



summit

Estimating

Overview

Estimate Production

Item	Quantity	Units	Net Rate	Gross Rate	Net Value	Gross Value	Trade Tag
			0.70	1.40	11.20	22.40	
			1.00	1.01	1610.75	1626.86	GWK

S/C Comparisons

Item	Description	Qty	Units	Net Rate	DIS1	DIS2	DIS3	DIS4
0	Machine excavation Excavation to subsoil level, depth not exceeding 1.00 m	0.00	0.00	1.00	1.25			
0	Excavate soft soil approx 45 m3 vol	1.00	ITEM	0.00	5.00	3.00		4.25
E	GROUNDWORK, EXCAVATION AND FILLING, Excavating by machine For job caps and ground level, maximum depth not exceeding 1.00m	20.00	m3	0.00	6.50	4.00		4.00

Contract Management

Page Total	Section Total	BB Total	Grand Total
2433.70	2448.44	2892.37	2433.70
2433.70	2448.44	2892.37	2433.70
2433.70	2448.44	2892.37	2433.70

Surveying

Page No	Item	Description	Qty	Units	Net Rate	Can Int %	Can Int Qty	Can Int Value	Can Ext %	Can Ext Qty	Can Ext Value	
1	A	Clear Site	16.00	M2	0.70		45.000	7.200	5.064	50.000	8.000	11.232
1	B	Remove Topsoil keep for reinstatement	1610.75	M2	1.00		45.000	724.837	724.837	50.000	809.375	810.250
1	C	GROUNDWORK, EXCAVATION AND FILLING, Machine excavation Excavation to subsoil level, depth not exceeding 1.00 m	377.340	m3	2.00		45.000	169.806	329.613	50.000	164.807	379.600
1	D	Excavate soft soil approx 45 m3 vol	1.00	ITEM	3.00		45.000	0.450		0.500	1.500	

Scan Bill (Image)

Additional coverings:
 1. METAL ROOFING AT GABLE
 2. METAL ROOFING AT GABLE
 3. METAL ROOFING AT GABLE
 4. METAL ROOFING AT GABLE
 5. METAL ROOFING AT GABLE
 6. METAL ROOFING AT GABLE
 7. METAL ROOFING AT GABLE
 8. METAL ROOFING AT GABLE
 9. METAL ROOFING AT GABLE
 10. METAL ROOFING AT GABLE

Drawing View



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Overview

- Windows 2000/NT/2003 with Microsoft interface, running on an Oracle relational database.
- Network designed with stand-alone and laptop versions also available.
- Full multi-user product
- User definable screens and layouts.
- Document imaging.
- O.L.E. support.
- Export to MS Excel
- Import bills to CITE CSU format.
- Flexible enough to be used by all branches of the industry.
- Full Windows Reporting.
- Trade / Multi trade tagging with drop down selection boxes.
- User defined filters and searches
- Instant rate plugging.
- Rate variances including standard deviation.
- 'What if?' scenarios easily created and displayed.
- Full reporting.
- External, Internal, S/C and Final Account production.
- Value by %, value, re-measurement etc.
- User definable comparison criteria.
- Variations.
- Sub Contractor Comparisons
- DIM Sheets & Digitiser Input
- Day works.
- Commercial risk analysis.
- Links to planning software e.g. Project, Primavera.
- Buying, scheduling and procurement.
- Cash flow forecasting.
- Full seamless integration with **RedSky IT Financial Software.**



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Estimate Production

Page No	Item Ref	Description	Quantity	Units	Net Rate	Gross Rate	Net Value	Gross Value	Trade Tag
1		EXCAVATION							
1	A	Clear Site	16.00	M2	0.70	1.40	11.20	22.40	
1	B	Remove Topsoil keep for reinstatement	1610.75	M2	1.00	1.01	1610.75	1626.86	GWK
1	C	FOUNDATION FILLING excavation	377.348	m3	2.00	2.01	754.70	758.47	GWK

