

## Flexible software for your industry

- Asphalt
- Building
- Civil
- Cost Engineers
- Consulting Estimators
- Facilities Management
- Landscaping
- Manufacturing
- Mining
- Plumbing
- Precast Concrete
- Public Works
- Rail
- Road Authorities
- Utilities
- Water



# Benchmark Estimating Software

Accurate estimating is the foundation of your business processes, job budgets, project schedules and profitability. So it makes good business sense to streamline and control your estimates and related business processes.

Integrating Benchmark Estimating Software into your organisation will improve your operational productivity, eliminate the risk of errors in estimates, increase your chances of winning work, reduce costs and capture your knowledge.

Our software's transparent yet detailed estimating methodology has been developed to ensure a level of accuracy and consistency directly translates into increased margins, more effective marketing, superior levels of client satisfaction and consistent integration with other business operations and systems.

Benchmark Estimating Software's ease of use and intuitiveness is widely regarded as leading edge and superior to our competitors. Its flexibility is second to none; easily accommodating small day-to-day quotes, major projects, and both construction and maintenance jobs.

Our powerful and unique features facilitate quicker delivery of estimates to your clients and many features are easily tailored to your organisation's needs. Backed by the power of one of the industry's leading database engines and with a stylish user interface design that offers a first class end-user experience, Benchmark Estimating Software offers your business a powerful front end solution that forms the foundation of a successful operation.

# More than just an estimating system



- Very easy to use, low risk solutions
- 360° view of your operations
- Greater transparency in your estimates
- Enterprise wide estimating for consistent cost control
- Unique pricing features optimise productivity
- Resource based estimating for accuracy of quotes and increased profits
- It's easy to make the move to Benchmark Estimating Software



## Customisable System Options

Configure many aspects of Benchmark Estimating Software to suit your business. This includes importing your company logo, specifying default mark-up percentages, switching functionality/ fields on or off and nominating mandatory fields.

## Industry Leading Technology

Benchmark Estimating Software utilises the power of Microsoft SQL Server as its primary database. All of your estimates and libraries are stored in this database, to help you share data amongst your team members. This means superior performance, scalability and integration opportunities.

## Central Register of Estimates

All estimates you have done are listed in Benchmark Estimating Software's Project Browser window. This makes finding and opening previous estimates easy and fast. You can quickly search or filter estimates by Client, User, Status, Due Date, Region and more.

## User Security & Permissions

Each user can be set up with a login and password to ensure your important estimating data is secure. You can also assign many user-specific permissions/ restrictions to help ensure that your data and processes are controlled.

## The basics...

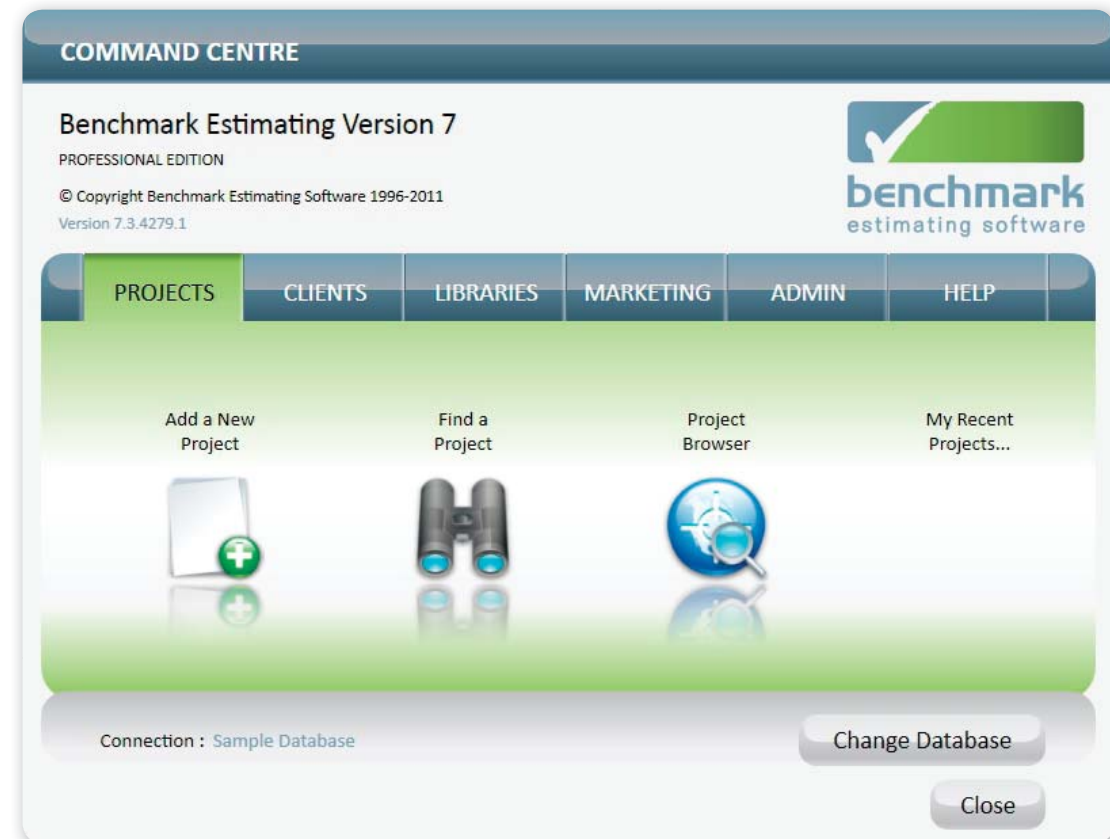
### The Command Centre: The key to navigation in our Software

