



**4Clicks**  
By Estimators For Estimators

4Clicks  
CHATTER



## Looking Back On a Wonderful Year

Another new year is just around the corner. It always humbles me to think about how far we have come with our product features, our partner relationships, the customers we serve and of course, our valuable team.

e4Clicks remains a robust product with a growing customer base. We continue to appreciate the privilege to serve our new customers and at the same time, we are also thankful for our existing users, some who have been with us for over a decade!

And what about the [Ceasel](#) soft launch we did earlier this fall? We are grateful for our West Point customers who were our 1st Ceasel users. We spent a day of onsite training with the Department of Public Works team. Their feedback and suggestions were of great value and we have begun to implement some of those to make the product even better. The hard launch of our amazing new product is early 2015.

4Clicks is also excited about our future possibilities for further enhancements to the cost data and additional products and services, as a result of The Gordian Group acquisition of RSMMeans.

Along with our strategic partner relationships, it is equally amazing to witness a young 8(a) client begin their journey in the JOC market by putting together a team, learning about the JOC process and how to do business with the federal government. They used our software, attended a training class, and then competed and were awarded multiple contracts. It's exciting to watch them grow!

Last, but certainly not least, the team members of 4Clicks are such a vital component of our success! We are so honored to have new staff that joined the team this year and we are all excited to help enhance our products and continue to provide excellent service to our customers!

We look forward to the future opportunities, as well as the chance to reach out and say hello to new clients. We are so grateful to serve our customers each day and continue to earn their business. I want to wish you, your family and friends the very happiest of holiday wishes and a great 2015!!

Michael Brown  
By an Estimator, For an Estimator

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

### In Today's Issue:

- Looking Back On a Wonderful Year 1
- Quote of the Month! 1
- 4Clicks Presents at the Pentagon 2
- Showing Thanks to Our Veterans 2
- Visit us on Social Media 2
- e4Clicks Project Estimator Version Capabilities 3
- Industry News 5
- Partner Spotlight 5
- ASU JOC Study Announced 5
- Training News 6
- Upcoming Training Dates 7
- Recent Awards 8
- Q & A 9

### Quote of the month

*"As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live by them."*

—John F. Kennedy

## 4Clicks Presents at the Pentagon

In October, our CMO, Peter Cholakis, was invited to present at the Pentagon to the Washington Headquarters Services Facilities Services Directorate (WHS-FSD). WHS-FSD supports approximately 64,000 civilian and military personnel, including the Office of the Secretary of Defense, Joint Chiefs of Staff, Defense Agencies, and the military departments in the National Capital Region. It provides administrative and operational support, including space management, maintenance, repair and alteration of assigned buildings, custodial services, landscape maintenance, trash and debris removal, building operations, construction management, property management, and other support services, including oversight of the massive program for the renovation of the Pentagon.

The presentation, "Efficient Project Delivery – JOC Focus", described the importance of collaborative construction delivery methods to achieving better outcomes, namely more construction projects completed on-time and on-budget. The ability for Owners, Contractors, and AEs to better manage the numerous facility renovations, repair, sustainability, and minor new construction projects leveraging Job Order Contracting (JOC) was outlined. Also noted was the role of supporting technology in deploying "best practices" consistently across an organization, enabling collaboration, improving productivity, and tracking performance.

Also Introduced was [Ceasel](#), 4Clicks' newest web based cloud product.

Peter was presented with a WHS-FSD challenge coin at the end of the presentation!



## Showing Thanks To Our Veterans

The 4Clicks team wanted to take a moment to say thank you to all of our veterans and their families for their service and all that they do for us. This time of year is a great time to say thank you and give back. Here are a few ideas:



- While sending out your families Christmas cards, send one to a recovering soldier to: c/o Walter Reed Army Medical Center, 6900 Georgia Avenue, NW Washington, DC 20307-5001
- Buy a veteran a cup of coffee
- Donate a ticket or two at [Brown Paper Tickets](#) that will allow a veteran to attend an event
- Make a donation to [The Wounded Warrior Project](#)
- Invite a veteran and their family over to dinner to say thank you
- Send a care package to a soldier [Any Soldier](#)
- When you see a veteran, shake their hand and take the time to say thank you

## Visit us on Social Media!



Like us on Facebook. Follow us on Twitter! View our videos on YouTube and check out our company profile on LinkedIn and Google+. You will find all of the latest information, news, training dates and testimonials. We are spreading the word about #4Clicks.

## e4Clicks Project Estimator Version Capabilities

**With three versions of e4Clicks Project Estimator, choosing which one is right for you just got easier with our e4Clicks Project Estimator Version Capabilities.**

4Clicks offers three versions of e4Clicks Project Estimator™. Each version is specifically designed to satisfy the needs of Owners, Contractors, Subcontractors, and AEs. The tables below compare the major Cost Estimating, Project Management, and Document Management functions in each version.



