractor can lose money before the first primer or wall treatment is applied without accurate takeoffs and estimates.

# On-Screen Takeoff & Quick Bid Improves Productivity

Before digital technologies, takeoff, and estimating tools consisted of the rolling linear scale, colored pencils, notepads, and calculators. As the use of personal computers grows, and paper plans are digital, estimators are replacing their calculators with electronic spreadsheets and formulas. Many estimators still use old school tools to perform material takeoffs and to generate educated cost "guesstimates" that make their way into formal bids. On-Screen Takeoff® accelerates the manual processes that many estimators are accustomed.

Instead of manually combing through numerous printed plans to tabulate square footage, linear footage for molding, count objects such as doors and windows, and other related materials, On-Screen Take-off calculates material values with unique conditions and odd shapes, such as alcoves and dramatic curves, where it is challenging to measure precise values.

The biggest challenges that exist for an estimator are change orders and requests for alternatives. With manual processes and spreadsheets, the 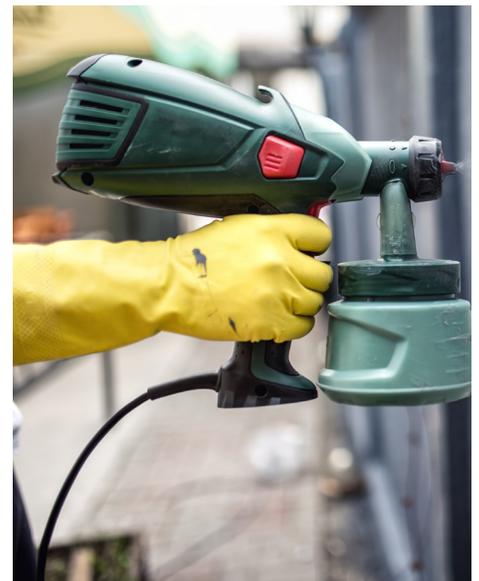estimator must sift through marked-up plans and prior estimates to work up a change or develop alternatives and incorporate them into the overall project budget and bid plan. Even small changes take time and add to the cost of bidding. Quick Bid® eliminates this challenge for many users and can keep your projects organized with less convoluted mistakes and errors.

While manual takeoff and estimating processes are still common today, there is a better way for contractors to double their estimating productivity. Painting and wall covering contractors submit more bids in much less time with greater confidence when using digital takeoff and estimating applications.

On-Screen Takeoff allows estimators to measure areas, lengths, and quantities of components from digital plans from a computer screen. As counts and measurements are taken with the click and drag of a mouse, on-screen plans are color-coded and highlighted to show what has processed. Rather than tabulating a takeoff 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, markup, and other costs to the takeoff data to develop project costs. From start to finish, a painting and wall covering estimator proficient with On-Screen Takeoff develops 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 software's capabilities include full-featured takeoff and estimating solutions that do more to simplify and accelerate the bid development process.

# Automation increases efficiencies

On-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 documents can be imported directly into the application, where estimators can easily takeoff all aspects of the project on a screen.

Quick Bid allows contractors to maintain and manage a library of general assemblies, or combinations of materials, costs, and labor that together form a unit of construction activity,

such as a number of applications, faux finishes, coverings, and murals. These assemblies can be instantly recalled and reused on similar projects to save time. Built-in cost databases specific to painting and wall covering save time, reduce errors and result in more accurate bids. Don't recreate the wheel. On Center Software packages allow estimators to import current cost lists from multiple vendors and subcontractors. Once the materials and labor are determined, prices and rates are applied, a markup is calculated, and the detailed estimate is published for the bid. The contractor's logo, photos,

fonts and contact information are preset for emailing the bid by PDF and printed copies for bid day.

Additionally, Quick Bid generates reports that help contractors manage labor and material costs. There are reports to develop cut lists, plan material inventories, purchases, and plan man-hours. Depending on the reporting capabilities, labor can be broken down into subcategories for prefabrication and site labor. Material requirements can be reported by what is needed and when to facilitate just-in-time purchasing.

## A better way to conduct business

Painting and wall covering contractors who have already adopted On-Screen Takeoff and Quick Bid cannot imagine doing business without them. 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, by automatically checking that everything is accounted for in the bid and budget.
- **Improve Collaboration:** Get everyone on the same page for how to bid and work a job.
- **Differentiate from Competition:** Submit bids, respond to change requests and offer alternatives quickly without having to rebuild the bid from scratch.
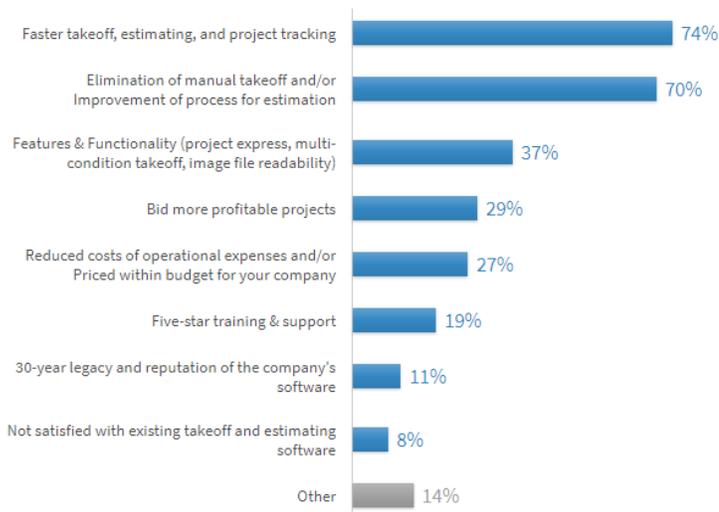
# Get it right,
# the first time, every time

As a painting and wall covering contractor, project bidding is something done regularly. Success begins with using On Center Software solutions 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 knock you out of jobs. Conversely, if a bid is too low due to incorrect information, money will be lost on the job. The objective is to get it right the first time, every time. On-Screen Takeoff and Quick Bid improve profits with a higher bid/win ratio and by growing pipeline of projects.

ON CENTER SOFTWARE CONTRACTOR SUITE CUSTOMER RESEARCH

**Top purchasing drivers for the Contractor Suite:**

What were the top purchasing drivers for buying the Contractor Suite
(On-Screen Takeoff, Quick Bid, and Digital Production Control)?

| Driver | % |
|---|---|
| Faster takeoff, estimating, and project tracking | 74% |
| Elimination of manual takeoff and/or Improvement of process for estimation | 70% |
| Features & Functionality (project express, multi-condition takeoff, image file readability) | 37% |
| Bid more profitable projects | 29% |
| Reduced costs of operational expenses and/or Priced within budget for your company | 27% |
| Five-star training & support | 19% |
| 30-year legacy and reputation of the company's software | 11% |
| Not satisfied with existing takeoff and estimating software | 8% |
| Other | 14% |

*HBS Painting, Inc. increased profits by 10-20% from using On-Screen Takeoff, Quick Bid, and Digital Production Control. Bob Hoppe, Principal and Estimator, HBS Painting*

Source: TechValidate survey of 133 users of On Center Software Contractor Suite

On Center SOFTWARE | TechValidate

✔ Validated  Published: Aug. 9, 2017  TVID: 8B0-028-FE6