



4Clicks
By Estimators For Estimators



4Clicks
CHATTER



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

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15 Years – Happy Anniversary 4Clicks!

Fifteen years young this year! Happy anniversary wishes to our customers, partners, and the 4Clicks team. This could not have happened without each of you.

Truly amazing, a huge blessing. I am grateful for the strong, enduring relationships we have developed over the years, and all of the new ones afforded to us when we earn a new customer's business.

Last month we did a customer spotlight on Wright Patterson AFB, our first 4Clicks customer. This month it's Andrews AFB, where I spent my first years as a SABER project manager, working for Beneco Enterprises, a small 8A contractor learning the contractor's side of the business. It was an exciting time to get into the business, the beginning of SABER and JOC. Our competitors were working in Lotus 123 and paper and pencil. Beneco embraced technology and my first assignment, Andrews AFB, was the perfect place to continue with the development of Beneco's iqEstimator software package. I worked with some great people during my 10 years at Beneco but when they sold to OHM, and later the IT Group, it was time to find a new calling. In 2001, with a lot of support from family, friends and coworkers, I decided to start 4Clicks. Jeff handled the programming, Amy managed support and I headed up sales, marketing and training. Through the years, we added 15 more amazing employees.

There were challenges in changing from paper and pencil and spreadsheets, to computers and sharing estimating with others on your team. Our first generation of e4Clicks was met with great appreciation for the care we took in listening to clients and reducing the time it took them to estimate, review estimates and track the awarded projects, documents and history.

I was looking back the other day with a lot of pride and joy. I remember the first training document, which was 10 pages long. Tom has developed our training guide to over 870 pages today. I can remember the times I would be with a client, they would make a suggestion and I would have Jeff write the code, test it and present it to that client later in the day. We are grateful for all of the comments, suggestions and patience as we continue advancing our products each year along the way. *(continued on page 2)*

**Quote of
the month**

"Leadership is a potent combination of strategy and character. But if you must be without one, be without the strategy.

– Norman Schwarzkopf

(Continued From page 1: 15 Years – Happy Anniversary 4Clicks!)

We have an outstanding team that truly appreciates and listens to our clients; there are so many features we have added to our products that came from a quick email, someone new to e4Clicks or during a training class. We love “can it do this,” or “why doesn’t it do that.” Last year we had our first US Patent awarded and are waiting for our second patent, these have to deal with cloud estimating and our Ceasel product.

I have to give thanks to our great partners; RSMeans and eTakeoff. We love providing your cost data and embedding your technology in our products.

We’ve accomplished a lot during our first 15 years and will continue to empower our customers to get their work completed faster and better than anyone else. Now, we look forward to the exciting technology that comes ahead, to connect people, information and processes – anytime, anywhere.

Thank you for making 4Clicks an amazing place to work, both now and years to come.



Michael Brown
By an Estimator, For an Estimator

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

Welcome New 4Clicks Clients!



Allbrite Construction
AR Acosta
Chugach Federal Solutions
City of Austin, TX
DOT Construction
EarthFax Engineering Group
Falcon Engineering
Floors 2 Adore
GSA Pensacola, FL

KCS Construction
Klecka Electric Company
Lanterra
McInnis Construction
Mechanical & Process Systems
NAVFAC Diego Garcia
NAVFAC EURAFSWA Naples,
Italy

Sterling Construction
University of Texas Austin, TX
USACE Colorado Springs, CO
Veliz Construction
Veterans Construction Alliance

Industry News: 2016 RSMeans Changes

We have introduced some big changes here in 2016, and we wanted to walk you through some of them to reduce any confusion.

History

As many of you probably know, The Gordian Group purchased RSMeans in 2014. In 2015, we renewed our reseller’s agreement with RSMeans. The new agreement includes some significant changes from our previous ones.

As a result, we are phasing out a couple of our RSMeans offerings. For all new clients, we are no longer selling our Premier version of e4Clicks with RSMeans guides. Clients will still be able to choose either our Basic or Professional version. In addition, our Enhanced RSMeans guides are no longer available either. Clients will be able to use our new Standard RSMeans guides.

