

## Success Story

# Doran Contractors masters bid day with Sage

“I came from doing everything by hand two years ago and it is still insane how easy Sage Estimating is to use.”

**Jason Hyland**

Estimator, Doran Contractors



### The Challenge

As a general contracting and construction management company, Doran Contractors relies on consistent and accurate estimates to secure projects. They must also effectively manage subcontractor prices for each project. Doran needed software that offered flexibility to tailor estimates to owner requirements and robust tools to analyze subcontractor bids, ensuring confident decision-making in leveling and closing estimates.



### The Solution

Sage Estimating is a construction estimating software that provided the customization and flexibility Doran's preconstruction team desperately needed. With Sage, they can build bid packages specific to each project's unique requirements. On bid day, they can analyze and level bids with ease.



### The Result

With Sage Estimating, Doran Contractors enjoys a seamless workflow by connecting their takeoff, estimating, and bid closing software. Time savings through automation of manual tasks have created more time for better decision-making with:

- Bid packages tailored to project needs, leveraging features such as customizable assemblies, databases, and work breakdown structures.
- Streamlined bid analysis and leveling process facilitated by BidMatrix, which is included in Sage Estimating.
- Enhanced tracking of risk and compliance factors including incomplete bids, bond limits, and M/WBE requirements.

The Sage logo, featuring the word "Sage" in a white, serif font.

**Company**  
Doran Contractors Limited

**Location**  
Ontario, Canada

**Industry**  
Construction

**Sage Products**  
Sage Estimating



### About Company

Operating for more than 120 years, Doran is a multi-faceted general contractor specializing in the delivery of prestigious high-rise residential, commercial, institutional, and industrial projects.



### Storied History

Doran Contractors Limited is a general contracting and construction management company that has been an industry leader in Ottawa, Ontario for over 100 years. Specializing in highrise residential, commercial, and industrial projects, their strengths are showcased all across the region. As all general contracting companies know, even small projects can have many subcontractor estimates and complex closing requirements — and when you add any self-perform items, incomplete bids, and missing scope, the ability to accurately assess and level bids is difficult, even on easy days.

Some of Doran's projects have upwards of 100 different numbers coming in from subcontractors, making analysis and closing a bid daunting. For example, on one large tender there were over 500-unit prices and a few unit prices were for small buildings with multiple sub numbers. Doran won the job and attributed the success to Sage Estimating's strength during the closing. When a 1% mistake could be millions of dollars, precision is vital and every second counts as the clock ticks down on bid day.

### Initial Project Planning

The team at Doran takes pride in delivering high-quality projects through meticulous planning and coordination. That process starts with the preconstruction team. Art Bonsall, Director of Preconstruction, has been using Sage Estimating for over 30 years. Bonsall wrote their database and has been fine-tuning it over the years. During initial owner meetings for their management projects, the team gets feedback from project owners on how they'd like the information presented. Jason Hyland, Estimator for Doran, explained, "We meet with the ownership group and find out how they want to see the estimate broken down. Do they want to see it by floor? By amenity costs? Above grade/below grade?" Hyland continued, "Then we can create the appropriate WBS codes which allow us to produce and present clear reports that meet the owner's requirements and allow them to analyze their budget accordingly. Our clients are very impressed with how the estimates or budgets can be sorted in a variety of ways, and Sage allows us to do that."

This flexibility allows for easy changes. Hyland stated, "We sort a lot of our projects by typical WBS codes and if required, more complex WBS codes. If the client comes back and says that the project looks over budget, having sorted our estimates by these codes allows us to value engineer the project more efficiently. Having the complex WBS codes also allows clients to see the value of each item in greater detail to understand where costs are located."

### Building Detailed Estimates

Assembling estimates begins with the takeoff process. At Doran, every project detail, down to "every drywall screw and roll of drywall tape" is meticulously taken off through the use of the complex assemblies that were easy to write and easy to use daily. Quantities from the takeoff software are easily and accurately transferred to the appropriate bid package in Sage Estimating. Drawing on their extensive experience, Doran has developed WBS codes and assemblies tailored to their needs. This level of detail not only reflects their accumulated knowledge, but also underscores their reliance on Sage Estimating. Constructing assemblies with the desired items and scope of work is a primary reason they endorse Sage Estimating.

**"There is nothing like Sage Estimating out there that gives us the confidence we need to tackle any project head-on, providing reliable solutions that other software simply can't match. Excel is great, but there is a lot that can go wrong."**

### Jason Hyland

Estimator, Doran Contractors





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**Art Bonsall**

Director of Preconstruction, Doran Contractors

**Taming Bid Day**

Doran is no stranger to how hectic closing a bid can be. Numbers coming in at the last minute, subcontractors submitting incomplete bids, and trying to analyze everything while watching the deadline creep closer, are all too common for general contractors. This is where BidMatrix shines.

“I came from doing everything on paper — takeoff, building estimates, and closing tenders,” Hyland explained. “It’s still insane to me how easy it is. I can sort my estimate any way that I want in Sage Estimating, and then send it into BidMatrix exactly how I’m going to receive prices from subcontractors, which is huge.”

Sage allows Hyland and his team to take full advantage of the budgetary estimates they create in Sage Estimating. BidMatrix handles the complexities associated with closing out bids, including incomplete subcontractor bids, and any number of alternates that may exist on a project. And the ability to level bids is critical. BidMatrix shows the details associated with each bid package and what was initially budgeted. “Having all the scope items available and visible in each bid package allows us to easily level bids during a tender close.”

**Built on Trust**

Sage Estimating and BidMatrix have proven themselves over many years and countless projects, earning the trust of the team at Doran. From precise bid analysis and powerful reporting tools to advanced takeoff capabilities and scalable architecture, Sage Estimating offers a seamless solution for construction professionals.

Hyland concluded, “There is nothing like Sage Estimating and BidMatrix out there that gives us the confidence we need to tackle any project head-on, providing reliable solutions that other software simply can’t match. Excel is great, but there is a lot that can go wrong. I looked for something similar to this for a few years, and in my opinion, there is nothing close to this.” Bonsall echoed similar sentiments, stating, “Over the years, I have investigated other estimating software, and there is still nothing that compares to Sage Estimating.”





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who trust and rely on Sage.**

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