



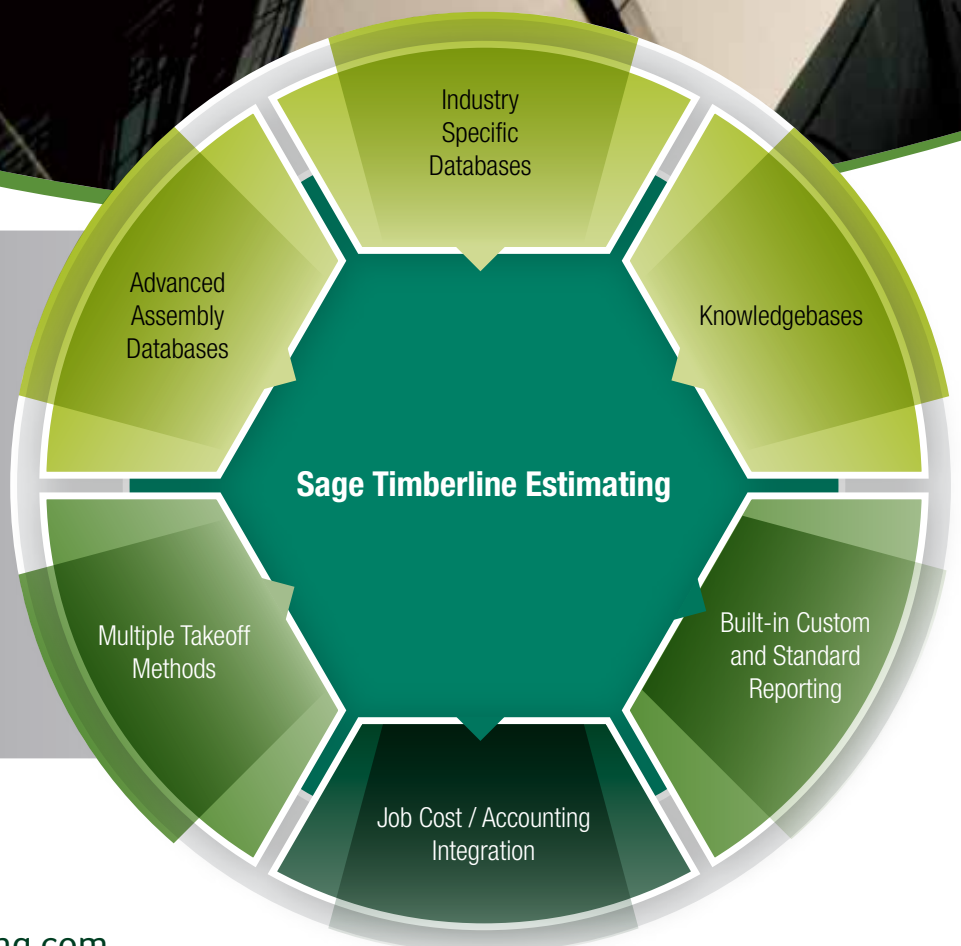
# Sage Timberline Estimating

BETTER ESTIMATES BY EVERY MEASURE.

sage

## Sage Timberline Estimating

Sage Timberline Estimating is powered by trade-specific cost databases, enabling you to turbo-charge takeoffs and final proposals. Input your own costs into a prebuilt database or choose a database pre-populated with costs. When your proposal is accepted, information flows automatically to job cost in Sage business management software such as Sage Timberline Office, eliminating redundant tasks, data entry errors, and omissions.





## Put your best bid forward.

### **A new day in construction has dawned.**

It's tougher than ever out there. Margins are razor-thin. Schedules are ultra-aggressive. You compete against more firms on every bid. To win more work and ensure the profitability of every project, you have to build estimates with more speed and precision than ever before. One thing is certain: Yesterday's estimating methods will no longer cut it.

Sage Timberline Estimating provides a smarter, automated way to estimate. Takeoffs are faster. Final proposals are more professional. Plus it works in tandem with Sage business management software such as Sage Timberline Office, so once a bid is accepted, information flows automatically to accounting and job cost. By eliminating redundant data entry and error-prone processes, Sage Timberline Estimating helps projects run efficiently from initial estimate to project completion. Quite simply, it's better estimating by every measure.