The phase out allows for current clients to finish their current contracts with the use of both e4Clicks Premier and Enhanced RSMeans guides. Thereafter, they can use e4Clicks Basic or Professional with Standard RSMeans guides.

Standard and Enhanced RSMeans Guides

Two versions of RSMeans guides are now available within Project Estimator: Standard and Enhanced. Beginning in 2016, our RSMeans guides are being released in our new, Standard format. Our Enhanced version of RSMeans guides is a legacy version that is being phased out, as previously discussed.

The main additions in the Enhanced guides include removing abbreviations and clarifying line item descriptions and creating modifier line items directly within the RSMeans guide itself. The Standard version of RSMeans guides provides the descriptions straight from RSMeans. Modifier line items are represented as they are in the hard copy books and can be added as custom line items. Alternatively, we have added line item tools within an estimate to help process modifier items after leaving the guide.

For more information on using the new guide and other new features, please check out the new ReadMe and User's Manual. You will see screen shots of both versions throughout our training documentation. The easiest way to see the difference is the modifiers. The Enhanced version has each modifier built out and included in the guide for each line item to which they apply. Modifiers are shown in the Standard version only once and are highlighted in gray.

Enhanced RSMeans Guide

Item	Description	UM	Bare Cost
<input type="checkbox"/> 09-68-16-10-4700	Patterned, 32 oz., medium to heavy traffic	S.Y.	\$96.10
<input type="checkbox"/> 09-68-16-10-4700-5000	For less than full roll (approx. 1500 S.F.), add	S.Y.	\$22.75
<input type="checkbox"/> 09-68-16-10-4700-5100	For small rooms, less than 12' wide, add	S.Y.	\$1.28
<input type="checkbox"/> 09-68-16-10-4700-5200	For large open areas (no cuts), deduct	S.Y.	-\$1.28
<input type="checkbox"/> 09-68-16-10-4700-5600	For bound carpet baseboard, add	L.F.	\$4.19
<input type="checkbox"/> 09-68-16-10-4700-5610	For stairs, not incl. price of carpet, add	Riser	\$11.85
<input type="checkbox"/> 09-68-16-10-4700-5620	For borders and patterns, add to labor	S.Y.	\$0.92
<input type="checkbox"/> 09-68-16-10-4700-9850	For brand-named specific fiber, add	S.Y.	\$22.75
<input type="checkbox"/> 09-68-16-10-4900	48 oz., heavy traffic	S.Y.	\$105.10
<input type="checkbox"/> 09-68-16-10-4900-5000	For less than full roll (approx. 1500 S.F.), add	S.Y.	\$25.00
<input type="checkbox"/> 09-68-16-10-4900-5100	For small rooms, less than 12' wide, add	S.Y.	\$1.28
<input type="checkbox"/> 09-68-16-10-4900-5200	For large open areas (no cuts), deduct	S.Y.	-\$1.28
<input type="checkbox"/> 09-68-16-10-4900-5600	For bound carpet baseboard, add	L.F.	\$4.19
<input type="checkbox"/> 09-68-16-10-4900-5610	For stairs, not incl. price of carpet, add	Riser	\$11.85
<input type="checkbox"/> 09-68-16-10-4900-5620	For borders and patterns, add to labor	S.Y.	\$0.92
<input type="checkbox"/> 09-68-16-10-4900-9850	For brand-named specific fiber, add	S.Y.	\$25.00
<input type="checkbox"/> 09-68-16-10-8950	For tackless, stretched installation, add padding from 09 68 10		