The **Command Centre** is the starting point for all of the functions of the Benchmark Estimating Software system. It brings together all of the main features of the system, from Projects to Libraries, Clients, Marketing, Admin and Help, making the software easy to learn and use.

### Libraries: The basis of Benchmark Estimating Software

The range of **Libraries** within Benchmark Estimating Software is designed to save time by eliminating repetitive typing, improve knowledge management by capturing your data and increase consistency in your estimates.

All **Libraries** are available to a user when pricing an estimate. **Libraries** include the Section, Item, Sub Item, Resource, Routine, Variable, Conditions, Client, Quantity Takeoff Sheets and Subcontractor/Suppliers.



## Cost Check

The **Cost Check** feature is ideal for updating previous estimates with current prices. You can see which prices are out of date and elect to update all, or just some, Resources at the click of a button.

## Extras

**Extras** lets you add profit (mark-up) as an overall percentage or as a lump sum. You can add different mark-up percentages to your Labour, Plant, Materials and Subcontract components. Plus you can add Indirect Costs like overheads and contingencies either as a percentage or lump sum, and base them on First Principles methods.

## Spread

The **Spread** feature allows you to manipulate your submission price on an Item by Item basis. You can put higher mark-ups on Items early in your bid to improve cash flow and you can also override the submission price for any Item in your estimate.

## Quantity Takeoff

Our software has the ability to integrate with third party quantity takeoff software using our Takeoff Integrator. This feature imports your takeoff data directly into Benchmark Estimating Software. Our system also comes with a standard Quantity Takeoff Sheets feature so you can do detailed quantity calculations using your own templates.

# Cutting edge estimating tools for your business

### **First Principles: For maximum accuracy and profits**

Our system is based around First Principles Estimating which gives you the power to feature as much detail as you require in your tenders. With First Principles, your estimates will be based on the Resources (Plant, Labour, Materials and Subcontract) required to undertake your Project.

All the Resources for each Item in your bid can be viewed in one screen, making it fast and easy to review and edit details of your bid and ensuring maximum accuracy within your estimates.

### **Routines & Power Routines: Quick and accurate handling of repetitive tasks**

Our unique **Routines** feature is easy-to-use and designed to handle repetitive activities where multiple variables can affect your price. **Routines** ask the user project-related questions and then, by using the latest Resource prices from your central Resource Library build the estimate for you.

**Power Routines** allow you to price large Projects that have multiple sites with similar operations quickly and easily. By automating these large estimates you will save time and make your estimating processes more cost efficient.

### **Allocate: More power to bid a client's schedule**

If you are given a client's schedule of Items (bill of quantities) to price, our powerful Allocate features allow you to price the tender faster than with any other estimating system.

