



**4Clicks**  
By Estimators For Estimators

4Clicks  
CHATTER



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

**In Today's Issue:**

- Faith, Family, Friends 1
- New Features News 2
- New Billing Address 2
- Visit us on Social Media 2
- Industry News 3
- Welcome New 4Clicks Clients 3
- Saving Time And Money In The Estimating Process 3
- 4Clicks Is On Instagram 4
- Training News 5
- eTakeoff Version Release 6
- Partner Spotlight: NCS 6
- 4Clicks: Awarded Patent! 6
- Training Dates 7
- Q&A, Client Survey 8
- Purchase 2015 RSMeans 8

## Faith, Family and Friends

I, as many of you, have been faced with many changes and challenges in both my personal and business life. Some small, some large, some life changing. What I have always leaned on to move forward is my faith, my family, and my friends. Over time, each one has grown, been tested, and has always helped me get through whatever challenge was brought to bear.

As many know, I started working in SABER in the Air Force as a plumber, and a single parent with two children. Both my personal life and new job were challenges that required strong faith, great family and friends. Family is so important. It starts with a mother and a father and mine are incredible. My father spent 25 years in the Air Force, rose quickly to the rank of Chief Master Sargent, and then left the Air Force in 1980 and transitioned from Air Force Recruiting to the civilian world. He spent another 29 years as a "head-hunter" or talent finder. He was more than instrumental in setting the example for my 8 years of service in the Air Force.

My mother set a strong example of hard work, advancement and a distinguished career as well. She started working with Ma Bell at 17, and spent 25 years in the industry, advancing to management as a Sales Engineer for AT&T. I've been blessed with strong role models who give love and support, and that has gone a long way in helping me along in my own career. I am very blessed and proud of both of my parents. Recently, we found out that my father has advanced stages of liver cancer. He has shown tremendous courage, dignity and strength in dealing with this. Every day is a day we treasure with him, and we are leaning on our faith to comfort our family.

Earlier this month, my wife's father, who is a Vietnam Veteran, has been dealing with Trigeminal Neuralgia for 7 years. Recently, he met a surgeon that would intervene, met him for the first time on a Tuesday, and the next Monday at 9am her father had brain surgery to attempt to fix this horrible pain. During the surgery they noticed he had an aneurysm. The surgery couldn't be completed and they closed him up. He is now at home dealing with recovering from surgery with dizziness and loss of hearing in his right ear during the process. Another huge challenge to face, but we are so grateful he is at home recovering and learning to adjust. His face pain has improved, and we are very thankful for that. He receives great care from his wife of 51 years, his family, and the rehabilitation support services. We hope and pray for a full recovery soon.

In closing, I want to wish everyone the strength of faith, family and friends when your challenges arrive. I will never be able to express enough in words how much your support, your encouragement, your thoughts and prayers have meant to me personally and to my wife and our entire family during this time. I can only hope to be there for you, and those I've known, and have yet to know, as you face your changes and challenges in life. I also know I've become stronger in faith, hold family a lot closer today, because that is all we are promised. I am so blessed to be surrounded by some of the best family and friends in this short life.

*Michael*

*Michael Brown  
By an Estimator, For an Estimator*

**Quote of  
the month**

*"Everything around you that you call life was made up by people that were no smarter than you, and you can change it, you can influence it, you can build your own things that other people can use."*

—Steve Jobs

## New Features News

### Version 2.627 Contains Features you asked for!

4Clicks is really thankful to have you as our customer. We want to make 2015 a year that we add and tweak features based on your personal feedback. With that in mind, we have two new features that we would like you to know about.



#### The "Alternates" Report Heading

We heard you! You wanted to be able to fine tune the report heading where custom line items are listed. We are excited you will now have control of the heading label "Alternates" on your reports. With version 2.627, you can turn on a report option that will allow you to change that label. What you input will display on our report cover sheet as well as the subsequent report pages that break out your actual line items.

#### Control your Percentages at the Estimate Level

We have added a bonus feature to the functionality of percentage type totaling components. With version 2.627, you can turn on an optional setting that will allow you to control the value of a percentage totaling component at the estimate level. That means that each of your estimates inside the same project can use a different percentage value as needed.

We can do more for you! Please share your ideas with us. We can only get stronger with your valuable input. [Take our e4Clicks Survey!](#) Share your ideas within the survey.

