



4Clicks
By Estimators For Estimators

4Clicks
CHATTER



**The Premier
Cost Estimating & Project
Management Solution**

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It's hard to believe, but 2011 marks ten years serving you! I'd like to take this opportunity to once again thank each and every one of you for your support, confidence, business, and friendship.



We are now in Version 2.610 of e4Clicks Project Estimator and we look forward to another ten years of providing you with the best possible construction cost estimating and project management software for your facility repair, renovation, sustainability, and new construction projects.

Our success has been amazing. We now serve well over 80% of Air Forces Bases and scores of other DOD and non-DOD Federal Real Property Owners and their supporting Contractors and AEs. Each and every day we get a call from a new prospect that has been referred to us by an existing client or come across us in a web search. We know that it is "you", our clients that makes us successful. We will continue to listen to your comments, suggestions, and yes even complaints! We have some great new services and products to be introduced into 2012. I'll introduce the first one, Account Managers, on the next page. They are possible solely due to your feedback and support.

Thank you all; and we at 4Clicks wish you and yours Happy Holidays, and a safe, healthy New Year!

By an Estimator for Estimators

**Quote of
the month**

"Teaching is the only major occupation of man for which we have not yet developed tools that make an average person capable of competence and performance. In teaching we rely on the 'naturals,' the ones who somehow know how to teach."

- Peter Drucker

A New Service for our Clients!

Account Managers

Michael Brown

We have always strived to provide you excellent and personal service. It's amazing that I have talked with and/or met so many of you personally, and I wouldn't have it any other way!

Now as our number of clients continues to grow, I want to ensure you continue to be served at the highest possible level. Bruce Sarty and Tom Cassidy will be assigned to you as Account Managers. They are absolutely fantastic! Many of you have already met Bruce and Tom at our training classes.

I am going to continue with my open door policy, or open phone policy in most cases. I want to keep a good pulse on how everything is working for all of you. But I realize that I am faced with the challenge of adequately serving all of you.

We believe the best solution is to provide all of you with a personal Account Manager. So Bruce, Tom, and I are all going to focus upon and serve specific clients. This will allow us to proactively serve you. We want to make sure that the tools you have are the tools you need, that you are getting as much out of e4Clicks as you want/need, and that you are fully confident that you and your organization personally matter to all of us.

We don't anticipate this causing you much of a change in your business practices. Technical Support will still be your quickest and most effective solution for many of your immediate needs. Most of you have figured out that Amy is the most competent person in the company anyway, and she will certainly continue taking great care of you!

Now, don't think that this means I won't be bothering you! You won't be able to completely get rid of me! Don't block my phone number or email address. Ultimately, the responsibility for your satisfaction lies on my shoulders, and I will do everything I can to ensure it remains at (or achieves) a high level.

You will receive a phone call and email from your new Account Manager during the first quarter of 2012. We think this will be great for you, and we are excited to serve you all better. As always, please feel free to let me know if you have any questions/concerns!



2012 RSMeans Cost Books – Printed Versions

Just a reminder that you can purchase your supply of printed hardcopy RSMeans Cost Books from us also, and get a 20% discount! Write up your software and book needs all on one purchase order. And you get free shipping!

[Order your book sets today!](#)

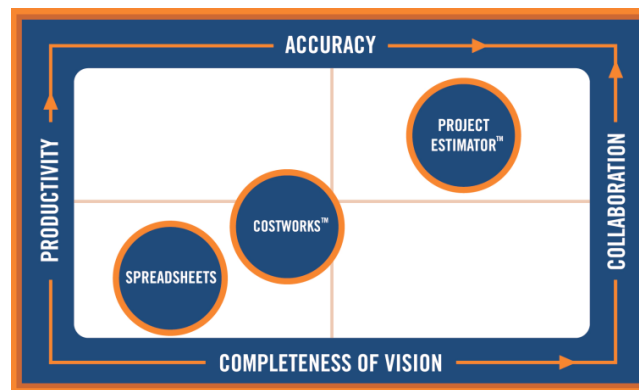


New "BLUE PAPERS"

A Comparison of Construction Cost Estimating Tools, and Dynamic vs. Static Costs

One of the many services available on our new web site is an expanded RESOURCES section. Here you can find FAQs, Videos, Events, Publications, Links, our Blog, and Job Board. Our Publications section houses Articles, our 4Clicks Chatter Newsletters, RSMeans Cost Book information, and Blue Papers.

Our most recent blue paper, "A Comparison of Construction Cost Estimating Tools", tracks the history of cost estimating from spreadsheets, to digital cost data and cost calculators, to today's integrated cost estimating and project management systems. Each of these tools still hold a place today in many organizations. The Blue Paper discusses their evolution as well as pros and cons. Take a look at our [Resources/Publications](#) section today, or download the paper [here](#).



Our *Dynamic vs. Static Costs* paper reviews the importance of localizing and updating construction cost data on a regular basis. While this paper specifically address Unit Price Books (UPBs), and their associated maintenance and use for JOC and/or SABER programs, the concept applies to virtually any construction project. To maximize accuracy, updates are recommended annually, at a minimum, with quarterly updates appropriate for many instances.

JOC WebCast

On November 17, 2011, RSMeans, 4Clicks Solutions LLC, the City of Kansas City, Missouri and On Call Construction at KBR Inc hosted "Embrace Efficiency: How to Save Time and Cut Costs with Job Order Contracting" - a webcast that addressed partnering actions Owners, Contractors, and AEs can take to promote the successful use of Job Order Contracting (JOC) / SABER.