Firstly, your client's schedule of Items is loaded electronically, eliminating the need to retype details. Next, you simply use the Allocate features and our software sources similar Items from your Item Library. You can also import multiple Items from your library to one Item in your schedule, giving amazing flexibility to bid any job, regardless of client specifications.

### **Quantity Calculator: Create formulas for Items and Resources**

With our **Quantity Calculator** you will save time, eliminate errors and produce more transparent estimates. Your calculations can include descriptive text and complex formula details and can be saved within an Item in your library or created on a Project basis.

Your calculations can be linked to key parameters within a Project including user-defined Variables and Production Rates. You benefit with greater accuracy and confidence in your pricing and faster 'what if' analysis of varying Project aspects.

## Authorisation

Benchmark Estimating Software has inbuilt authorisation processes to satisfy your auditors. There are controls over maximum submission price and minimum margins for each user.

## Professional quotes and proposals

Save time, eliminate retyping and stand out from your competitors with our powerful quoting features. The flexibility is in your hands with the popular quote with options report, and the ability to create a quote in Microsoft Word based on your own template designs.

## Integration with your existing business systems

Our software links to Excel, Word, Outlook and other Windows programs. Flexible cost code functionality facilitates integration with accounting and job costing systems. Plus automatically generate a construction program in Microsoft Project, Primavera or Suretrak.

## Progress Claims

Generate Progress Claims from Benchmark Estimating Software to save time and avoid retyping estimates. This also cuts down on errors that can happen with Progress Claims in spreadsheet-based systems. You can also handle Variations and Retentions with this feature.

# Advanced features for improved business processes

## Regionalisation: For greater cost control across your organisation

Exclusive to our Corporate edition, **Regionalisation** allows you to have different prices per Resource (Labour, Material, Plant and Subcontract) in your Resource Library dependant on the geographical area in which it is used. When estimating, the price used for a Project is automatically based on where the Project is to be constructed.

With the power of a Microsoft SQL Server database, **Regionalisation** allows for a single estimating database. This offers many benefits including greater control of costs, greater consistency, more efficient administration of data and better business reporting.

## Reporting: Greater transparency across all business processes

Benchmark Estimating Software gives you over 80 individual reports for each Project. These include bill of materials, Resource usage and estimate review reports as well as project management reports.

All reports can be exported to Microsoft Word, Excel and PDF formats giving you a clear, transparent format for management to review an estimate and also assisting in the progression through to the project management stage.

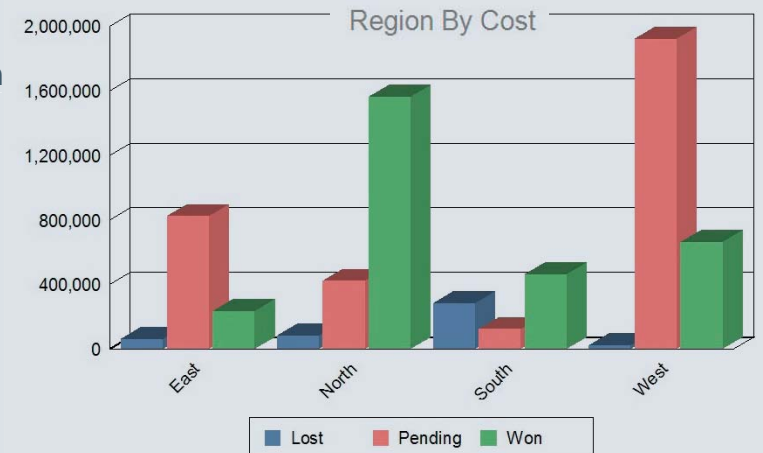
## Marketing: Measure your company's performance

Our dynamic **Marketing** feature means you can measure your company's performance quickly, easily and more accurately. **Marketing** reports include Won/Lost/Pending, Reason for Loss/Winning, Competitor Comparison and more. You can also look at different parameters including region, client type, estimator or project type.

### Won / Lost / Pending Graph

#### Period:

1 Jan 2009 -  
13 April 2011





“We selected Benchmark Estimating Software because ... the software produces estimates **quickly and accurately**. Downer is growing strongly, we were impressed by how quickly we could implement the software into new business units.”

