



Takeoff and Estimating Software for Doors and Hardware Contractors

Doors and hardware contractors have to work a balancing act on every project. The contractor must achieve the architectural design intent, and provide the highest value to the customer with the highest quality while remaining on budget. There are aesthetics as well as fire and sound ratings to consider. It takes skilled professionals to balance all the needs to package a bid and win the project.

As in most industries, technological innovations improve operational efficiencies. On-Screen Takeoff® and Quick Bid® software automate, compile, and organize manual takeoff and estimating processes. Does a job call for 12, single unrated doors or 14, single rated door assemblies? Rated egress doors or perimeter door

assemblies? The dollar is in the details. Shops invest in technology and equipment like CNC machinery to increase productivity, reduce waste, and increase profits. Building bids can also be automated with technology.

Profitability hinges on accurate bid estimates. In today's highly competitive marketplace where "the low bid gets the job," contractors can lose money before they install the first frames without accurate estimates.

Manual processes hamper productivity

Before digital technologies, the rolling linear scale, rulers, colored pencils, highlighters, legal pads, and calculators were the tools of the estimator. As the use of personal computers grew, estimators replaced their calculators with electronic spreadsheets. Many estimators still use these tools to manually perform material takeoffs and generate educated “guesstimates” for their formal bids.

Manual processes are time- and labor-intensive. Estimators carefully comb through many printed plans spread across a table to tabulate product counts, including interior and exterior doors, frames, and the corresponding hardware components. It takes significant time and skill to determine the material values due to unique

conditions and non-standard openings where it is challenging to measure precise values.

Contractors invest considerable time and money in their takeoff and estimating processes in the hope of winning projects. While manual takeoff processes are still used today, there is a better, more accurate way for doors and hardware companies to double their bid productivity. On-Screen Takeoff and Quick Bid allow companies to submit more accurate bids in less time. Producing more detailed, professional bids leads to winning more jobs.

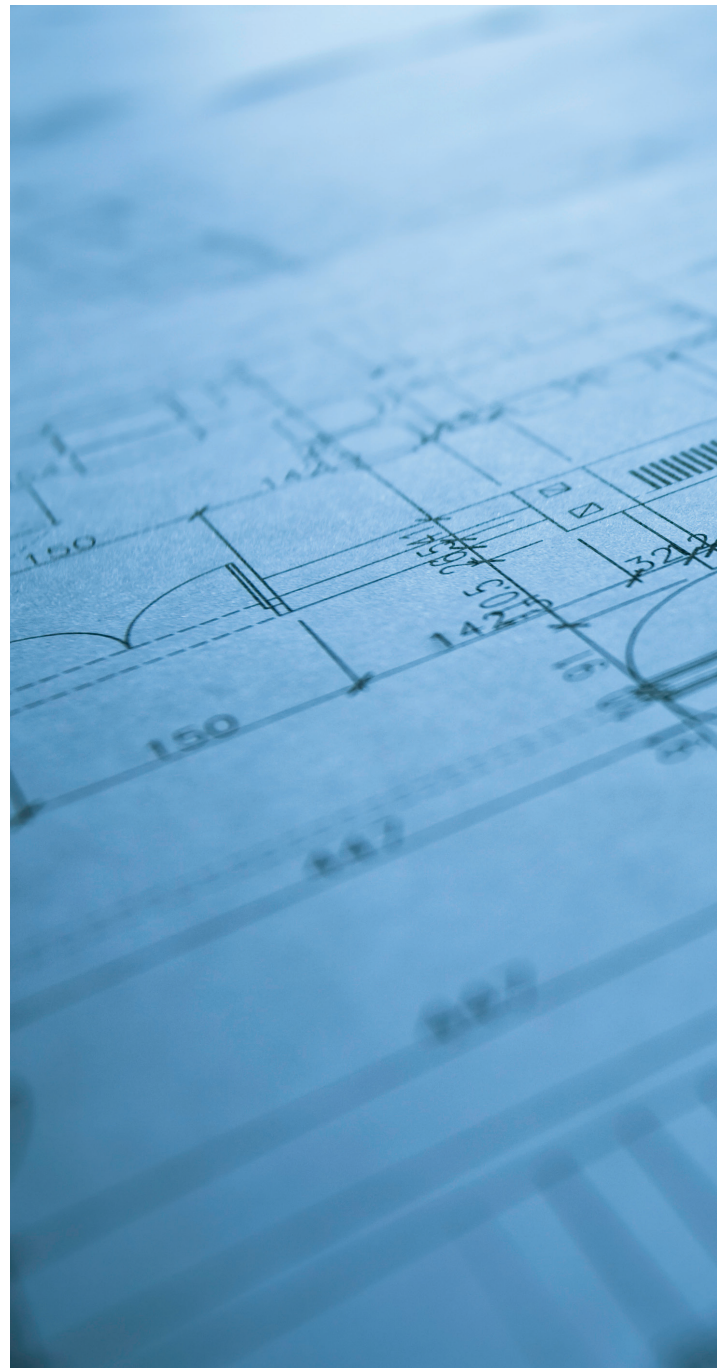


On-Screen Takeoff and Quick Bid improve productivity

On-Screen Takeoff applications enable doors and hardware estimators to measure areas, lengths, and volumes, and to count quantities from digital plans on a computer screen. As counts and measurements are taken with the click and drag of a mouse, the on screen® plan is highlighted to show what has been processed. The estimator applies conditions, including 3- or 4-sided frames, single or double rabbet masonry profiles, and sidelights and transoms. Rather than tabulating the takeoffs by hand, the estimator lets the application track and tally all the materials.

