



4Clicks
By Estimators For Estimators

4Clicks
CHATTER



Challenging but Exciting Times

Michael Brown

In the last newsletter I commented that, 2013 will most likely continue with the “do more with less” mandate we all work under. With uncertain budgets, it is increasing difficult to accomplish your mission with limited resources.

It is vital to be as efficient as possible. While training traditionally takes a back seat when budgets shrink, just the opposite should occur. Assure your team has all the right tools to make the most of available resources.

We have added several new products and services to help you meet these challenges. A new Training Class leads the list. Construction Cost Estimating 101 is a new class offered to introduce participants to unit cost line item estimating and the use of RSMMeans™ Cost Data. We have also added RSMMeans Facilities Maintenance & Repair (FMR) Cost Data to the list of RSMMeans cost titles available with e4Clicks Project Estimator™. These new offerings are discussed in this issue.

We sincerely appreciate your business and look forward to serving you! In this regard, please do not hesitate to contact me. *Also, our Account Managers will be contacting you soon to see if you have any questions about our new offerings, and to learn what else we might be able to assist you with.*

By an Estimator for Estimators

The Premier
Cost Estimating & Project
Management Solution

In Today's Issue:

- By an Estimator for Estimators **1**
- Quote of the Month! **1**
- Version 2.616 is Here! **2**
- NEW RSMMeans FMR Data **2**
- NEW Training Programs **3**
- 2013 Training Schedule **3**
- Q&A Corner **4**
- 2013 RSMMeans Books **4**
- Partnering with Education **4**
- Feedback **4**

**Quote of
the month**

“We can't solve problems by using the same kind of thinking we used when we created them.”

– Albert Einstein

Version 2.616 Now Available!

We mentioned in the last newsletter that version 2.616 was coming soon, and now we get to tell you that it is here! The main improvement is the incorporation of the RSMeans Facilities Maintenance & Repair (FMR) Cost Data, but there are some other great enhancements. With the FMR came the need to integrate in-house pricing into your line items. So *now each of your line items can have 3 different prices: Bare, Overhead and Profit (O&P), and In-House.* This includes your custom and alternate line items too! These improvements also trickled down into your totalling components. So they have been tweaked to handle in-house pricing. We've also taken the opportunity to simplify the filtering while maintaining their powerful options. Check out the Read Me or updated User's Manual for more details on version 2.616.

Facilities Maintenance & Repair Cost Data

We are very excited to introduce our new electronic RSMeans database – the Facilities Maintenance & Repair (FMR) Cost Data! It is here and available now. Contact Sales to find out if the data could help you! The FMR is broken into 3 difference sections. It's basically 3 different books all in one. Here's how RSMeans describes the data sections.

"The Maintenance & Repair section is a listing of common maintenance tasks performed at facilities. The tasks include removal and replacement, repair, and refinishing." "The Preventive Maintenance [PM] section provides the framework for a complete PM program. The establishment of a program is frequently hindered by the lack of a comprehensive list of equipment, actual PM steps, and budget documentation. This section fulfills all these needs." The General Maintenance "section provides labor-hour estimates and costs to perform day-to-day cleaning. The data is used to estimate cleaning times, compare and assess estimates submitted by cleaning companies, or to budget in-house staff. The information is divided into Interior and Exterior maintenance."

The FMR is a fantastic resource for facility Owners. It is even more helpful for those utilizing or considering in-house personnel. In addition to **Bare cost pricing and Overhead and Profit (O&P) pricing**, the FMR includes **In-House pricing**.

The screenshot shows the 'Browsing 2013 RSMeans FMR MR (2172 Records)' window. It features a 'View' section with 'Show Modifiers', 'Standard Display', and 'Proper Display' options. The 'Scheme' is set to 'Contract'. 'Settings' include 'Bare Cost Pricing', 'O&P Pricing', and 'In-House Pricing' (selected). There are also checkboxes for 'Show Paste Window' and 'Add items as Custom', and a 'Use CCI' checkbox. A 'Locate:' field is present. The main table lists items with columns for 'Item', 'Description', 'UM', and 'In-House Cost'. A summary panel on the right shows 'Page: 2 BRIC', 'Crew: 2 BRIC', 'Daily Output: 15.638', 'Labor Hours: 15.638', 'Unit: C.S.F.', 'Material: \$5.50', 'Labor: \$859.50', 'Equipment: \$17.00', and 'Total: \$882.00'. A small image of a worker is also visible in the bottom right corner of the window.