*Paul Reidy - Chief Operating Officer  
Downer (NZ)*

“We can make adjustments to our estimates in the future to **maximise our profitability**. Benchmark has saved me so much time and money and has given me greater control of our costs; it makes our estimates, and Stone Will as a whole, much more competitive.”

*David Black - Owner  
Stone Will*

“Benchmark Estimating’s support with implementation has been brilliant. They have assisted us with **implementation into our business systems** and have also helped with project management for this task.”

*Brendan Guiney - Manager,  
Planning and Development  
MidCoast Water*

## Support services for your organisation

### Technical support

Our professional, friendly help desk team provide clients with full technical support. Our team is also full of handy hints to make your estimating easier. This service is included for 12 months when you first purchase Benchmark Estimating Software and is available after this time as part of our ongoing Maintenance and Support Agreement.

### User documentation

All users receive a hard copy manual with their Benchmark Estimating Software. Online help is also included in the software to enable you to search for assistance quickly and easily.

### Training

Benchmark Estimating has invested significant resources into the development of a first-class training course suite. Individuals can attend a public training course, undertake a web-based training course or we can visit you and run a course in your office for a group of people.

Our training courses include a New User and Advanced User Course, a Routine Writing Course and an Estimating Workshop.

### Implementation Services

The Benchmark Estimating team can help you set up your database so you can ensure that you get the most out of your software purchase. Everything is completed with your input so that Benchmark Estimating Software starts working for you straight away. Our Implementation service also includes assistance with data migration from other systems.

### Consulting Services

As a user of Benchmark Estimating Software you will have access to our team of consultants who can assist you in customising our estimating software package to suit the needs of your business.

Our consulting team can assist you with a wide array of software customisations to help you integrate Benchmark Estimating Software into your existing business processes. This includes creation of reports specific to your business, custom integration with your other business systems such as your accounting system and other special requests.

# Software options and add-ons

We offer three editions of Benchmark Estimating Software, Lite, Professional and Corporate, to suit your business needs and your budget.

	Lite	Professional	Corporate
Libraries	✓	✓	✓
Central Register of Estimates	✓	✓	✓
Load Spreadsheet	✓	✓	✓
Reporting	✓	✓	✓
Quantity Calculator	✓	✓	✓
Routines	✓	✓	✓
Allocate	✓	✓	✓
Auto Allocate		✓	✓
Variables		✓	✓
Power Routines		✓	✓
Quantity Takeoff Sheets		✓	✓
Progress Claims		✓	✓
Marketing		✓	✓
Word Templates		✓	✓
Regionalisation			✓
Advanced User Settings			✓

For a full comparison of editions, please visit our website

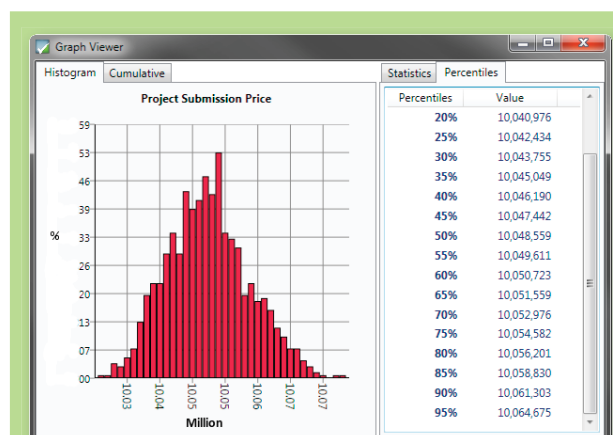
[benchmarkestimating.com](http://benchmarkestimating.com)

## Three Point Estimation & Risk Add-on

Using cutting-edge three point estimating techniques and Monte-Carlo simulation, our Three Point Estimation (TPE) and Risk module provides you with a clearer and more accurate picture of the potential price variation for capital projects or programmes.

TPE and Risk provides you with the minimum, most likely and maximum price for your projects. Organisations can then make more informed decisions for better budgeting and programme development practices, better risk management, rapid sensitivity analysis and smoother project delivery.

TPE and Risk is available as an add-on to the Professional or Corporate edition of Benchmark Estimating Software.



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