Rate: 0.70 Per: 1.00 m2 Factor: 1
Qty: 16.00 M2 Value: 11.20 Line Local

Description	Qty	Output	Rate	Price Basis	Extension
Hymac 580	0.022	45.000	15.00	Per Hour	0.333
Muck away lorry & tip fees	0.038	26.315	6.75	Per m3	0.257
Banksman	0.015	66.666	7.50	Per Hour	0.113

Resources: A Demonstration Estimate

Description	Rate
100 x 100 mm trench timber 4	0.50
19 mm ply trench sheet 4 uses	2.50
Edging PCC Fig 11, 12, 13: 50	1.80
Imported topsoil (loose)	5.00
Weedkiller	3.50
Readymix concrete C10P	31.50
Readymix concrete C20P	50.00
Mould oil	0.88
Wire nails	4.40
Precast lintel 100 x 150 mm	6.39
Facing Bricks (PC 250.00)	250.00
100 mm concrete blocks 3.5 N	5.86
Cement mortar (1:3)	50.36
Gauged mortar (1:1.5)	48.36

Overheads & Profits

Item	Net Value	Gross Value	% Adj	Value Adjust	Itemised Adjusts
Total	152581.03	152592.26			11.23
B BILL CONTAINING LIBRARY ITEMS	13723.81	13735.04			11.23
B BILL CONTAINING SCANNED INFORMATION	24677.08	24677.08			
B BILL CONTAINING ROGUE ITEMS	5126.82	5126.82			
B BILL CONTAINING REFUSAL DENSITY ITEMS	109053.32	109053.32			

Total Net: 152581.03 + Adjustments Above
Gives: 152592.26 + Master Adjustments
Total Gross: 153592.26

Overheads & Profits

Description	Value	Percentage	Adjustment
Preliminaries	2000.00		2000.00
Drawing Office			
Fees			
Contract Management			
Directors Adjustment	-1000.00		-1000.00

Total Gross: 153592.26 0.65 % Margin



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Libraries

Country specific libraries available.

Prices can be adjusted specifically for each individual estimate.

Cost/Nominal codes can be assigned to each resource to enable automatic production of budgets for contract costing.

Separate rates can be held against each material for buying, stock and estimating use.

Manufacturers/catalogue numbers can be held against each resource.

Bill Pricing

The ability to mark up the bill quickly and simply for subcontract enquiries.

Quick and easy access to the library to match bill items for full analytical bill pricing.

Full analytical breakdown of labour, plant, material and subcontractors is produced automatically for use with enquiries.

Waste outputs and rates can be adjusted against each individual item.

Insertion of additional text or notes against the bill.

Fully priced bills of quantities are printed out or viewed on screen, giving page totals, collection pages and section totals, for each bill.

Screen layouts can be changed to suit individual requirements.

A breakdown of all materials used is produced to screen automatically from bill pricing or spec and drawing.

Resource Comparison

The list is broken down into quantity used, unit, unit price, total price.

Waste is automatically calculated and included in purchase quantity. This can be amended.

Purchasing details can be accessed for each material, giving last purchase price, date of last update, estimated price, cost code and ordering multiples.

Suppliers' names can be accessed and a list of materials can be marked up to send out to specific suppliers.

Enquiries can be printed or faxed out to suppliers.

Direct Entry of values into Labour, Materials and Plant columns for quick pricing.

Reporting

Full reporting facilities, either based upon standard forms or user designed and generated Crystal Report forms.

DIM sheets and digitiser input option.

Easy export of data to MS Excel.

User defined filters and searches available



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Contracts Management

The screenshot displays the RedSky IT software interface. The top window, 'Enter Work Plan', shows a list of construction tasks with their start dates. Below it is a Gantt chart showing the project timeline from February to March 1999. The bottom window, 'Select Items by Tag-A Demonstration Estimate', shows a detailed list of materials and subcontractors.

