

# Sage Estimating Solutions

## Options for Digital Takeoff: Which solution is right for your customer?

The following information should be used as a “general” guideline and talking points for discussion with your customers/prospects.

For more information, contact Aaron Jost, product manager or Vicki Roberge, product marketing manager.

### Summary

**PlanSwift** Integration to Sage Timberline Office/Sage Master Builder Estimating (Standard and/or Extended) requires minimal setup before you can begin using. The integration embeds the Estimating Items and Assemblies directly into the PlanSwift user interface.

**OnScreen Takeoff** Integration to Sage Timberline Office/Sage Master Builder Estimating (Standard and/or Extended) requires “upfront” database configuration before using; however, it results in reusable mappings and a more automated approach to estimate generation

### Qualifying Questions to Ask

- Does your organization have internal resources dedicated to regular database maintenance and ongoing refinement?  
(Use to understand their Estimating database and extent (sophistication level) in which assemblies are being developed and used)
  - YES: the initial database mapping work required with OnScreen Takeoff will result in a powerful automation tool as it relates to estimate generation.
  - NO: The quicker and lower upfront investment in implementation would be PlanSwift.
- How price sensitive is your customer/prospect?
  - For smaller companies on a tight budget with limited resources, PlanSwift should be considered.
  - For larger companies that can invest in the software and some implementation work, then OnScreen Takeoff might be the appropriate choice.

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The following summarizes the features of both products. Items in orange, differentiate the products in the way they handled the capability

### OnScreen Takeoff

- Improve takeoff productivity
- Improve communication (change orders, plan addendums . . .) between owners, architects, project managers and estimators
- Manage bids (takeoff projects) electronically and check status and other project details
- View, measure & annotate electronic plans
- Calculate simple or complex lengths, areas & volumes
- Keep track of takeoff. If it's colored, it's counted
- Store up to three values for each condition (example: LF, SF and CY)
- Backout dimensions
- Auto count
- Takeoff summary tab showing detailed audit of takeoff
- Worksheet tab allows manual entry of Labor, Material and Subcontract amounts
- Ability to view multiple pages at once.
- Overlay feature saves time with exhaustive plan review using color coding for deleted and added items
- Hot links can be strategically placed within secondary views such as elevation to provide supplemental information
- Measure and draw takeoff directly on your display via interactive pen\*
- Project Express. Now estimators can easily share very large bids (up to 100 mb) via the internet. And the best part... it's free!

\* The Digital Takeoff Table 2 is On Center Software's latest solution to meet the needs of estimators who desire a more productive takeoff method.

### PlanSwift

- Get rid of paper plans all together
- Works with all major CAD and image file types
- Scan in or download plans
- Level feature (plans scanned in crooked)
- Easily navigate through plans
- Just point and click to calculate areas, linears and counts
- Calculates curved walls and arcs and cut-outs
- Undo
- Automatically calculates roof pitches
- Identify takeoffs easily by labels and colors
- Track changes with comparative plan overlays
- Share plans (email) or individual pages with others
- Hyperlink to url or other plan pages
- Export to Excel/2010 compatibility
- 14 day free trial