# Fast. Accurate. Integrated.

**Speed comes easy.** Sage Timberline Estimating eliminates the drudgery associated with complex calculations and manual, repetitive, and routine estimating tasks. Fire it up and the first thing you notice is the intuitive interface with familiar bid worksheets that make building estimates easy. You'll also find literally thousands of report options. Before you know it, you'll be executing processes, pricing items, querying data, and taking off a project with ease and speed. As you finalize your proposal, you'll wonder to yourself, "How can a few entry points and a series of clicks accomplish what used to take me days?" That's the power of Sage Timberline Estimating. That's putting your best bid forward, faster.

## Potent

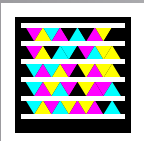
Takeoffs are turbo-charged. Choose from a variety of takeoff methods. Then, simply pull individual or groups of items from a variety of industry-specific databases directly into your bid worksheet. Enter dimensions but don't blink because quantities and prices are instantly tabulated.

## Powerful

Sage Timberline Estimating is a welcome replacement for underpowered estimating solutions and generic spreadsheets. Under the hood, it's powered by a Microsoft SQL Server database which stores all your data in one place and processes it quickly. For starters, this means faster queries, better security, and more insightful reports.

## Professional

Sage Timberline Estimating doesn't forget about style. The software makes it quick and easy to present reports and final proposals that are thoughtful, well-organized, and itemized. In other words, precisely what management and clients are looking for. Your professionalism will set your firm apart from the competition—and unlevel the playing field in your favor.



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Snap a photo of this image to check out the entire Port of San Diego success story.

"Without [Sage] Timberline Estimating Solutions, a recent estimate would have taken me a week because I would have had to do takeoffs and calculations. With this software, it took 20 minutes and I was ready to publish it in a booklet for the stakeholders."

**Shane Peterson** | Estimator | Port of San Diego

# Five ways Sage Timberline Estimating makes you faster.

- 1 Slashes takeoff time by 50% or more versus manual or generic spreadsheets methods.
- 2 Automates the process of cost item updates, eliminating the grind associated with pricing items manually.
- 3 Generates final proposals and reports in seconds.
- 4 Provides a smart way to organize and report on estimates—with fast and easy access.
- 5 Shortens the learning curve by adapting to your preferred way of working.

McKenzie Oaks - TUG\_ESTIMATES - [(local)\SAGE\_ESTIMATING]

Group	Phase	Description	Takeoff Quantity	Labor Cost/Unit	Labor Amount	Material Amount	Equip Amount	Total Cost/Unit	Total Amount
2100.000		<b>SITWORK</b>	5,000.00 sq	0.04 /sq	176	61	123	0.07 /sq	350
2143.000		Sand Fill @ Slab							
2144.000		Gravel @ Slab							
2220.250		Earthwk: Footings (Mach)							
2220.400		Shape & Grade							
3160.010		Forms: Screeds							
		Screeds							
		Screeds							
		CONCRETE							

Assembly Takeoff: McKenzie Oaks - TUG\_ESTIMATES - [(local)\SAGE\_ESTIMATING]

03- CONCRETE

0301b Foundation - Spread Foot No Rebar Moderate

Pass 1 5/12/2011 1:30:59 PM

Property	Value	Unit
Quantity	1.000	each
Length'	150.000	ft
Width'	3.000	ft
Depth of Concrete"	24.000	in
Is Foot Hand Excav?	No	
Is Footing Formed?	Yes	
# of Footing Steps	1.000	

Remember this dimension is in inches. This is helpful where the concrete is an odd depth.

Phase	Item	Description	Quantity	Unit	Location	Bid Item	
1	2220.200	10	Excavate Footing by Hand				
2	2220.250	10	Excavate Footing by Machine	56.296	cy	Building A	Foundation
3	2220.500	10	Backfill Footings	22.519	cy	Building A	Foundation
4	2220.400	10	Shape & Grade Footing	4.500	sf	Building A	Foundation
5	3306.000	c 30	Footing Conc 3000 psi	33.333	cy	Building A	Foundation
6	3111.000	15	Footing Forms (Multi Use)	612.000	sf	Building A	Foundation
7	3111.000	40	Footing Steps	1.000	ea	Building A	Foundation
8	3159.000	10	Strip/Oil Forms-Footings	618.000	sf	Building A	Foundation
9	2111.000	5n	Remove Footing	150.000	lf	Building A	Foundation

Quantity: 33.33 cy Cost: \$5,603.47 \$168.11 / cy

Quickly and easily build estimates by taking off entire construction systems at once.

