



# On-Screen Takeoff and Quick Bid for Roofing

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*A roof is one of the most important structures of any commercial or residential building. Roofing companies use advanced technology and materials designed to exceed standards for longevity, heat, cold, rain, snow, ice and wind. Good enough, doesn't cut it.*

**A**s in most industries, innovations that improve efficiencies have made their way into the roofing trade. The roofing business is constantly evolving with new products and options ranging from higher wind-rated membranes and shingles, to roof accessories for safety, aesthetics, and energy efficiency.

When it comes to installing a roofing system, attention to detail and precision 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 with rework or litigation.

In today's highly competitive marketplace where "the low bid gets the job," a roofing contractor can lose money before the first nail is hammered without accurate takeoffs and estimates. Roofing contractors understand the importance of having software solutions such as On-Screen Takeoff® and Quick Bid® to automate their estimating.

# Manual processes are costly

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**B**efore digital technologies, estimating tools consisted of the rolling linear scale, colored pencils, notepads, and ten-keys. As the use of personal computers grew, estimators replaced their calculators with electronic spreadsheets, like Excel. That is a step in the right direction, but many roofing estimators still use the old school manual methods to perform material takeoffs with cost “guesstimates” that make their way into formal bids.

In a labor-intensive exercise, experienced estimators manually comb through numerous printed plans spread across a table to tabulate roof area, linear footage of flashing, sealant material, and other materials. It takes significant time and skill to determine values due to unique conditions, slope, and odd shapes, where it is challenging to measure correct values.

Change orders and requests for alternatives further complicate matters for companies using manual processes, blueprints, and spreadsheets. The estimator must sift through marked-up plans and prior estimates to work up changes incorporating them into the overall project budget and bid.

While manual takeoff and estimating processes are still common today, there is a better way for roofing contractors to double their estimating productivity and accuracy.

80% of On-Screen Takeoff and Quick Bid users have improved the speed and efficiency of their takeoff and estimating processes.

Source: Techvalidate.

TVID: A30-A-A46-9E



# On-Screen Takeoff and Quick Bid improve productivity

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

Quick Bid is then used to apply current material, labor, markups, and other costs to the takeoff data for developing a comprehensive bid. From start to finish, an experienced roofing estimator who is proficient with these automated tools produces a more precise, detailed bid in much less time than doing it manually.

On-Screen Takeoff and Quick Bid have a high degree of integration so that takeoff data flows right into cost estimates. The best value is found in full-featured takeoff and estimating solutions like these, that do more to simplify and accelerate the bid development process.

Contractors increase their profits by up to 20% when using On-Screen Takeoff and Quick Bid.

Source: Techvalidate. TVID: 3FA-0D0-09B



# Automation increases efficiencies

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**O**n-Screen and Quick Bid quickly pay for themselves in two ways—first by increasing the number of bids a contractor can produce, which win more jobs. Moreover, going digital eliminates the need to print, handle, organize and store volumes of paper-based plans and other documents. Electronic records can be imported directly into the application in seconds.

Quick Bid allows contractors to maintain and manage a library of assemblies—combinations of materials, costs, and labor that together form a unit of construction activity, such as installing underlayment, flashing, and drainage systems. These assemblies can be instantly recalled and reused among projects to save time. Built-in cost databases specific to roofing are another time-saver which reduces errors and results in more accurate bids. Also, good estimating software packages allow estimators to import current price lists from suppliers. Once the materials and labor are determined, prices and rates are applied, a markup is calculated, and the detailed estimate is created and can be sent via eQuote which allows

you to send, manage, compare and award supplier quotes from the Materials Tab in Quick Bid.

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 labor categories and tasks. Depending on the reporting capabilities of the software, work can be broken down into subcategories for site labor. Also, material requirements can be reported by what is needed and when to facilitate just-in-time purchasing and delivery to the job site.

# The bottom line: a better way to conduct business

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**R**oofing contractors who have already adopted software like On-Screen Takeoff and Quick Bid cannot imagine going back to manual estimates.

These programs help contractors:

- **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 the likelihood of having to perform “value engineering” to recoup lost revenue and cost from an error-filled bid.
- **Improve Collaboration:** Get everyone on the same digital page when building the bid and later managing the job.
- **Beat the competition:** Submit professional bids, respond to change requests and offer alternatives quickly and with confidence.

## Conclusion

As a roofing contractor, project bidding is something you regularly do. Your success begins with the ability to takeoff, estimate, and bid projects accurately and in a timely fashion. Taking too long to generate a bid can lead to rushed numbers, filled in at the last minute to meet the deadline. Inaccurate data can cost you the bid. On the other hand, if a bid is too low due to sketchy data, the company can win the bid, but lose money on the job. The objective is to get it right the first time, every time. On Center Software solutions for takeoff and estimating make the difference between building a profitable business with winning bids and a healthy backlog, to contractors busy cranking out hit or miss bids.

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.