



# 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

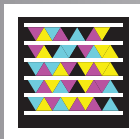
Takeoffs are turbo-charged. Choose from a variety of takeoff methods. Then, simply pull individual or groups of items from a variety of industry-specific databases directly into your bid worksheet. Enter dimensions but don't blink because quantities and prices are instantly tabulated.

## 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	51	123	0.07 /sq	380
	2143.000	Sand Fill @ Slab							
		Sand @ Slab							
	2144.000	Gravel @ Slab							
		Gravel @ Slab							
	2220.250	Earthwk: Footings (Mach)							
		Excavate Footing by Machine							
		Excavate Footing by Machine							
	2220.400	Shape & Grade Footing							
		Excavate Footing by Machine							

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

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

Foundation - Spread Foot No Re	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	

Pass 2

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	3396.000	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	50 Rebar in 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

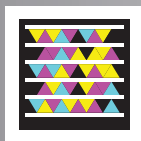
Your profitable project starts with takeoff. Several methods are available to fit your preferred style. Trade-specific databases, smart assemblies, and digital plan takeoff support do the heavy lifting for you—guiding you through as the system calculates materials, equipment, and labor prices. Automation 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

# 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 main window shows a project estimate for 'McKenzie Oaks - Phase 2 - TUG\_ESTIMATES'. The estimate table includes columns for Group, Phase, Description, Takeoff Quantity, Labor Cost/Unit, Labor Amount, Material Amount, Equip Amount, Total Cost/Unit, and Total Amount. The estimate is categorized into SITEWORK and CONCRETE.

Overlaid on the estimate is a 'Variance Report' for 'McKenzie Oaks'. The report compares the current estimate (McKenzie Oaks - Phase 2) against a previous estimate (McKenzie Oaks - Phase 2). The variance report includes columns for Item, Description, Material Amount, Total Amount, and Variance. The variance report shows a total variance of (946) for the current estimate compared to the previous estimate.

Group	Phase	Description	Takeoff Quantity	Labor Cost/Unit	Labor Amount	Material Amount	Equip Amount	Total Cost/Unit	Total Amount
3000.000		<b>SITWORK</b>	5,000.00	0.04 /sq	220	64	164	0.00	448
		<b>CONCRETE</b>							
3111.000		Forms: Footings							
3127.000		Forms: Edgeform Slabs							
3130.010		Forms: Edgeform at Walks							
3160.010		Forms: Screeds							
3226.000		Wiremesh							
3306.000		Wiremesh - 6x6 10/10							
		Conc: Footings							
		Footing Conc 3000 psi							
		Footing Conc 4000 psi							

		Material Amount			Total Amount		
Item	Description	McKenzie Oaks	McKenzie Oaks - Phase 2	Variance	McKenzie Oaks	McKenzie Oaks - Phase 2	Variance
<b>CONCRETE</b>							
3111.000	Forms: Footings						
50	Wayway In Footing	288	300	(12)	423	505	(106)
50	Wayway In Footing	85	108	(22)	127	158	(32)
	BO One-time Item - TEST SUB				45	55	(11)
	Forms: Footings	374	487	(93)	594	743	(149)
3127.000	Forms: Edgeform Slabs						
10	EdgeForm (Any Depth, LF)	223	279	(56)	1,876	2,345	(469)
	Forms: Edgeform Slabs	223	279	(56)	1,876	2,345	(469)
3130.010	Forms: Edgeform at Walks						
10	EdgeForms-Walks	144	180	(36)	1,156	1,445	(289)
10	EdgeForms-Walks	115	144	(29)	925	1,156	(231)
10	EdgeForms-Walks	82	85	(3)	418	520	(102)
	Forms: Edgeform at Walks	311	389	(78)	2,498	3,122	(624)
3160.010	Forms: Screeds						
10	Screeds	85	100	(15)	375	470	(95)
10	Screeds	38	47	(9)	167	209	(42)
	Forms: Screeds	12	15	(3)	82	85	(3)
3226.000	Wiremesh	134	167	(33)	596	743	(147)
v 30	Wiremesh - 6x6 10/10						
	Wiremesh	10	12	(2)	45	55	(10)
s 30	Wiremesh	10	12	(2)	45	55	(10)
s 40	Wiremesh						
3306.000	Conc: Footings	2,045	2,558	(513)	2,420	3,024	(604)
	Footing Conc 3000 psi	256	312	(56)	809	1,010	(201)
	Footing Conc 4000 psi	2,789	3,425	(636)	3,228	4,035	(807)
	Conc: Footings						
	CONCRETE	3,792	4,740	(948)	8,838	11,047	(2,209)

# 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.

## Connectivity

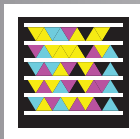
When a bid is won and project responsibility shifts hands, is the transition smooth? Does information need to be re-keyed? With the integration between Sage Timberline Estimating and our accounting software, the appropriate data feeds from estimating to accounting for job cost reporting. No data loss. 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

# 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 'Job Cost Export' and '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: < Back, Next >, Cancel

The background shows a data table with columns: Group, Phase, Description, and various units and prices. The table is partially obscured by the dialog box.