# Profitability with precision.

**Make every bid a winner.** The fate of every project hinges on the estimate. Miss high and your proposal will be ignored. Miss low or make a mistake and cost overruns will erode your profits or ruin your company's reputation. Sage Timberline Estimating helps you find the sweet spot, while ensuring precise calculations and costs across all aspects of the bid: labor, supplies, subcontractor bids, materials, equipment, and even overhead and profit. When you think of Sage Timberline Estimating, one word ought to come to mind: Bull's-eye.

## Accuracy

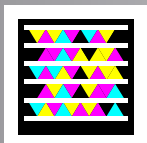
Your profitable project starts with takeoff. Several methods are available to fit your preferred style. Trade-specific databases, smart assemblies, and digital plan takeoff support do the heavy lifting for you—guiding you through as the system calculates materials, equipment, and labor prices. Automation helps eliminate costly errors such as mistyped values, mistakenly deleted formulas, and misplaced decimals.

## Flexibility

Do you lose your cool on bid day if you're asked to proportionately slash the total estimate by 4 percent? With Sage Timberline Estimating, you can handle these kind of adjustments in a snap, on the fly, and with precision. Plus, you can easily modify or undo adjustments or make side-by-side comparisons right on screen.

## Uniformity

When you have multiple estimators, inconsistency can be an issue—particularly if each is using a different personalized spreadsheet. With Sage Timberline Estimating, estimators have flexibility in the way they work, but the methodology is predictably consistent, eliminating pricing variations between estimators that can easily result in eroded profits.



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Snap a photo of this image to check out the entire Rudolph and Sletten success story.

“With regular spreadsheet software, manual recalculation can lead to a catastrophic error on an estimate. Our [Sage] Timberline Estimating Solution provides us with safeguards against these costly mistakes.”

**Todd Ahern** | Senior Estimator | Rudolph and Sletten

# 5 Five ways Sage Timberline Estimating improves accuracy.

- 1 Uses up-to-date, trade-specific cost databases for final numbers you can trust.
- 2 Eliminates manual calculations and reduces the risk of overlooked items—some of the most common causes of errors.
- 3 Enables you to make last minute changes with quick precision.
- 4 Standardizes the bid process across multiple estimators without forfeiting individual styles and flexibility.
- 5 Removes spreadsheet liabilities—such as hidden cells and broken formulas.

Compare estimates side-by-side either onscreen or from a printed report.

The screenshot displays the Sage Timberline Estimating software interface. The top window shows a list of items with columns for Group, Phase, Description, Takeoff Quantity, Labor Cost/Unit, Labor Amount, Material Amount, Equip Amount, Total Cost/Unit, and Total Amount. The items are categorized into SITEWORK and CONCRETE, including Footings, Edgeform Slabs, Edgeform at Walks, Screeds, Wiremesh, and various concrete footings.

The bottom window shows a Variance Report for McKenzie Oaks, dated 5/12/2011 1:53 PM. The report compares McKenzie Oaks estimates with a reference estimate (McKenzie Oaks - Phase 2) across various items. The variance is calculated as the difference between the two estimates.

Item	Description	Material Amount			Total Amount		
		McKenzie Oaks	McKenzie Oaks - Phase 2	Variance	McKenzie Oaks	McKenzie Oaks - Phase 2	Variance
3000.000	CONCRETE						
3111.000	Forms: Footings	288	300	(12)	423	528	(105)
3127.000	Forms: Edgeform Slabs	223	278	(55)	1,876	2,345	(469)
3130.010	Forms: Edgeform at Walks	223	278	(55)	1,876	2,345	(469)
3160.010	Forms: Screeds	85	106	(21)	376	470	(94)
3226.000	Wiremesh	134	167	(33)	596	745	(149)
3306.000	Footings	10	12	(2)	45	58	(12)
3306.000	Footings	10	12	(2)	45	58	(12)
3306.000	Footings	2,045	2,558	(511)	2,420	3,024	(604)
3306.000	Footings	2,740	3,425	(685)	3,228	4,035	(807)
	<b>CONCRETE</b>	<b>3,792</b>	<b>4,740</b>	<b>(948)</b>	<b>6,838</b>	<b>11,047</b>	<b>(4,209)</b>

# Get projects on the fast track.

**Connect estimating with the rest of your business.** The ability to ensure continuity of your projects from initial estimate to project completion sets Sage Timberline Estimating apart from other estimating software. It works in tandem with accounting and operations management software from Sage to establish a seamless connection between everyone who works on a project—from estimators to accountants to project managers. The results? You spend less time moving information around and more time ensuring your projects and your overall business are moving smartly ahead.