Item	Description	UM	In-House Cost
B2013-109-1010	Repair 8" concrete block wall, 1st floor	S.F.	\$25.81
B2013-109-1020	Replace 8" concrete block wall, 1st floor	C.S.F.	\$1,234.00
B2013-109-1030	Waterproof concrete block wall, 1st floor	C.S.F.	\$210.00
B2013-109-2020	Replace 8" concrete block wall, 2nd floor	C.S.F.	\$1,323.00
B2013-109-2030	Waterproof concrete block wall, 2nd floor	C.S.F.	\$771.50
B2013-109-3020	Replace 8" concrete block wall, 3rd floor	C.S.F.	\$1,323.00
B2013-109-3030	Waterproof concrete block wall, 3rd floor	C.S.F.	\$778.50
B2013-114 Concrete Block Wall, Painted			
B2013-114-1030	Point and refinish painted concrete block wall, 1st floor	C.S.F.	\$508.50
B2013-114-2030	Point and refinish painted concrete block wall, 2nd floor	C.S.F.	\$597.50
B2013-114-3020	Point and refinish painted concrete block wall, 3rd floor	C.S.F.	\$686.50
B2013-118 Terra Cotta			
B2013-118-1020	Replace terra cotta wall, 1st floor	C.S.F.	\$1,320.50
B2013-118-2010	Replace terra cotta wall, 2nd floor	C.S.F.	\$1,409.50
B2013-118-2020	Replace terra cotta wall, 3rd floor	C.S.F.	\$1,498.50
B2013-119 Clay Brick			
B2013-119-1010	Repair clay brick wall, 1st floor	S.F.	\$45.05
B2013-119-1020	Point clay brick wall, 1st floor	C.S.F.	\$882.00

GREAT FOR BASE OPERATIONS SUPPORT - It is also a great tool for Base Operation Support (BOS) and maintenance type contracts. The standardized and extensive database provides an organized and consistent tool ideal for these types of contracts. The Maintenance & Repair and Preventive Maintenance sections are great for facility operations, repair, and maintenance tasks. The General Maintenance section is great for cleaning contracts, carpet maintenance, grounds maintenance, etc.

Great New Training Programs!

Anyone who has attended our training classes knows they are FUN, and PACKED with information! And this year is not going to be any different, except we've added even more great stuff!

FREE TRAINING!

Hopefully you've heard that we are starting to offer new estimating classes (from basic to detailed). We mentioned this in the last newsletter. If you haven't heard, we are! We want to help you learn how to estimate – specifically line item estimating using RSMeans. Our first "CONSTRUCTION COST ESTIMATING 101, featuring RSMeans Cost Data" class will be FREE! Join us March 12, 2013 in Las Vegas, NV for a full day of training exclusively on cost estimating. Come out a day early, if you are already registered for our 2-Day Regional Course. Or just come out for this free event; it's up to you. Here's a brief outline out of the class. Email us to learn more and to register.

- The Evolution of Construction Cost Estimating
- Types of Estimating: From Detailed to Square Foot
- Data Structures: UniFormat and MasterFormat
- Business Opportunities
- Site Visits
- Statement of Work
- Introduction to RSMeans™ Cost Data and Detailed Line Item Estimating
- Quantity Takeoff – Manual and Electronic
- Class Exercises

TRAINING SCHEDULE 2013

Keep an eye on the [4Clicks Training](#) site for future offers of this and more advanced estimating classes. As always, let us know if you'd like to suggest dates and locations you think would be good!

2013 TENTATIVE TRAINING DATES		
1-Day Estimating 101	Las Vegas, NV	12 March
2-Day Introductory	Las Vegas, NV	13-14 March
2-Day Introductory	Atlanta, GA	10-11 April
2-Day Advanced	San Antonio, TX	15-16 May
2-Day Advanced	Las Vegas, NV	19-20 June

And please remember that 4Clicks is an Approved Education Provider through AACE International. In addition to having some fun and learning new skills, you will earn Continuing Education Credits for your attendance! Regional classes are first come, first serve; so reserve your seat before we're sold out! [Register Now](#)



YOUTUBE VIDEOS

Don't forget to visit our Training Playlist on YouTube. You can get there from the YouTube button at the top right of our homepage, or you can simply click on this link: [YouTube 4Clicks](#).

Q & A Corner

Q: When we are estimating, we are getting double entries. Each line item we add to our estimate comes in twice – often one with a quantity and one without. How can we fix this?

A: Great question! This one comes up quite often, especially with our newer users.



This adds the tagged line items to the estimate again – usually without a quantity.

So, you EITHER need to tag the line item and add it to your estimate with the **Paste Tagged Line Items to Estimate** command, OR you need to use the **Add Currently Highlighted Line Item** command *without* tagging it.

Purchase your 2013 RSMMeans Cost Books

Just a reminder that you can purchase printed RSMMeans Cost Books from us directly.



Free shipping, plus a 20% discount on RSMMeans hardcopy Cost Books!

All of your popular RSMMeans cost books are on [our GSA schedule](#). Write up your software and book needs all on one purchase order!

Partnering with Education



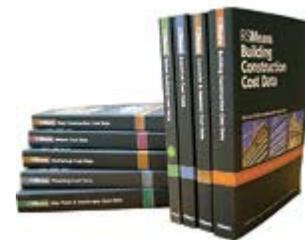
4Clicks is pleased to support College and University professors and students with our premier cost estimating software and associated electronic RSMMeans Cost Data. This is a no cost service. [Sign up today!](#)

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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!](#)



Add Currently Highlighted Line Item	EnterKey
Paste Tagged Line Items to Estimate	Ctrl+P
Create Custom Line Item	Ctrl+Shift+C

You only need to choose one of the options to add your line item – depending on your needs.

Sometimes users will tag (or check) a line item and then use the **Add Currently Highlighted Line Item** command to add it to their estimate. (This command, however, should be used without tagging the item.)

This adds the line item to their estimate but leaves the item tagged. Then when they go to close the guide, users get a warning window that line items are still tagged. Thinking they need to answer **Yes** to keep their work, they actually run the **Paste Tagged Line Items to Estimate** command (above).



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