Code	Desc	Rule
02	PRELIMINARIES	Starting: 8-02-99
04	DEMOLITION	Starting: 8-02-99
06	EXCAVATION	Starting: 8-02-99
08	CONCRETE SUBSTRUCTURES	Starting: 16-02-99
10	CONCRETE SUPERSTRUCTURES	Starting: 23-02-99
12	BRICKWORK	Starting: 8-02-99
14	ASPHALTE	Starting: 8-02-99
16	ROOFING	Starting: 8-02-99
18	CARPENTRY	Starting: 8-02-99
20	JOINERY	Starting: 8-02-99
22	STRUCTURAL STEELWORK	Starting: 8-02-99
24	METALWORK	Starting: 8-02-99
26	PLUMBING	Starting: 8-02-99
28	MECHANICAL	Starting: 8-02-99

Item	Description	Qty	Unit	Price	Type	Qty Ord	Supplier	Buy Rate	PO Contract Bulk
MB3641	Edging PCC Fig 11, 12, 13, 50	1.070	m	1.80		1.070		1.80	
MB3702	Imported topsoil (loose)	27.630	m3	5.00		27.630		5.00	
MB3703	Weedkiller	8.250	kg	3.50		8.250	HALL01	3.50	
MC0001	Readymix concrete C10P	1.060	m3	31.50		1.060		31.50	
MC0003	Readymix concrete C20P	85.000	m3	50.00		85.000		50.00	
MC0115	Mould oil	25.500	Litre	0.88		25.500		0.88	
MC0117	Wire nails	119.510	Kg	4.40		119.510		4.40	
MD0200	Cement mortar (1:3)	0.000	m3	50.38		0.000		50.38	
ME0203	Galv matwell 32 x 32 x 6 mm	5.000	Nr	46.00		5.000		46.00	
MF0153	50 x 100 mm treated sawn	119.510	m	0.98		119.510		0.98	
MF0242	18 mm WBP ply BB square edge	11.730	m2	10.25		11.730		10.25	
SQUOTE	Subcontract Specialist	8605.020	Pound	1.00		8605.020		1.00	



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Contracts Management

- Estimate items can be quickly and easily marked up with “Time Tags” to reflect the various operations to be carried out on a contract.
- Each “Time Tag” can be assigned dependency rules, which govern when they start, and any time lag, which should apply before a foregoing or preceding operation.
- Transfer of information is available between Summit Estimating and third party Project Planning software such as MS Project, Primavera etc. This link allows the automatic production of Gantt charts and bar charts to graphically represent the work to be carried out on the estimate.
- Procurement to the point of raising a Purchase Order, which can be raised automatically from the materials purchase schedule or for individual items or for Subcontractors.
- “Time Tags” can be used to assist material scheduling to notify the buyer when materials are required on site. The scheduled dates can be affected directly from Project Planning by moving the time bars to reflect actual work on site.
- Cash flow forecasts using spreadsheets use the “Time Tags” to determine the value of work due to be carried out over a specific period.
- Cash flow forecasts can be consolidated for a range of contracts or for the whole company.



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Enquiry Tracking

Contract Enquiry

Enquiry Number: 1990001

Site Name: A NEW ENQUIRY

Site Address: THE HIGH STREET

Reference No: T

Ex/Var: Fixed

Type of Work: CLAD

Location: W WEST

Next Due Date: N/A

Lowest:	1990001B	0.00
Highest:	1990001B	0.00
Win/Lose:	Outstanding	

1	BRYANT CONSTRUCTI	1990001A	N/A	N/A	N/A	0	0
2	TARMAC HEAVY BUIL	1990001B	N/A	N/A	N/A	0	0

Contract Enquiry

Enquiry No: 1990001

ID: 3

Contractor: TRY1

Estimate No: 1990001C

Value: 0.0

Tonnes: 0.0

Markup%: 0.00

Win or Lose: Outstanding

Date Received: N/A

Date Due: N/A

Date Sent: N/A

Superceeded By:



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Enquiry Tracking

The enquiry-tracking module allows enquiries to be logged together with their relevant details either for single clients or for multiple clients if working as a subcontractor.