Versions	Basic	Professional	Premier
<b>Cost Estimating</b>			
Compatible with Enhanced RSMeans Cost Data	✓	✓	✓
Detailed Line Item Estimating	✓	✓	✓
Cutting and Pasting of Estimates and Line Items	✓	✓	✓
Project Explorer – Estimate and Line Item Clipboard Tool	✓	✓	✓
Secure Login – AES 128 Encryption	✓	✓	✓
All Modifiers Built into RSMeans Pricing Guides	✓	✓	✓
Advanced UM Assignment when Pasting Multiple Line Items	✓	✓	✓
Full Unabbreviated Line Item Descriptions	✓	✓	✓
Metric Conversion Capabilities	✓	✓	✓
Manage Login Users	✓	✓	✓
Document Line Item Notes and Quantity Takeoff	✓	✓	✓
Import and Export Estimates	✓	✓	✓
Sequence Estimates Quickly for “What If” Scenarios	✓	✓	✓
Export and Print to Excel and PDF	✓	✓	✓
Track and Manage Current and Historical Projects	✓	✓	✓
Support for Multiple Electronic Pricing Guides	✓	✓	✓
Track Project Locations and Project Contacts	✓	✓	✓
Collect, Track, and Analyze Competitive Bid Information	✓	✓	✓
Supports Multiple and Dual Award Contracts	✓	✓	✓
Track and Manage all of your Projects In One Program	✓	✓	✓
User Defined Ad Hoc Project Reporting Capabilities		✓	✓
Project Management Milestones (site visits, invoicing, change orders)		✓	✓
Power Filtering Capabilities (filter by year, customer location, contract)		✓	✓
Work Breakdown Structure		✓	✓
Document Management		✓	✓

Versions	Basic	Professional	Premier
<b>Cost Estimating</b>			
Perform Quick Changes to One or More Line Items		✓	✓
View Division Summary		✓	✓
View Estimate Comparison		✓	✓
Link Specifications to Estimate		✓	✓
Populate Government Forms (AF Form 3052, DD Form 1354, AF Form 3064-3065)		✓	✓
Multiple Estimate Comparison		✓	✓
Create Demolition Line Items from RSMeans Items		✓	✓
Productivity Summary for RSMeans Equipment		✓	✓
Batch Modify Line Items for Multiple Estimates		✓	✓
RSMeans Multi Reprice		✓	✓
Revised Evaluation Reports with Post-Negotiation Memorandum		✓	✓
Automated Technical Evaluations			✓
eTakeoff Basic	✓		
eTakeoff Professional		✓	
eTakeoff Premier			✓
<b>Licensing</b>			
Network Licensing	✓	✓	✓
Stand Alone Licensing	✓	✓	✓
Shared Project Databases	✓	✓	✓
Secure Logins	✓	✓	✓
Separate System Administrator Logins	✓	✓	✓
<b>Support</b>			
Interactive Program Windows Located in "Help"	✓	✓	✓
Special "How Do I" Guides	✓	✓	✓
Multiple Training Options (Virtual, Regional, Onsite)	✓	✓	✓
Access to Technical Support	✓	✓	✓

## Industry News

### 2015 Construction Forecast:

The construction industry could see a strong uptick in construction starts in 2015. The total value of construction starts could reach \$612 billion next year—up 9% from 2014. 2014 is expected to close out with \$563.9 billion in starts—a 5% increase over 2013. After five years of a flat-to-down market, the institutional sector is expected to bounce back by 4% to \$95.4 billion this year, followed by a 9% increase to \$103.6 billion in 2015. Federal construction is expected to remain constrained. Public works construction starts should finish the year down 9% to \$113.4 billion, but will bounce back by 5% in 2015 to \$118.8 billion. Health care construction starts remain relatively weak, as many health-care systems have deferred capital plans due to uncertainty around the roll-out of the Affordable Care Act. (Source: ENR)

## We Welcome CWG & Associates, LLC as a Valuable 4Clicks Partner!

CWG & Associates is a partner you can depend on. They take a team approach, providing clients with timely, scalable, and succinct consulting services improving efficiency and productivity. CWG & Associates is a veteran owned small business that provides high quality, standardized services for the construction industry. Their operating philosophy is founded on the same tenets that are responsible for the safe and efficient conduct of military flight operations in high intensity, stressful and operationally demanding environments throughout the world. CWG & Associates has worked with small and large contractors, supporting projects throughout the country, ranging in size from \$15 million to \$1 billion. Projects include civilian agency / DoD administrative buildings, hospitals, and research facilities.