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## Connectivity

When a bid is won and project responsibility shifts hands, is the transition smooth? Does information need to be re-keyed? With the integration between Sage Timberline Estimating and our accounting software, the appropriate data feeds from estimating to accounting for job cost reporting. No data loss. No redundant entry. Nothing left to chance.

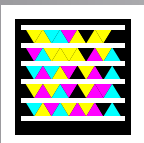
## Continuity

By aligning estimating with operations, Sage Timberline Estimating keeps all team members on the same page, looking at the most current data. This helps everyone make well-informed decisions and move projects through the lifecycle from start to finish, ensuring project profitability.

## Confidence

With a complete view of the business close at hand, including historical data from accounting, estimating, and job cost tracking, you can considerably improve your estimating accuracy as well as win/loss ratios. In addition, the ability to compare estimated versus actual costs in a real-time scenario can help you make quicker, well-informed decisions, keeping your projects on track and profitable.

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Snap a photo of this image to check out the entire Echo Pacific Construction success story.

“By using [Sage] Timberline Estimating, we have cut the costs involved in generating a complex estimate by 50% and increased the efficiency of the estimating process by at least 75%”

**Chris Rowe** | President | Echo Pacific Construction

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# Five ways Sage Timberline Estimating connects your entire business.

- 1 Shares data across estimating, job cost, and accounting functions— with no data re-entry.
- 2 Smooths the transition from estimating to job cost, ensuring projects stay on track.
- 3 Makes it easier to schedule, communicate, and confirm all project details across your team.
- 4 Provides estimators access to historical “estimated vs. actual” figures, helping improve accuracy on future bids.
- 5 Gives management fast access to cross-operational reports for informed decision-making.

Share data between estimating, accounting and job cost with no data re-entry or associated errors.

The screenshot displays the Sage Timberline Estimating software interface. A 'Job Cost Export' dialog box is open, titled 'Create or add to a job cost budget from an estimate'. The dialog contains the following text:

This wizard consists of three steps:

1. Specify a job number and transaction date.
2. Select markups and rounding options.
3. Specify optional WBS or location information.

Click 'Next' to start. You can cancel at any time.

Buttons for '< Back', 'Next >', and 'Cancel' are visible at the bottom of the dialog.

The background shows a data table with columns for Group, Phase, Description, and various units and prices. The table includes entries for 'SITWORK' and 'CONCRETE'.

# The Sage customer experience.

**We're here to help.** From the moment Sage made its bold entry into the construction market over 40 years ago, we've been dedicated to helping construction companies operate more efficiently. But our heritage isn't only about software—it's about how we serve our customers. The Sage customer experience starts with our commitment to delivering personalized service and professionalism at every stage. It continues with world-class solutions and services as your business grows and changes. We respond to your needs and make your particular investment in our solutions easy, beneficial, and rewarding.

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## Local Expertise

Our network of authorized business partners and certified consultants understand the challenges of the construction industry. Regionally-based, these experienced professionals have helped thousands of construction companies get up and running quickly on Sage Timberline Estimating software—and they provide the on-going service you need for continued success.

## Responsive Customer Support

We back our solutions with comprehensive customer support, including regular maintenance software updates, 24x7 access to an online knowledgebase, and live technical support. Added peace of mind: 92 percent of our customers rate Sage Construction and Real Estate support an 8 or higher on a 10-point scale.