Quick Bid is used to apply the current material, labor, markup, and other costs to the takeoff data to estimate project costs for the bid. An important element in creating an accurate estimate is being able to break a project down into smaller pieces and roll them up into a bid. An example would be creating a property estimate by floor, room, elevation, and door type.

From start to finish, a door and hardware estimator with on-screen automated tools develops a more precise bid in far less time than doing it manually. On-Screen Takeoff and Quick Bid are fully integrated by design. This enables takeoff data to flow directly into cost estimates.



Automation increases efficiencies

On-Screen Takeoff and Quick Bid quickly pay for themselves in several ways—first, by decreasing the time needed to create estimates. Second, by eliminating the need to print, handle, organize, and store bulky paper-based plans and other documents. Third, digital plans imported directly into the application allow an estimator to takeoff all aspects of the project. This can include egress, profiles, door size, hardware, flat, satin or glossy finish, weather strips, transoms, louvers, headers, jambs, and other elements. Because the estimator specifies and views specific conditions directly on the computer screen, it automates precise material counts and types.

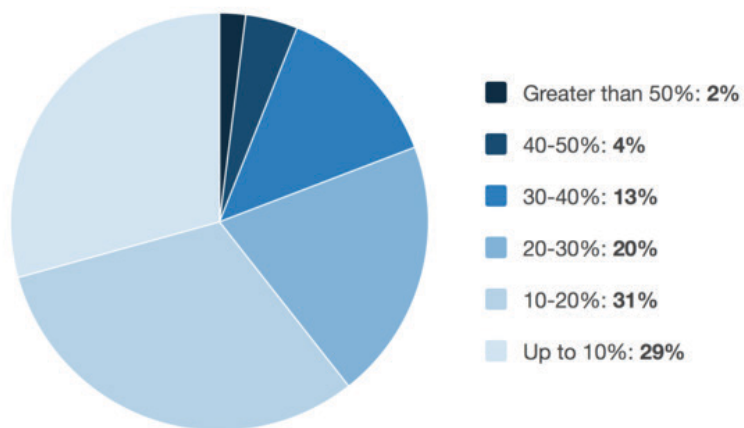
Quick Bid enables doors and hardware contractors to maintain an electronic library of common assemblies and designs. These assemblies are combinations of materials, quantities, costs, and labor from past projects. They can be recalled instantly and reused for change orders or new bids for similar projects. Cost databases specific to doors and hardware are another time-saver designed to reduce input errors, resulting in an accurate bid.

Quick Bid allows you, the estimator or project manager, to import the current cost lists from multiple suppliers. Once the materials and labor are determined, prices and rates are applied, markups are calculated, and the detailed estimate is published for the bid.

ON CENTER SOFTWARE CONTRACTOR SUITE CUSTOMER RESEARCH

Increase your profits by 20%

Percentage of profits increase with the use of On Center Software's Contractor Suite



Source: TechValidate survey of 45 users of On Center Software Contractor Suite



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Manage costs better

Cost management is crucial to the profitability of every job. Quick Bid generates reports that help the business owner and project manager track labor and material costs. There are reports to develop cut lists, manage material inventories and purchases, and to plan man-hours and costs for various labor categories.

Labor is broken down according to CSI divisions into subcategories such as site and installation labor, with separate values for shop labor, which can include tasks like handling, assembly cutting, machining, and finishing. Material requirements are reported by what is needed, and when, to facilitate just-in-time purchasing. These programs also export costs to accounting systems—another major time saver.

A better way to conduct business

Doors and hardware contractors that use On-Screen Takeoff and Quick Bid can't imagine doing business without software.

These on-screen programs help:

- **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, which decreases missed scope and scope creeps to recoup lost revenue and cost from an error-filled bid.
- **Improve Collaboration:** Get everyone on the same digital page when forming the bid and on the job.
- **Differentiate from Competition:** Submit bids, respond to change requests, and offer alternates quickly and with confidence.

Conclusion

Doors and hardware contractors depend on expertise, attention to detail, and teamwork. These attributes are crucial to bid projects in a timely manner. Taking too long to generate a bid can cause rushed numbers, which lead to bids that are too high because of inaccurate input costs. On the other side of the door, if a company bids too low due to inaccurate information, it will lose money on its work. The objective is to get it right the first time, every time. On Center Software can make the difference between building a lucrative backlog of projects, or a hit-or-miss bid process with a desperate scramble for the next job.

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.