We understand that running updates requires time and effort. Version 2.627 is a small update and includes no fixes- just these new features. Therefore, version 2.627 is not currently planned as a wide release. If you're interested in these new features, let us know and we'll be happy to get you this update. Otherwise, you'll get what's in this update with your next large scale update, and it will definitely be included in the subscription update for 2016. Thank you!

## 4Clicks New Billing Address

We've changed our remittance billing address. Please take a moment and update our information for your records.

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



## 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 Linked In and Google +. You will find all of the latest information, news, training dates and testimonials. We are spreading the word about #4Clicks

## Industry News

### Advancement of DOD Construction and Engineering

Did you know that our Bruce Sarty, 4Clicks Director of Training, is regularly called upon to assist at the ARMY INCOM training for construction cost estimating and project management?

4Clicks materials are also used for training at the Air Force Academy, AFIT, and other prestigious educational sites. We are very fortunate and pleased to be able to contribute in any way we can to support construction best management practices through sharing and education. This month we thought we would share how engineer components of each military service have programs to train and develop their officers. This information recently appeared in [TME/SAME](#), pg.84



The Air Force follows a concept of giving every officer a basic course and then providing “just in time” delivery of other courses throughout an airman’s career, including pre-command and technical courses. The Army’s concept is to have a basic course for all engineers, followed by a Captain’s Career Course, and finally a pre-command course for those selected for battalion or district command. While the Army Engineer School at Fort Leonard Wood, MO, does not provide continuing education courses as the Air Force does, the U.S. Army Corps of Engineers does offer many one-week courses geared primarily for their civilian workforce.

The Navy Civil Engineer Corps (CEC) has an education and training process that begins with an officer’s entry into the CEC and continues at the intermediate and senior levels in leadership, command, facilities management and acquisition. CEC is the only branch that requires acquisition training for their engineer officers.

The Joint Staff has developed, and continues to support, one joint course for mid-level officers and NCOs: the Joint Engineer Operations Course. This course is given four to six times per year at Port Hueneme, CA; Fort Leonard Wood, MO; Wright-Patterson AFB, OH; Quantico, VA; and periodically in Germany and Hawaii.

## Welcome New 4Clicks Clients!



ONOPA Services  
KMK Construction  
Aspen Communications  
R.A.M. Professional Group  
OHOPAKI General Contracting  
Alliance Consulting Group  
JOCH Construction  
Accu-Aire Mechanical  
Alpha Kilo Consulting

U.S. Department of Energy  
J-Pax Company  
Lifecycle Construction Service  
KETA Group  
Alberici Constructors  
Asturian Group  
Larry Tronu Mechanical  
The Deal Group

Joint Base McGuire Dix Lakehurst  
KAU, Inc.  
The NCS Group  
Stellar Group  
BSE Construction Group  
Ribeiro Construction  
The Korte Company  
Kozco Mechanical

## Saving Time and Money In The Estimation Process

Estimation is an important aspect of the bidding process. It allows your company to pitch its best ideas for the best possible costs, helping your company to stand out from the competition – if it’s a good estimation!

Our Director of Marketing and Sales, Peter Cholakis, recently interviewed with 24/7 Massachusetts Contractors Academy as part of their Expert Interview program. [Read his interview blog here.](#)



## 4Clicks Is On Instagram

Follow us and see a sneak peek inside the happenings of 4Clicks!

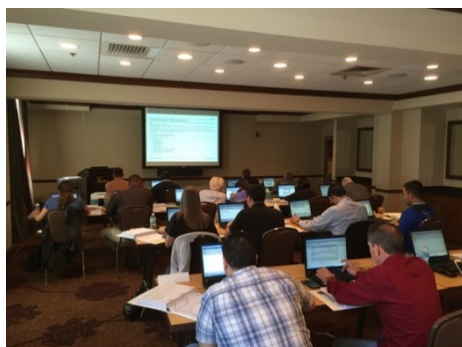
Our user name is: 4Clicks



Our CEO and President, Michael Brown, (R) with a good friend and customer, John Gilmore, (L) of Patriot Construction, enjoying some downtime this summer.



Our Director of Training, Bruce Sarty's Jeep Rubicon, in USAF style, relaxing on the beach.



Our Lead Integration Specialist, Jesse Smith, had a great 2 days of training in San Antonio.