## Flexible Training

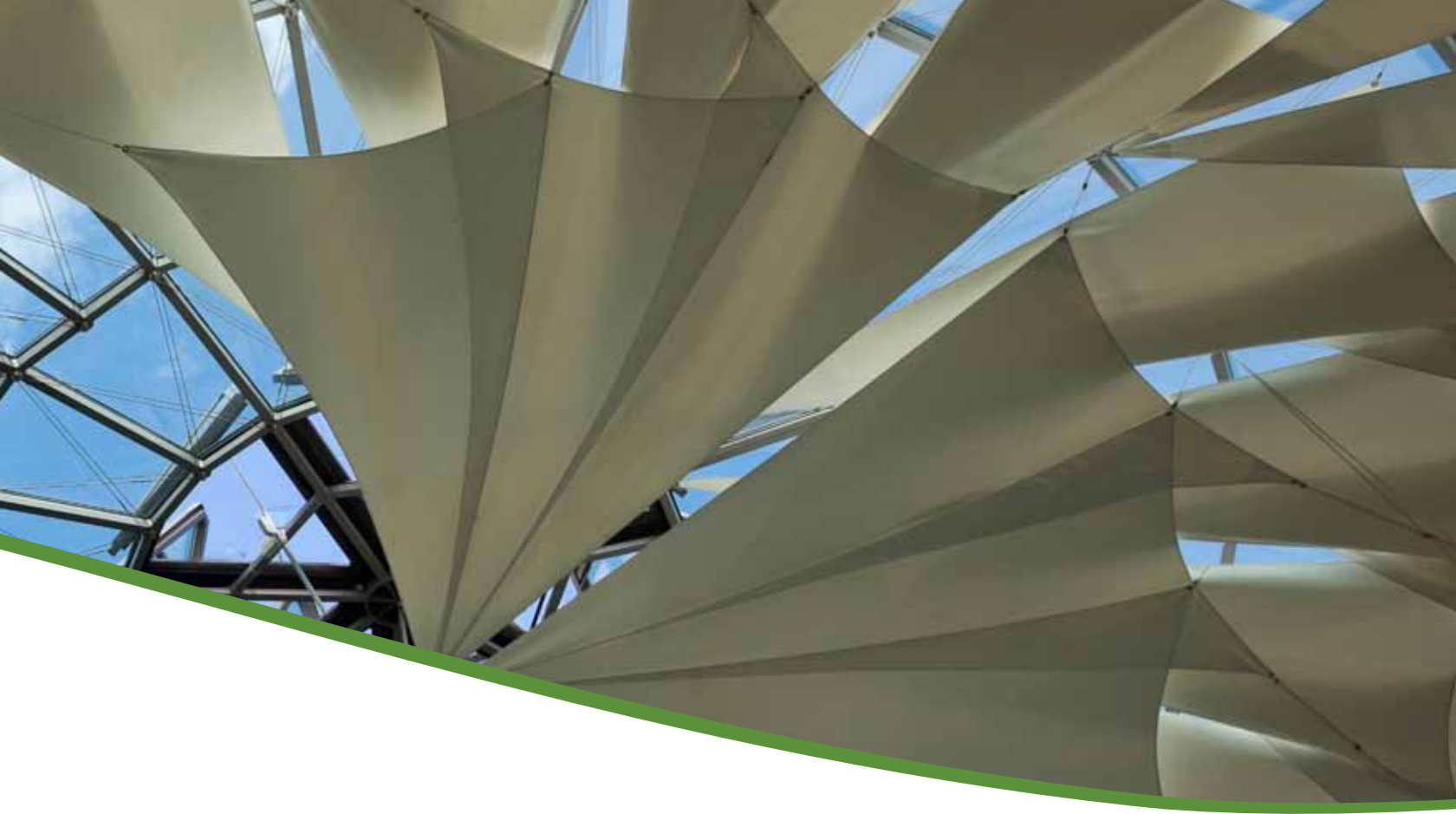
Sage and our business partners provide multiple training methods for convenience and affordability, including classroom, online instructor-led, online pre-recorded Anytime Learning, web seminars, onsite or local training options, and an annual customer conference.


## Professional Services

Each business has different needs. Working with our business partners, Sage supports implementation, deployment, and custom development that will make Sage Timberline Estimating the perfect fit for your business. We bring extensive product and industry experience to each partnership.

## Add-On Solutions

Enhance or expand the power of Sage Timberline Estimating with add-on solutions including accounting, job cost reporting, prebuilt industry databases, and more.





**For more information about  
Sage Timberline Estimating:**

Visit [www.SageTimberlineEstimating.com](http://www.SageTimberlineEstimating.com)

Call **800-628-6583**

Or contact your local Sage Timberline  
Estimating business partner

**Sage Construction and Real Estate**

15195 NW Greenbrier Parkway | Beaverton, OR 97006 | 800-628-6583 | [www.SageCRE.com](http://www.SageCRE.com)

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