Consulting Services include: Partnering & Facilitation - Proposal Development - Contract Compliance - Process Improvement - Small Business Planning - Federal Contract Training & Utilization

Company Information: CVE Verified Veteran Owned Small Business

DUNS: 790618636 Primary NAICS: 541611



To learn more about CWG & Associates, visit their [website!](#) To view more 4Clicks partners, visit our [Partner Directory](#) on our website.

## Job Order Contracting Study Announced

 4Clicks recently communicated with Arizona State University's (ASU) Performance Based Studies Research Group (PBSRG) about a planned JOC Research Study. We are excited about the potential to document the value associated with JOC vs. traditional construction delivery methods, as well as the value of this study's research findings. Study areas will include cost and time savings and increased flexibility, among others. Publication of the final report is targeted for January 2016.

Owners, Contractors, and Service Providers experienced with JOC are encouraged to share their knowledge and experiences. The [initial announcement](#) and [additional information](#) are included for your review. Please feel free to contact us with any questions.

About PRBSRG: The Performance Based Studies Research Group (PBSRG) is a group of researchers and educators at Arizona State University that focus upon "Best Value Models" consisting of three main phases: Selection, Pre-Planning & Quality Control, and Management by Risk Minimization.

## Training News

### IMCOM Presentation

4Clicks was offered an opportunity to present with the IMCOM Academy. The IMCOM Academy is the "School of Public Works". They are the resource that provides twenty-six different Training classes to USACE, ranging from Job Order Contracts - Construction Planning and Execution, to DPW Work Management Processes.



Bruce Sarty, 4Clicks' Director of Training, leveraged his unique background as both an Owner's representative (SABER Project Manager USAF) and a Contractor. Bruce worked on the Contractor side for about 20 years (Project Manager and Operations). He fielded questions with consideration for both perspectives.

Bruce's presentation conveyed to the audience that there are tools available to "reduce the hunting", create estimates faster and more accurately, and help a JOC contract run smoothly:

- What line items may be used and why
- Tools to help their Team produce an auditable estimate faster, and with transparency
- Quick Start - build a project with multiple estimates and how to print reports
- Estimate Comparison and Technical Evaluation
- eTakeoff

The presentation was a great success!

### 4Clicks Introduction to Electrical Estimating Course

You wanted it; you got it! In the first quarter of 2015 our Introduction to Electrical Estimating Course will be available. This course will cover electrical terminology, organizing electrical estimates and types of electrical estimates. Most importantly, we will cover the different types of material and equipment required to build a complete estimate.

We will also discuss:

- Conduit types, sizes, uses, and fittings
- Enclosures
- Cutting and drilling
- Motors/Controls
- Metering
- Transformers and Switchgear
- Panel boards

Looking forward to seeing you there!



Remember that 4Clicks is an Approved Education Provider through ACEE International. In addition to having some fun and learning new skills, you can earn **Continuing Education Credits for your attendance** in most of our training courses. Classes can fill up quickly; so reserve your seat before we're sold out! [Register Now.](#)

## Upcoming Training Dates

2015 TRAINING DATES		
e4Clicks Getting Started		08 January
e4Clicks Introductory	Regional – Las Vegas, NV	10-11 February
e4Clicks Intro to Electrical Estimating	Regional – Las Vegas, NV	12 February
4Clicks Introduction to RSMeans Estimating		11 February
e4Clicks Getting Started		12 February
e4Clicks Introductory	Regional – San Antonio, TX	10-11 March
4Clicks Introduction to RSMeans Estimating		18 March
e4Clicks Getting Started		19 March

### Regional Training

4Clicks training gives your team valuable hands-on training designed to get the most out of your investment. Our students gain incredible understanding and great retention. Our training manuals give students very thorough information they use and take home with them.

### Onsite Training

Are you interested in our trainers traveling to you? This saves you time and money – not to mention the convenience and benefits of customizing the class to fit your specific needs.

### Virtual Training

Experience the benefits of training without ever leaving your office. Choose from 2, 4, or 6 hour sessions dedicated specifically to your team's needs.

### Custom Training

We can provide your team a Custom e4Clicks Getting Started Class. This class is perfect for a new user or a user that wants to get trained-up on the basics. This is a six hour class – online, with no travel costs! This class allows for a single group with twenty attendees over multiple connections. So you are able to bring your team together online!

[Contact us](#) to discuss your specific needs and for more information on class syllabuses.

## Awarded Contracts – Congrats!

Congratulations to you, our clients, for successfully awarding and winning many new JOC, SABER, IDIQ, MACC, SATOC & MATOC contracts. Owners can start scheduling new job walks. A lot of hard work and time went into putting together the proposals, reviewing them and making the final awards.