Our CEO and President, Michael Brown, with his son Josh and grandson Easton (TL), Michael, Jason & Heather McNeil (TR), Michael Brown, with his wife Belinda Brown, our Marketing Communications Director (BL), Michael Brown with our Chief Operations Officer, Tom Cassidy, and his wife Amanda Cassidy, enjoying some Dallas Cowboys football.



Our very own Ryan Brown, Account Exec for 4Clicks, participated in the 11th Annual Pat's Run in Tempe, AZ on 4/25! Founded in 2004, the Pat Tillman Foundation invests in military veterans and their spouses through educational scholarships – building a diverse community of leaders committed to service to others.

Follow us today and stay up to date with everything 4Clicks.

## Training News

### 4Clicks Two Day Hybrid Training Course

June 9<sup>th</sup> and 10<sup>th</sup>, 2015

Our 2-day Hybrid class is uniquely designed. Brand new users can go from zero to hero. Experienced users can master the graduate level tools. We are picking up the training pace and grabbing the coolest estimating tools from our 2-Day Introductory and 2-Day Advanced class and presenting them in our new 2-Day Hybrid class. The cost of attending our 2-day course is \$895.00 per attendee. Please remember you must have a computer to attend. Registrants without a laptop can rent one for \$150.00 each. GSA pricing is also available. [Register today!](#)

### 4Clicks One Day Electrical Estimating Course

June 11<sup>th</sup>, 2015

Our Electrical estimating course is designed for every e4Clicks user. This class will hone and perfect your electrical estimating skills! We will explore the details of the major electrical components commonly needed to estimate using e4Clicks and our enhanced RSMeans Cost Data. You will walk away from this class confident in your electrical estimating skills along with some electrical templates. While in previous training classes, we focused on learning e4Clicks, you'll now learn the other half of the equation and expand your electrical estimating knowledge! The best way to learn it, is to do it! Each lesson will be reinforced with hands-on exercises. [Register today!](#)

You will:

- Gain deeper understanding of electrical components
- Generate "punch-list" and auditable estimates that are correct and complete
- Produce your own accurate electrical estimates without relying solely on or waiting for sub-contractors' estimates
- Create template estimates for quick and accurate estimating in the future

We will use the MF04 format to "Format" not only the estimate, but also this class. There are many ways to organize an estimate; we will organize our estimates by division.

The following items will be covered in this class:

- Organizing Electrical Estimates
- Electrical References
- Electrical Terminology
- Branch Circuits
- Panel Boards
- Circuit Breakers
- Conduit
- Conductors
- Receptacles & Switches
- Electrical Take-off

The cost of attending our 1-day Intro course is \$760.00 per attendee. Please remember you must have a computer to attend. Registrants without a laptop can rent one for \$150.00 each. A training version of e4Clicks will be provided. Attendees will be using e4Clicks, and a basic working knowledge of the program is required. [Register today!](#)

### 4Clicks Spotlight: A FREE up to one hour training and Q&A Session



June 16, 2015 – 9:00am MST ~ ~ July 21, 2015 – 9:00am MST

Designed for the new e4Clicks user, this up to one hour spotlight will get you up and running with tips, resources and support! We are excited to show you how to get off the ground faster and quickly develop more estimates and bids.

The following items can be covered in this virtual GoTo Meeting:

- Getting Started and Organized
- References
- Maneuvering Screens & Using Search Engines
- Copy and Paste
- Tips & Tricks
- Customer Support & Services

Attendees will be using e4Clicks, and a log-in of the program is required. After registering, you will receive an email with the information on how to join the GoTo Meeting. This one hour meeting begins at 9:00am MST. [Register Here!](#)

## eTakeoff Version Release

eTakeoff is proud to announce the release of Version 4.0 of its award winning Dimension Takeoff Tool. Dimension 4.0 updates the Pattern Search feature to include searching multiple drawings and patterns at the same time in the background. This amazing new feature takes advantage of the computers processing cores and allows the user to choose the number of cores used for the search. For example, if your computer has 8 processor cores you can designate 4 of them for Pattern Search and use the rest to continue your takeoff. 4.0 adds many other new features including up to 4 Control Panels, New advanced point editing, Quick Takeoff to allow multiple measurements in a single Extension and many more. Please see the [eTakeoff website](#) for all the details.