Group	Phase	Description	Units	Price	Quantity	Total
2100.000		SITWORK				5,000
2143.000		Sand				
2144.000						
227.000						
3000.000						
3111.000			325.00 sf	0.54 /sf	176	374
			250.00 lf	0.54 /lf	135	288
		Keyway in Footing	75.00 lf	0.54 /lf	41	86
		BO One-time Item - TEST SUB	100.00 lnft	-	-	-
						0.45 /lnft
						45
3127.000		Forms: Edgeform Slabs	306.00 lf	5.40 /lf	1,652	223
		EdgeForm (Any Depth, LF)	306.00 lf	5.40 /lf	1,652	223
						6.13 /lf
						1,876
3130.010		Forms: Edgeform at Walks	540.00 lf	4.05 /lf	2,187	311
		EdgeForms-Walks	250.00 lf	4.05 /lf	1,013	144
						4.63 /lf
						2,498
		EdgeForms-Walks	200.00 lf	4.05 /lf	810	115
		EdgeForms-Walks	90.00 lf	4.05 /lf	365	52
						4.63 /lf
						925
3160.010		Forms: Screeds	57.00 sq	8.10 /sq	462	134
		Screeds	36.00 sq	8.10 /sq	292	85
						10.45 /sq
						376
		Screeds	16.00 sq	8.10 /sq	130	38
						10.45 /sq
						167

# 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

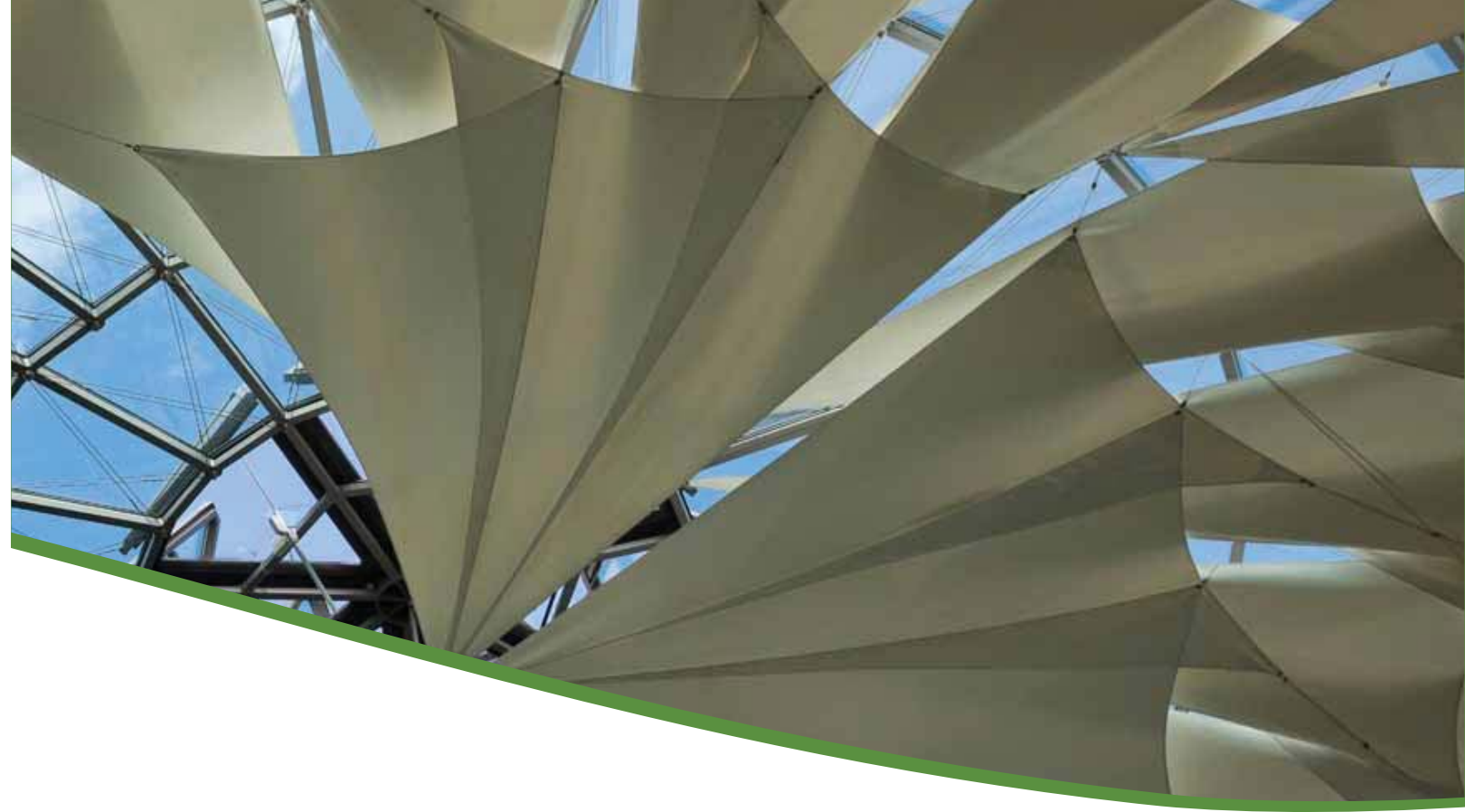
Sage and our business partners provide multiple training methods for convenience and affordability, including classroom, online instructor-led, online pre-recorded Anytime Learning, web seminars, onsite or local training options, and an annual customer conference.

## 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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