Customer Success

Port Estimating Gets Done in a Fraction of the Time

Estimator Shane Peterson was skeptical when a salesman first pitched Sage Estimating* to him for the Port of San Diego. But he quickly changed his mind when given a real-time example of how the software could work for him.

Peterson was working on an estimate for a 25-acre grading project when he told his salesman the parameters of the project. “It took him three minutes, and he gave me an estimate I could use. That would have taken me at least six hours to do manually,” Peterson says.

“You still have to check it over, so you’re not done in three minutes. But the hardest part in estimating is building the spreadsheet, and when you have a product that can build the spreadsheet for you, it saves time and effort.”

Big Savings

Using Sage Estimating more than paid for itself when the software saved the Port of San Diego $8 million on a single project in its first year of use.

A consultant gave the Port a budget of $30 million for a parking structure. Peterson had only the sketchiest of parameters—2,000 spaces, six levels, and the location. With those three items, he opened Sage Estimating and built a model for the parking structure that he could use in negotiations. By the time those negotiations were done, the price dipped to $22 million.

“We were able to compare item for item, and it was incredible,” Peterson says. “Sage Estimating was an irreplaceable tool. There’s no way I could have done it without this software. I could have stood there and argued over the prices, but I wouldn’t have had a leg to stand on. The Sage estimate was the basis for everything.”

*Sage Estimating was named Sage Timberline Estimating when Port of San Diego initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer

Port of San Diego

Location:
San Diego, California

System:
Sage Estimating
Reporting and Other Tools

Challenge

For the Port of San Diego estimator, the hardest part of the job was building the spreadsheet.

Solution

The Sage Estimating software generates the spreadsheet. It does takeoffs and calculations in a fraction of the time of doing those tasks manually.

Results

In the first year of using the software, the port saved millions on a parking structure thanks to the negotiating position that the Sage Estimating solution provided.
**Speeding Up Estimates**

Peterson says he saves time every time he uses Sage Estimating. A recent estimate for a parking garage took about an hour total—20 minutes to build the model and the rest of the time for review.

“Without Sage Estimating, it would have taken me a week because I would have had to do takeoffs and calculations,” Peterson says. “With this software, it took a fraction of the time, and I was ready to publish it in a booklet for the stakeholders. Sage Estimating saves me time, saves me money.”

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