## Partner Spotlight

### The NCS Group

There is no single activity that is more important to Government Contractors than pricing. Your cost proposal is a reflection of you as a company, and many times provides your customer's first impression of the kind of product and service you will provide. The dollars you have set aside for your bid and proposal efforts is a finite resource, and every dollar spent should maximize your chances of winning.



We have completed hundreds of cost proposals during our careers, with over 15 years of experience. We provide the guidance to help you avoid the compliance pitfalls, as well as can help you with pricing strategies or actual proposal preparation. More importantly we are armed with the budgeting experience to help you modify your cost structure if needed, to give you a competitive advantage. Our experienced guidance may mean the difference between winning and losing.

We have partnered with 4Clicks and are here to assist you in this most important of tasks. Whether you need a complete cost proposal prepared for a MATOC, SATOC, IDIQ, JOC, and various other federal procurement contracts, or someone with a different perspective to review your proposal strategy, our professionals are available to provide you the quality, responsive service you deserve.

The NCS Group is here to work with their clients as a team member.

Randall Anderson  
www.ncsgroup.co  
904-807-4826

## 4Clicks Awarded a U.S. Patent!

We have been notified by the United States Patent Office that 4Clicks will be issued a Patent for Storing Application Data (3528-P10980US). We have been striving hard for the past five (5) years to develop truly unique cloud computing applications to assist our clients reach the next levels of productivity, collaboration, and transparency. Ceasel, or cloud cost estimating system embeds the capabilities of this Patent and several other unique features.

Technical details, aside, here's a brief summary of the Patent in layman's terms:

Historically hard drives were expensive, as was information management and data storage in general. As a result, old data was generally permanently deleted or, in some cases, archived on tape, optical disk, or some other less accessible, long term storage media.

As we all know, archiving information is different from processing information and having historical information available real-time. The ability to see information from virtually any point in time, including all subsequent changes (who changed what, when, and how) is extremely powerful and valuable. This is what our new Patent is all about. It enables the storage of all versions of all previous and current records, and enables virtually instantaneous retrieval and use. The ability to "roll forward and backward in time" adds a new level of capability for security, change management, and a leap in productivity.



4Clicks is an Approved Education Provider through AACE 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 Hybrid Training Course	Regional - San Antonio, TX	9-10 June
e4Clicks Intro to Electrical Estimating	Regional - San Antonio, TX	11 June
e4Clicks SPOTLIGHT	 Virtual Training	16 June
4Clicks Introduction to RSMeans Estimating	 Virtual Training	17 June
e4Clicks Getting Started	 Virtual Training	18 June
e4Clicks SPOTLIGHT	 Virtual Training	21 July
4Clicks Introduction to RSMeans Estimating	 Virtual Training	22 July
e4Clicks Getting Started	 Virtual Training	23 July
4Clicks Introduction to RSMeans Estimating	 Virtual Training	12 August
e4Clicks Getting Started	 Virtual Training	13 August

### 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.



## Q & A Corner

**Q:** Is there another method for Copying and Pasting an Estimate into a Project with Project Explorer?:

**A:** You may not know about the other method that you can use to copy and paste estimates. It allows you to paste any estimate from your database into a project without ever leaving the project that you want to paste into.

1. Open the project that you want to paste into.

2. On the Estimates tab use Ctrl+Alt+X.

- Or- [Estimate (button) - Estimate Clipboard - Project Explorer].

3. On the Project Explorer window:

A. Highlight the project (top panel) that contains the estimate(s) that you want to copy.

B. Tag the estimate(s) (middle panel) that you want to copy.

C. Then use Ctrl+C to copy those tagged estimates.

- OR- [Estimates (button) - Add Tagged Estimates to Clipboard].

D. Close the Project Explorer window (click the Close button).

4. Back on the Estimates tab use Ctrl+Alt+V to start the paste and purge process.

- Or- [Estimate (button) - Estimate Clipboard- Paste and Purge Estimate Clipboard].

5. Now, use the window Set Properties for Newly Imported Estimates to set the properties of the estimate as you paste it in, and then click on the OK button on that window.

- Tip: the Totaling Components field is the most important- Use Default Project Totaling Components is the most commonly used option in this case.
- If you don't know how to use the Set Properties for Newly Imported Estimates window, contact tech support.

6. Click OK on the Import Complete window and you are done.

## Purchase your 2015 RSMeans Cost Books

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

**20% SAVINGS**

**Get free shipping plus a 20% discount on RSMeans 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 RSMeans 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!



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