Michael E. Brown, President and Founder of 4Clicks Solutions, LLC; Rick Farrag, Director of Operations for On Call Construction at KBR, Inc., PE, PMP; Robert G. Rives, Manager of Facility Services, City of Kansas City Missouri; and moderator, Robert F. Gair, Principal, RSMeans Business Solutions, discussed how construction professionals have used JOC to save time and manage projects with reduced costs and resources.

If you'd be interested in participating in similar events as a speaker or as an attendee, please let us know!

A recording of the event can be viewed [here](#).



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Construction Industry Event Calendar

EMBRACE EFFICIENCY: HOW TO SAVE TIME AND CUT COSTS WITH JOB ORDER CONTRACTING

Training 2012!

Regional Training gives you and your Team *valuable hands-on experience* designed to get the most out of your investment. Attendees gain incredible understanding and great retention. Our Training Guides give students very thorough information they can use and then take with them.

Two days is the perfect training length with great value! If it's shorter, it might not be worth your travel time and expenses. If it's longer than that, those additional days can be tough – on the trainers and all of you. It gets to be a lot of information to process!

We **still need your help** deciding which cities to add to our 2012 schedule! [What is convenient for you?](#) - **Atlanta, Orlando, Kansas City, St. Louis, Anaheim, San Diego...** Let us know what you think! Give us your feedback through an email, phone call, [or visit our website and vote](#) (lower right side of the page)!

Below is our 2012 schedule, but if you would like a class in your area let us know. So if we get enough good feedback from all of you, we are still flexible enough to tweak the schedule!

2012 TENTATIVE TRAINING DATES		
2-Day Introductory	Atlanta, GA	15-16 February
2-Day Introductory	Las Vegas, NV	14-15 March
2-Day Introductory	San Antonio, TX	18-19 April
2-Day Advanced	Las Vegas, NV	16-17 May
2-Day Advanced	San Antonio, TX	20-21 June
2-Day Introductory	Salt Lake City, UT	18-19 July
2-Day Introductory	Anaheim, CA	8-9 August
2-Day Introductory	Colorado Springs, CO	17-18 October
2-Day Introductory	Orlando, FL	14-15 November

Don't see a location or date that's right for you?

Please [email](#) us your preferences and suggestions for training locations and dates or [vote here!](#)

"Bruce and Amy,

First and foremost I wanted to thank you for your time and effort. The presentation you provided was superb, I feel all in attendance were fully impressed. Your expert training and coupled with the training book will enhance our engineering operation greatly."

– Program Manager

"Great class as always! You always make it enjoyable. I like the fact that you guys are always upgrading and making things better and easier."

– Air Force Project Manager

"I found your class to be very beneficial and I am sure your short cuts will save me much needed time in the future."

– Air Force Project Manager



CEU Credits Available for 4Clicks Training Classes

Q & A Corner

Q: When I print an estimate, on the Summary page in the lower left hand corner under Material, Labor, and Equipment, there is an item called "Other". What is "Other"? I've seen it for years and never thought much about it. Recently, I turned in an estimate, and the Contracting Officer asked me what "Other" was, so I need to give them the correct answer.

A: The dollar amount under "Other" is not material, labor, or equipment. There are line items in RSMeans that have a value but are not categorized as material, labor or equipment. As an example, line item 23-05-93-10-1000 is for HVAC air balancing, which has no material, labor, or equipment associated with it and therefore will show up under "other" on the Summary page. The line item in your estimate, or in the RSMeans guide, will show the dollar amount under "unit cost" or "total". Other items that fall under "Other" are overhead and profit pricing (O&P column) and a custom or alternate line item.

New Forum

Check out our new FORUM page on our web site!

Here's a great place for you - Real Property Owners, Contractors, Subcontractors, AEs, Estimators, Project Managers - to ask questions and discuss various topic with your peers.

Create your own TOPIC, or enter an existing area. Discuss a wide range of items including: RSMeans Cost Data, UPBs, BIM, Contract Management, Project Management, JOC, SABER, IDIQs, MATOCs, SATOCs, Estimating... it's up to you!

Forum

DOD

Cost estimating is a critical piece of the construction project management process.

RSMeans Cost Data / Unit Price Books (UPBs)

Creation, use, and updating of RSMeans and custom unit price line item cost data.

Project Management

Creating and managing projects from concept thru warranty.

Contract Management

IDIQ, JOC, SABER, SATOC, IPD, MATOC, MACC, POCA, BOA ...

Facility Management

Facility renovation, repair, adaptation, sustainability, maintenance, capital planning,

Feedback

We can't say it enough - our success is based on great clients and partners. [Please tell us what we are doing right, or what we are doing wrong... and send us information for our newsletter!](#)

Use Our FedEx

Use our corporate agreement and account number with FedEx Office to create, print, and deliver documents nationwide from over 1,800 FedEx Office locations... receive our corporate discounts. [More information.](#)

EVENTS

WebCasts



Project Estimator SPOTLIGHT

Spotlight: Monthly Tips

1/11/2012 - 3PM EST

Topic: DD Form 1354 Real Property

Visual Cost Estimating

1/11/2012 - 1PM EST

For Owners, Contractors, and AEs who are considering using Project Estimator.



Conferences - Come Visit Us!

May 22-25, 2012 - SAME/JETC
St. Louis, MO



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By Estimators For Estimators™

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