Standard RSMeans Guide

Item	Description	UM	Bare Cost
09-68-16-10-3665	Olefin, 24 oz., light to medium traffic	S.Y.	\$23.00
09-68-16-10-3670	26 oz., medium traffic	S.Y.	\$17.95
09-68-16-10-3680	28 oz., medium to heavy traffic	S.Y.	\$28.25
09-68-16-10-3700	32 oz., medium to heavy traffic	S.Y.	\$31.75
09-68-16-10-3730	42 oz., heavy traffic	S.Y.	\$33.60
09-68-16-10-4110	Wool, level loop, 40 oz., medium traffic	S.Y.	\$111.10
09-68-16-10-4500	50 oz., medium to heavy traffic	S.Y.	\$105.10
09-68-16-10-4700	Patterned, 32 oz., medium to heavy traffic	S.Y.	\$96.10
09-68-16-10-4900	48 oz., heavy traffic	S.Y.	\$105.10
09-68-16-10-5000	<i>For less than full roll (approx. 1500 S.F.), add</i>		
09-68-16-10-5100	<i>For small rooms, less than 12' wide, add</i>		
09-68-16-10-5200	<i>For large open areas (no cuts), deduct</i>		
09-68-16-10-5600	<i>For bound carpet baseboard, add</i>	L.F.	\$4.19
09-68-16-10-5610	<i>For stairs, not incl. price of carpet, add</i>	Riser	\$11.85
09-68-16-10-5620	<i>For borders and patterns, add to labor</i>		
09-68-16-10-8950	<i>For tackless, stretched installation, add padding from 09 68 10</i>		
09-68-16-10-9850	<i>For brand-named specific fiber, add</i>	S.Y.	

Customer Spotlight

Joint Base Andrews

We are excited to celebrate and spotlight our great clients at Joint Base Andrews, Maryland! We earned their business in July of 2003, and still continue to support their Engineering, Operations, Planning and SABER teams.

Joint Base Andrews' origins date back to the Civil War, when the Union occupied a small, country church as headquarters for soldiers camped nearby. Today, that church is known as Chapel Two, and the base community still uses it for worship services.

The base is named for Lieutenant General Frank Maxwell Andrews (1884–1943), former Commanding General of United States Forces in the European Theater of Operations during World War II. The base is widely known for serving as the home base of two Boeing VC-25 aircraft which have the call sign Air Force One while the President of the United States is on board.

In 2009, Andrews Air Force Base and Naval Air Facility Washington were merged to form Joint Base Andrews.

Andrews today is also home to the Air Force District of Washington headquarters, the Air Mobility Command's 89 AW, the 79th Medical Wing, the District of Columbia Air National Guard's 113th Wing, the Air Force Reserves' 459th Air Refueling Wing and several other partner units. Andrews has evolved from the muddy fields and wooden buildings of the 1940s to become one of the most modern air bases, and solidify itself as "America's Airfield".

Andrews has a special place in 4Clicks history. After Michael left the Air Force, he moved his family to Burke, VA and worked with Beneco Enterprises on the new Andrews and Bolling Air Force Base and Pentagon SABER contract and later, the Navy's Chesapeake JOC contract. It was 1990, during this time he began to work with RS Means as a cost database, he was developing Beneco's iqEstimator and cutting his teeth as a Project Manager. There were a lot of good times back then, many hours spent with SABER, Contracting and his fellow employees, listening and learning to what they needed to develop and process projects under this new contract method called SABER.



4Clicks Technical Support: Tips & How To

I have the Standard version of the RSMeans Pricing Guide. How do I add Modifiers?

Users with the Standard RSMeans data will need to use a new approach to adding modifier line items to their project's estimates.

Note: If you want to try this out, test it with this sample line item from the RSMeans Facilities data (this can be your "parent" line item): 09-68-16-10-0700 [Carpet, commercial grades, direct cement, nylon, level loop, 26 oz., light to medium traffic]

