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## Director of Training and Sales, 4Clicks Solutions, LLC

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Bruce Sarty is Director of Training and Sales at 4Clicks Solutions, LLC.

4Clicks is a Veteran Owned Small Business and a leading provider of JOC (Job Order Contracting), SABER (Simplified Acquisition of Base Engineering Requirements), and/or IDIQ type construction estimating and project management software for the DOD and Federal Sectors. 4Clicks is a Strategic RSMMeans Business Partner, and the OEM provider of RSMMeans JOCWorks software.

Mr. Sarty, a retired United States Air Force veteran, brings over thirty (30) years of experience, w in both the DOD and private sectors directing operations, renovation, and maintenance of facilities, and managing new construction.

Bruce has managed twenty years of Government year ends (fallouts) and mobilized countless SABER, JOC, MACC, MATOC, SATOC, BOA, and IDIQ type contracts; completing over 3,300 delivery orders, and managed over \$600 Million in contracts.

Mr. Sarty's more than seventeen (17) years' experience in the private sector including Operations Manager for a multi-million dollar Nationwide Engineering Firm. He was responsible for multiple contracts in multiple States through-out the Country. Managed complete construction contracts from request for proposal (RFP) to completion.

As a former USAF SABER Project Manager, Bruce was responsible for the cradle-to-grave delivery orders process. Mr. Sarty's extensive construction cost estimating and software knowledge includes 4Clicks Project Estimator, since 2001, and Pulsar software (formerly RSMMeans software product), as well as RSMMeans reference cost data and methodology.

Bruce's training background includes serving as a United States Air Force Master Training Instructor for various basic and advanced technical electronic & electrical courses (AF Basic Course, ADT, Monaco fire alarms, Joint Services Interior Intrusion Detection Systems (JSIIDS), motor controls, etc). In addition, he has worked as a Technical Matter Expert, and earned Master Instructor (well ahead of his peers) as recognized by the Southern Association of College's Bachelorette degree granting programs .

Due to Mr. Sarty's outstanding leadership & management abilities, despite being a junior member, he was propelled to the Wallace Air Station's Deputy Base Civil Engineer (BCE) position. During his tenure at Wallace, he also filled in as the BCE upon the Commander's absence. Mr. Sarty was responsible for the operation of the Air Station which included: reviewing, coordinating, and inspecting multi-million dollar budgets in Navy and USAF construction and service contracts. Please see accomplishments for other duties etc.

### Highlights:

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| <input type="checkbox"/> Director of Training                         | <input type="checkbox"/> Technical Matter Expert               |
| <input type="checkbox"/> Estimating & Project Mgt. Software Training  | <input type="checkbox"/> Master Instructor                     |
| <input type="checkbox"/> Hands-on Field Experience – DOD & Private    | <input type="checkbox"/> Technical Document, RFP Writer/Editor |
| <input type="checkbox"/> Project Planning / Project Management        | <input type="checkbox"/> Director of Sales                     |
| <input type="checkbox"/> RSMMeans and Custom Unit Price Book Expertis | <input type="checkbox"/> Operations Manager                    |

**4Clicks Solutions, Director of Training & Sales (2011–Present)**

Mr. Sarty is responsible for our training program, including content and delivery. This spans regional, customized on-site and virtual training programs. Training courses include Association for the Advancement of Cost Engineering International (AAECI) accredited 4Clicks Introductory, Advanced courses, and the associated application of RSMeans cost data, and custom unit price books/guides (UPBs) for the efficient implementation and support of JOC, SABER, and/or IDIQ type Contracts. Bruce also heads up our Sales Team and is responsible for managing our Sales department and producing and increasing sales.

**Nationwide Engineering Company- Operations Manager & Project Manager (1994–2011)**

Responsible for overall construction project management, from RFP to completion. Examples include the following SABER/JOC contracts: March ARB (2 awards plus bridges), Edwards AFB, Ft. Irwin, Luke AFB, Warner Robins AFB, Moody AFB (2nd award), BOA Moody, MACC Moody, Ft. Riley, Shaw AFB, Eglin AFB, Andrews AFB (2ea awards plus bridges), Lemoore NAS, Fort Riley, Fort Knox, and Andrews AFB. Managed start-up and complete office set-up upon award of new contracts. This included autonomously seeking out lease space in new cities, signing contracts on behalf of the company, conducting interviews and hiring company personnel. Duties also included training colleagues estimating and project management software (4Clicks Project Estimator). Bruce managed jobs from cradle-to-grave, including managing over sixty overhead personnel at multiple locations, auditing site visits per customer's request, completing estimates using specialized and custom computer software, designing projects and providing customer with a complete proposal including: scope of work, detailed line item estimate, assumptions, value engineering, alternates, and drawings, negotiated projects with contracting officers and client's technical representatives, furnished complete submittal packages for material and equipment, obtained, evaluated, and bought-out bids from sub-contractors and/or performed projects in-house, responsible for ordering material and equipment for projects. Insured all material and equipment arrived on time and project deadlines were met. Completed budgets at the corporate level and for projects, provided schedules and prepared financial projections for all projects and contracts. Generated daily reports for local and corporate office. Implemented, conducted and documented weekly safety briefings. Insured quality assurance met contract specifications by inspecting product upon arrival, in-process and during final inspection.

**United States Air Force, SABER Project Manager & Construction Manager, March ARB (1989-1994)**

Project Manager for BCE; managed multi-million dollars in annual construction projects, cradle to grave. Designed projects, prepared scopes of work, drawings, construction estimates, and funding requests and used software and RSMeans to estimate construction projects. Coordinated construction permits, requests for utility outages, and temporary utilities. Conducted and recorded daily site visits. Served as Non-Commissioned Officer in Charge of Construction; managed, scheduled, and inspected 30 personnel of different construction trades including carpenters, electricians, HVAC, plumbers, etc. Procured material and equipment for recurring maintenance and construction projects. Designed and implemented self-inspection check lists for job safety/life safety procedures. Insured highest level of quality assurance, identified problem areas, and implemented corrective action.

**United States Air Force, Deputy Base Civil Engineer/Electrical Superintendent, Wallace Air Station – Republic of the Philippines (1988-1989)**

Scheduled, supervised, and inspected all work pertaining to base primary and secondary electrical distribution systems, base fire alarm systems, JSIIDS(spell out?), and preventative maintenance. Insured all high voltage safety equipment was tested, as required. Evaluated and supervised the repair of power outages. Reviewed project requests to assure maximum utilization of time, manpower, and materials. Implemented and managed Preventative Maintenance Program. In the absence of the BCE, as the Deputy BCE, Mr. Sarty was responsible for the 2.4 megawatt primer power plant, 20 million gallon a year water well and distribution system, 50,000 gallon a day sewage system, 4000 tons of air conditioning, Base Fire Department, and four junior superintendents. He managed over 60 military and civilian workers in maintenance & repair, minor construction, utility needs and fire protection. Assisted in the establishment of a damage assessment program that strengthened the Air Station's ability to survive by operating more efficiently.