Key features are as follows:

- Enquiry numbers auto allocated.
- Allows recording of tender details such as work type, area, return dates.
- Will auto link to an estimate to provide full audit trail.
- Multiple estimates can be created against one enquiry.
- Auto tracking of highest and lowest estimate against an enquiry.
- Enquiry status – won/lost/outstanding.
- Full user definable reporting via ODBC links.
- User defined reporting offers key feedback on tender activity.



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Surveying

Esteem - axim multi - Port 1086 - 99.Red Sky (Contracting) Ltd

File Edit View Valuations Other Locale Edit Tools Insert Window Help

A Demonstration EstimateVal: 1

Page No	Item Ref	Description	Quantity	Units	Net Rate	Curr Int %	Curr Int Qty	Curr Int Value	Curr Ext %	Curr Ext Qty	Curr Ext V
1		EXCAVATION									
1	A	Clear Site	16.00	M2	0.70	45.000	7.200	5.054	50.000	8.000	11.232
1	B	Remove Topsoil keep for reinstatement	1610.75	M2	1.00	45.000	724.837	724.837	50.000	805.375	810.20
1	C	GROUNDWORK D20: EXCAVATING AND FILLING Machine excavation Excavation to reduce levels, depth not exceeding 1.00 m	377.348	m3	2.00	45.000	169.806	339.613	50.000	188.674	379.800
1	D	Excavate soft spot approx. 45 m3 vol.	1.00	ITEM	3.00	45.000	0.450			0.500	1.509
1	E	GROUNDWORK EXCAVATION AND FILLING Excavating By Machine	20.00	m3	4.00	40.000	8.000			10.000	40.260

Mark Start of Copy
Set Rounding
Copy Range to Int Valuation
Copy Range to Ext Valuation
Copy Range to SC Valuation
Copy Range to Both Valuations
Copy Down
Select Valuations
Properties

A Demonstration Estimate Val: 1

Valuation Type: External

Time Tag	Estimate Value	% Value	Direct Value	Valued Elsewhere	Valuation Gross Value
SUPERSTRUCTURES	11535.46	0.00	0.00	6586.21	6586.21
BRICKWORK	9847.96	0.00	0.00	6586.21	6586.21
ROOFING	1687.50	0.00	0.00	0.00	0.00

CONCRETE
E10: IN SITU CONCRETE
Plain in situ concrete, mix C25P Bed,
poured on or against earth or subgrade
hardcore over 400 mm thick

MASONRY
F10: BRICK AND BLOCK WALLING
Walls Class B engineering bricks, BS

A Demonstration Estimate Val: 1

Description of Works: Valuation 1

Value to Date: 7717.50 Valuation Date: N/A

Nominated Subcontractors: 0.00

Dayworks: 500.00

Materials on Site: 176.00

Gross to Date: 8393.50

Retention: 5.00 410.87

MoS Retention: 5.00 8.80

Partial Release: 0.00

Net Retention: 419.67

Net Value to Date: 7973.83

Previously Paid: 0.00

Outstanding Balance: 7973.83

Notes:



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Surveying

- Details contained within Estimate automatically available to Surveying.
- Estimate can be frozen to prevent accidental changes being made.
- Three main types of valuation available – External, Internal and Subcontractor.
- Internal valuation rates can be changed to reflect actual resources used thereby producing anticipated buying gains and losses and when utilised in conjunction with Comparison module can be used for risk assessment.
- Variations can be inserted at any position within Valuation or can be placed in Variation Bill. Full access is permitted to the pricing features enjoyed by the Estimating module thus allowing pricing variations from first principles or from pre-built rates from the database.
- Quantities can be entered either as a percentage of the total, directly entered or can be re-measured using traditional dimension sheets, digitised take-off or from spreadsheet calculations. Items can be valued either individually or as a range. Alternatively, values can be entered directly against items.
- Final Accounts can be automatically updated with variations included in the estimates.
- One set of calculations entered against any of the External, Internal or Subcontractor valuations can be copied to one of the other or to both of the other types, thus avoiding duplication of entry.
- “Quick” valuation can be produced by valuing pages, section, bills or the total. Alternatively if Time Tagging is used, actual operations e.g. excavation can be valued.
- Materials – on – site can be entered into valuations.
- As all coding structures are in place from the estimate, budgets are automatically calculated from the Internal valuation, which can then be viewed along side actual costs to provide automatic cost/value reconciliation.
- Anticipated progress charts, based upon the valued items, can be generated and viewed along side site based progress charts to identify problem areas.
- Full reporting facilities, either based upon the standard forms or user designed and generated Crystal Report forms, are available which can form the basis of an Application For Payment.
- Subcontractor valuations can be used as the detailed build up for payment certificates.