1. Find the (parent) line item on the RSMeans data window (***Browsing 2016 RSMeans...***) and then add it to your estimate (by double clicking on it).
2. Now close the ***Browsing 2016 RSMeans...*** window so that you are back on the ***Updating Estimate*** window, on the ***Line Items*** tab.
 - A. The parent line item will have a letter and number next to it on the ***Line Items*** tab. The number tells you how many potential modifiers there are for that line item.
3. Right click on the parent line item on the ***Line Items*** tab and go to ***Line Item Tools*** → ***Select Line Item Adjustments (Modifiers)***.
4. When the ***Adjustment Dialog*** window opens, you'll see a list of all related modifier line items for that parent line item. Tag (only) the modifiers that you want to add to your estimate.
 - A. Right click anywhere inside the ***Adjustment Dialog*** window and choose ***Select (Inherit Parent Properties)*** [This will bring in the tagged modifiers in with the same quantity as the parent line item.]
 - B. Right click anywhere inside the ***Adjustment Dialog*** window and choose ***Select (Without Parent Properties)*** [This will bring in the tagged modifiers in with a zero quantity.]
 - C. Any modify line items that come in with a yellow warning icon next to them are typically due to the modifier having a different unit of measure than the parent- and we want to make you aware of that since it may need to be addressed manually. When you open that line item and then close it again, the warning icon will be cleared.
5. You are done.

See pages 16-17 of our PDF called e4ClicksReadme.pdf that was issued with the release of version 2.629 for instructions with supporting screenshots. Contact technical support if you need that PDF.

4Clicks on Instagram

Follow us: 4Clicks



Joint Base MDL



15 Year Anniversary



Arnold AFB

Instagram

Training News

4Clicks 2nd Quarter Training

Wow, the first quarter came and went like the wind! Our Training Division is in our busiest time of the year, with lots of travel for our team. Jesse just flew in from Alaska and then on to Oklahoma. This year we will travel to three of the four corners of our country.

In case you haven't heard, we are presenting, not only our Getting Started course virtually, but also our core e4Clicks courses:

- Getting Started
- e4Clicks Hybrid 2-Day
- e4Clicks Intro - Day 1
- e4Clicks Intro - Day 2
- e4Clicks Advanced - Day 3

The beauty of this is that you can take all of the courses or pick and choose the course or courses that meet you or your team's needs. If you have the time, it's always great to be in a classroom. If your schedule is full, you can take our training courses from the comfort of your office or home!

We also provide private classes. Let us know if your team would like a private virtual class, including the classes above, or our estimating courses: Introduction to Architectural Estimating or Introduction to Electrical Estimating. Normally, these classes are presented regionally, but we are flexible enough to meet your team's training goals.

Upcoming Training Dates

2016 TRAINING DATES		
e4Clicks Getting Started		8 March
e4Clicks Hybrid Training Course		9-10 March
e4Clicks Hybrid Training Course	Regional Training Las Vegas, NV	22-23 March
Introduction to Electrical Estimating	Regional Training Las Vegas, NV	24 March
Introduction to Architectural Estimating	Regional Training Las Vegas, NV	25 March
e4Clicks Getting Started		11 April
e4Clicks Introductory to Advanced Training – Day 1 Basics of e4Clicks and Estimating		12 April

e4Clicks Introductory to Advanced Training – Day 2 Estimating Tools and Basics of eTakeoff		13 April
e4Clicks Introductory to Advanced Training – Day 3 e4Clicks Advanced Tools		14 April
e4Clicks Getting Started		10 May
e4Clicks Hybrid Training Course		11-12 May

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.



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.](#)

Q & A Corner

Q: Is e4Clicks compatible with Windows 10?

A: Yes! We have several users already successfully using e4Clicks on the new Windows 10 operating system with no issues.

Note:

If you are going to be transferring your software to a new machine, please remember that you will need to work with 4Clicks technical support first to officially deactivate your current software license before transferring it the new machine.

Q: As a contractor, how can I get GSA pricing when purchasing software?

A: A Contracting Officers can authorize your firm to place orders under GSA's Federal Supply Schedules Program in accordance with FAR 51.102. Any supplies and services purchased under this authorization must be properly accounted for and properly used. You would be responsible for compliance with the applicable policies and procedures prescribed in FAR

51.1 particularly FAR 51.103, regarding the purchasing from GSA Federal Supply Schedule contracts.

Purchase your 2016 RSMeans Cost Books



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



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

Partners In Education

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

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!

Pay Online

Pay your invoices for software and training online! We accept VISA or MasterCard. [Click here](#) to pay online.



Give Us a Review on Capterra!

Do you love our software features? Let others know by giving e4Clicks Project Estimator a review [here!](#)



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