

UPDATE

Parametric Cost Estimation

What are Parametrics?

Parametrics gives you the ability to price many combinations of similar items each with different attributes {*parameters*} using the same product model. This gives you instant access to thousands of permutations from the same base item without rebuilding your library.

Why Parametric?

- Different sized products
- Optional items within products (shelves, finished ends, locks)
- Different material specifications (hardware, sheet goods, finishing)
- Variable material and labor rates per project
- Changing machine process times (what if faster/ slower)

Net Result

A pricing model which can automatically adjust to real world changes without a lot of rework. **takeoff**(TM) offers the first fully *parametric* estimating tool for the millwork industry.

Visual Interface

Icon Driven

Entire parametric product library accessible via product simple icons. Click on the icon and start pricing.

Product Libraries

QuickShip Included with **takeoff**(TM) and ready to use.

Windoor: Solid lumber millwork items for those who build doors, windows, stairs or mouldings.

WIC4: WoodWork Institute of California product library for sections 100-500. Over 280 product items ready for those who need a millwork library but don't have the time to design one.

ArchSOL: Architectural Solution millwork library for serious mill workers. Over 750 product items.

Other products

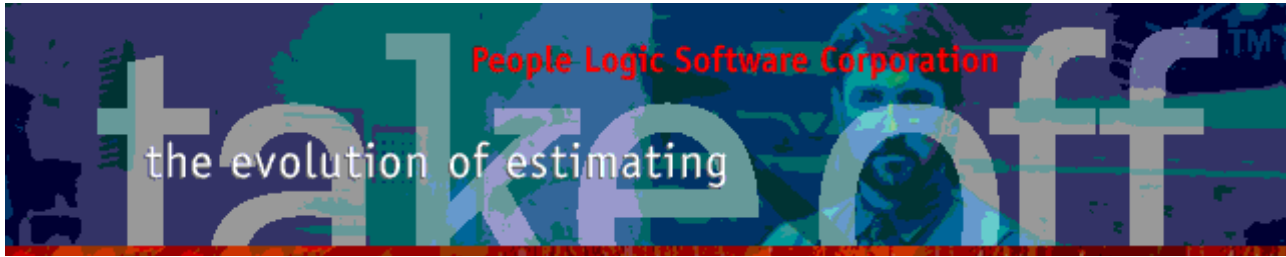
TaskKlock

Real time process tracking to validate budget produced by **takeoff**(TM)

tkOffice

MS Office integration to convert takeoff into interactive MS Excel sheets.

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Takeoff

Takeoff

Select product icons from *your* Catalog and organize items into Rooms and Elevations for easy navigation.

The screenshot displays the Takeoff software interface with several overlapping windows:

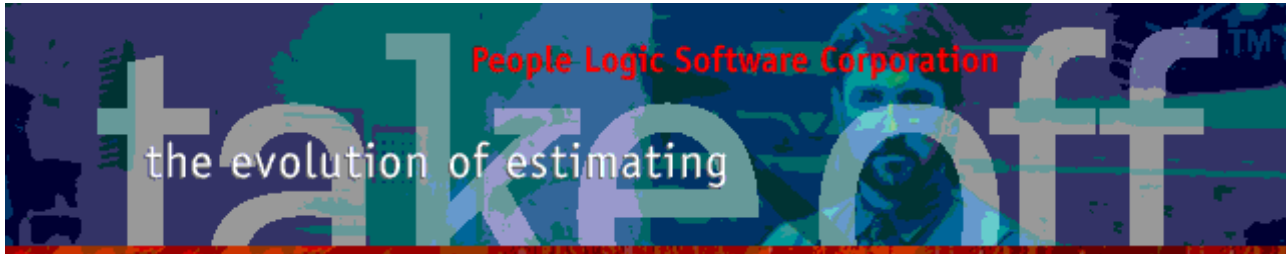
- General Panel:** Shows item details for SR 109, including location (Room 100), quantity (1), width (Door2_00), and height (Door6_08).
- Option Panel:** Includes a description field with "Add hinge and lockset mach" and a formula value of 0.
- Material Panel:** Displays a table of materials with columns for NET Qty, Cost, UOM, and Description.

NET Qty	Cost	UOM	Description
53.333	\$50.67		Soft. System 2 Catalyzed Laq
26.667	\$14.67		Soft. Sanding Sealer
8	\$0.80		Each Dowels 3/8x2-1/2
34.333	\$6.87		Lmfr. Fir 1/2 x 1/2 Bead
6.611	\$49.58		Soft. 1/8 Clear Safety
13.333			
1.167			
1.167			
5.667			
- Labor Panel:** Shows a table of labor items with columns for NET Qty, Cost, UOM, and Description.

NET Qty	Cost	UOM	Description
0.4	\$8.00	Hours	Spray Sealer coat
0.031	\$0.63	Hours	Rip Saw
0.031	\$0.63	Hours	Mould Flat Stock
0.57	\$11.40	Hours	Handling parts
0.8	\$16.00	Hours	Spray Top Coat
0.12	\$7.40	Hmins	Dowelling
- Sell Panel:** Displays a summary table of costs.

Item	Amount	Percentage
Material	\$225.73	30.9%
Buyout	\$0.00	0.0%
Labor	\$166.85	22.8%
Site	\$0.00	0.0%
Subtotal	\$392.59	53.7%
Overhead	\$95.20	13.0%
Fee	\$243.89	33.3%
Sell Price	\$731.68	100%
Per Each	\$731.68	
Per Width	\$30.49	
- Cost Breakout:** A pie chart showing the distribution of costs: Material (30.9%), Labor (22.8%), Overhead (13%), and Fee (33.3%).
- Catalog:** A tree view on the left showing categories like Glazing, Hardware, Door, Window, Lumber, Misc, Mouldings, Semi Finished Parts, Sheet Goods, Labor, Manufacturing, and Site.

Edit each individual line item and **takeoff**TM automatically calculates material and labor costs for you. All you do is specify the product.



BENEFITS

Bid More Work

With the ratio of jobs bid to jobs won increasing every year, estimators now need to bid more jobs to maintain the same level of sales. **Takeoff**[™] product library approach, combined with its intuitive drag and drop interface makes estimating faster and easier than both the manual and spreadsheet based systems you may be using. No more lengthy calculations or confusing spreadsheet macros to slow you down!

Win More Bids

There is no question that in some situations the reputation of your organization will influence whether you win the job or not. By using **takeoff**[™] your company could actually stand out relative to your competitors by being a company that can provide revised bids for change orders in a few moments, and who can quickly suggest cost saving options base on "what if" scenarios. This increased level of service that your company will be able to offer, will go a long way in promoting confidence in the quality of your organization and you will get you more bids.

Minimize Estimating Risks

Estimating methods like linear foot calculations result in a vague idea, at best, on the amount of labor and materials required for a job. With **takeoff**[™] you drag and drop products as fast as you can count them. By taking an extra moment to specify the required dimension you are able to generate a specific list of materials and labor. This level of precision enables you to estimate as competitively as possible without leaving money on the table.

Streamline Purchasing and Scheduling

The result of traditional estimating methods is a price. The result of creating an estimate with **takeoff**[™] is a price plus a detailed list of materials and every labor process used in your manufacturing procedures. With this additional information you can approach your suppliers for *select* pricing on the entire order and negotiate a better price than by ordering materials as needed. All in less time than it currently takes you to do your estimates.