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Estimating

Comparisons

Esteeem - axim multi - Port 1097 - 99:Red Sky (Contracting) Ltd

File Edit View Display Options Edit Options Window Help

Enter Quote Details

Item	Description	Qty	Units	Our Rate	DIG1	RON1 *	PAT1
Bill 1							
Section A							
Page 1							
B	Remove Topsoil keep for reinstatement	1610.75	M2	0.00	0.90	1.00	1.25
C	GROUNDWORK D20: EXCAVATING AND FILLING Machine excavation Excavation to reduce levels, depth not exceeding 1.00 m	377.348	m3	0.00	2.25	2.00	2.00L
D	Excavate soft spot approx. 45 m3 vol.	1.00	ITEM	0.00	5.00	3.00	4.25
E	GROUNDWORK EXCAVATION AND FILLING Excavating By Machine For pile caps and beams between piles, maximum de exceeding 1.00m	20.00	m3	0.00	6.50	4.00	4.00L

Page Total
Section Total
Bill Total
Grand Total

Enter Quote Details

Trade:

*** Unknown ***

Sub Con	Total Quote	% Disc	Add	Deduct	Adjusted Value	Plug Total	Unquoted Resources	Final Total	Notes
DIG1	2433.70	0.000	0.00	0.00	2433.70	0.00	0.00	2433.70	
RON1 *	2448.44	0.000	0.00	0.00	2448.44	0.00	0.00	2448.44	
PAT1	2017.68	0.000	0.00	0.00	2017.68	834.69	0.00	2852.37	

Start | Internet Explorer | Outlook | jlnb



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Comparisons

- Estimate items can be easily and quickly marked up to reflect the trade or supply type.
- Enquiry letter templates can be set up on the system using either the in-built text editor or by OLE to word processing packages.
- Supplier and subcontractor details are held in a shared database and can be updated by Accounts, Procurement etc.
- Details such as trade, location, performance (pricing and work), insurance and tax exemption details can be used as the search criteria when looking for suppliers and subcontractors.
- Whatever format the estimate is in – typed descriptions, scanned and OCR'd or Imaged, the same format is carried into the Comparison module.
- Only those items marked up in the estimate are brought into the Comparison module complete with their unique B o Q reference. This avoids paper wastage where only one item on a page has been marked up.
- Enquiries can be sent via. hard copy, fax or by email.
- Quotations can be flagged to reflect which elements have been priced i.e. Labour, Materials, Plant, and Subcontract.
- Automatic quote levelling is carried out by the system to replace missing elements from dissimilar quotes so that “what if” scenarios can be performed.
- Full quote plugging is provided for the user to input missing rates using Lowest, Highest, Average, Our, Plugged or Included and this can be carried out for individual items or globally.
- Full statistical analysis is provided including Highest, Lowest, Average and Standard Deviation.
- The total value of quotations can be viewed to show Submitted Value, % discounts, Additions and Omissions and the total value of Plugged items. This enables risk assessment of the submitted quotations to be carried out.
- Quotations can be sent to the estimate to replace the resource build-ups selected although these can be recalled at a later date.
- Simultaneous working on the estimate and comparison can be achieved due to the systems multi-user functionality.
- Comparisons can be carried out at both pre and post tender stages.