The awarded contractors had to stand out from the rest of the bidders; you should be excited that your hard work, past performance and proposals were selected as the best of the best.

We at 4Clicks wish to thank each of you for the confidence in working with our team during this process and look forward to supporting each of you during your contract execution.

Facility Owner	Contractor	Type
88th RSC Dairy Region	Troop Contracting	JOC
88th RSC Frontier Region	Yeagle and Sons Construction	JOC
88th RSC Hoosier Region	H&H Construction	JOC
88th RSC Lincoln Region	Troop Contracting	JOC
88th RSC Motor City Region	Yeagle and Sons Construction	JOC
88th RSC Ozark Region	H&H Construction	JOC
99th RSC Region A	Construction and Service Solutions	JOC
99th RSC Region C	Patriot Construction	JOC
Camp Pendleton, CA	ACS/Brady Joint Venture	JOC
Camp Pendleton, CA	Galindo Electric	JOC
Camp Pendleton, CA	Heffler Contracting	JOC
Edwards AFB, CA	Exbon Development	SABER
Goodfellow AFB, TX	Farr Builders	SABER
GSA Region 7	El Paso J.A.G.	IDIQ
GSA Region 7	Ideals	IDIQ
GSA Region 7	Mirador Enterprises	IDIQ
Hurlburt Field, FL	CCI Energy and Construction Services	SABER
Luke AFB, AZ	Herman Construction	MACC
Luke AFB, AZ	Rore	MACC
NAVFAC Southeast	Dawson Technical LLC	IDIQ
NAVFAC Southeast	Power Pro Plus	IDIQ
NAVFAC Southwest	Air West Mechanical	JOC
NAVFAC Southwest	Herman Construction	JOC
Niagara Falls ARS	Oddo Construction Services	SABER
Niagara Falls ARS	Strock Enterprises	SABER
USACE Fort Leonard Wood, MO	Olgoonik	SATOC
USACE Albuquerque, NM	Rocky Mountain Excavating	MATOC
USACE Fort Worth, TX	Blackhawk Ventures	MATOC
USACE Fort Worth, TX	Zieson Construction	MATOC
USACE Kansas City Whiteman AFB	Zieson Construction	SATOC
VAMC Madison, WI	OPCON	JOC
West Point, NY	Sheela	JOC

## Q & A Corner

Q: What do I use?  
.e4c or .e4c2?

A: With version 2.624 we introduced a new import/export file type.

.e4c files are the original import export file. Internally they are similar to zip file.

.e4c2 files are new. Internally they are built differently so they are ideal for any office that has trouble using and emailing .zip files.

With version 2.624, both file types are created automatically when you use the export feature. Use the one that makes the most sense for you. They both contain the same information.

If you do not currently have version 2.624, you will be upgraded with the top of the year update in 2015. If you are having a problem now sharing and emailing .e4c files, then please contact support and an update can be arranged.

.e4c and .e4c2 files cannot be interchanged because they are not the same internally. That means that if you are on version 2.622, then you can only make .e4c files and you cannot simply rename your file to .e4c2 and send it to a user with 2.624 for them to import. This will not work.

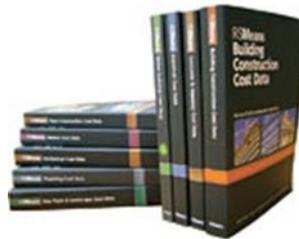
Tip: When you send an import export file, it's a great idea to send along your PDF report as well.

## Purchase your 2015 RSMMeans Cost Books

Remember you can purchase your printed RSMMeans Cost Books from us directly.



**Get free shipping plus a 20% discount on RSMMeans hardcopy Cost Books!**



## Give Us a Review on Capterra!

Do you love our software features? Let others know by giving e4Clicks Project Estimator a review at [Capterra.com](http://Capterra.com)

## Partnering with Education

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



## Use 4Clicks FedEx #

Use our [FedEx corporate agreement account number](#) to receive a discount to create, print, and deliver documents nationwide at over 1,800 FedEx Office locations.

## Client Survey

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!](#)



**4Clicks**  
By Estimators For Estimators™



4Clicks Solutions, LLC  
P.O. Box 20635  
Cheyenne, WY 82003

**Technical Support:**  
719.574.7724  
866.742.5425  
[support@4Clicks.com](mailto:support@4Clicks.com)

**Sales:**  
719.574.7721  
866.438.4254  
[sales@4Clicks.com](mailto:sales@4Clicks.com)

[Click here to go to our homepage & signup to receive these newsletters directly.](#)