4Clicks
By Estimators For Estimators

4Clicks CHATTER

By an Estimator for Estimators

Brand New Pricing!

You've asked for better pricing, more powerful tools, and more RSMeans. We listened, and went to our *Premier Partners*: *RSMeans™* and *eTakeoff™.*

The Best Estimating & Project Management Software Available!

Our goal was to give you the best: eTakeoff to get the measurement right, RSMeans to choose from hundreds of thousands of line items without every opening a book, and e4Clicks to keep you out of spreadsheets and back out into the field!

We hope you appreciate the value our three companies bring to your teams each day!

RSMeans

We have a great working relationship with RSMeans and we asked them to help us grow our business and help our customers save money and grow their own businesses.

We've heard for a very long time that the data costs too much money and nobody uses the books. So we lowered the price of the data – up to 25% savings – and let RSMeans keep the books. If you need them, you can still buy them. As you know we offer a 20% discount on all books – regardless of quantity – and we cover the shipping. Gone is the crazy matrix with this much for that file, how many seats, and what's

that percentage. It's straight pricing, easy to read, easy on the pocket, and easy to budget when you're working on 5 year SABER or JOC contracts.

We are now 100% RSMeans embedded; where e4Clicks goes, RSMeans is there. From a single database, to the entire library, you choose. Now each of your seats of Project Estimator comes with RSMeans data; so all of your seats have full access to your selected RSMeans data!

eTakeoff

We have been blessed to cultivate a great relationship with eTakeoff.

They've worked really hard to be the cutting edge of electronic takeoff software. Our new agreement also embeds their software into your Project Estimator.

Now e4Clicks Professional includes eTakeoff Professional with great pricing to upgrade to eTakeoff Pro Plus and eTakeoff Premier, and e4Clicks Premier includes eTakeoff Premier.

Quote of the month

"Building to code means that if a building were designed any worse it would be against the law."

– *Randy Croxton, Architect*

Brand New Pricing (Continued from page 1)

e4Clicks

If everyone else is going to lower their prices; so are we. Purchasing is out; leasing is in.

Now you will simply lease the program from year to year, and this should be totally transparent to you. Everything basically stays the same as far as the program goes; you just don't have to come up with those high upfront costs.

e4Clicks Price List

To see the details of our new pricing, please send an email to sales@4Clicks.com and ask for our current pricing list.

Michael

Michael Brown; Founder, President, and Estimator

How to Make a Good Estimate

Reviewing the basics

How many times have you heard someone say, "Does anyone have a checklist of some sort to make sure you do not miss anything in the estimate?"

4Clickers know the answer is *"Quit Trippin'. Start 4Clickin'!"* Here are a few important items associated with making an accurate construction cost estimate.

1. Everything starts with the process and the cost database.

Lack of standardization is the root cause of waste, miscommunication, and errors in construction cost estimating. The value of standardized reference cost databases using Uniformat II and MasterFormat04, especially our e4Clicks expanded 400,000 RSMeans line item database, can't be under-stated! Using a software program that takes full advantage of, and adds value to the cost database, combined with your expertise is equally important.

2. Scope of Work "Checklist"

Review the Scope and/or Bid Form. Are there any specific requirements such as price/quantity breakdowns, unit prices, alternates, bid options, etc. Review site - existing structures, grading, layout of the project, laydown area, entry & exit to the site and any construction phasing requirements. What information do we have and do not have to develop an estimate?

3. On Screen Takeoff "Procedures & Checklist"

If you are using eTakeoff and electronic drawings, confirm backups and scales (double check the scale by measuring the longest dimension on the drawings to make sure it's correct and to know the accuracy), and record on the document/PDF Drawing: Drawing Number/Name, Scale, and Scale Checked with Dimension.

New 'Blue' Paper

Today's Altered Landscape and JOC

A 4Clicks Blue Paper outlining the benefits of JOC in today's era of sustainability and cost control is now available.

The document outlines the core components of JOC, SABER and similar procurement and project management processes. A great read to review the basics and also to share with the boss!

Click here to get the Blue Paper

In the News

Marketing & Product Development Pros Join 4Clicks

4Clicks Chief Marketing Officer, Peter Cholakis - Former RSMeans Senior Consultant, and VFA Inc. CMO, with proven domain knowledge and expertise in facilities lifecycle costs and total cost of ownership.

Chief Technology Officer, Dave Trebas – RSMeans CostWorks™ developer, and prior experience with Autodesk, Nemetzchek, and Eclat.
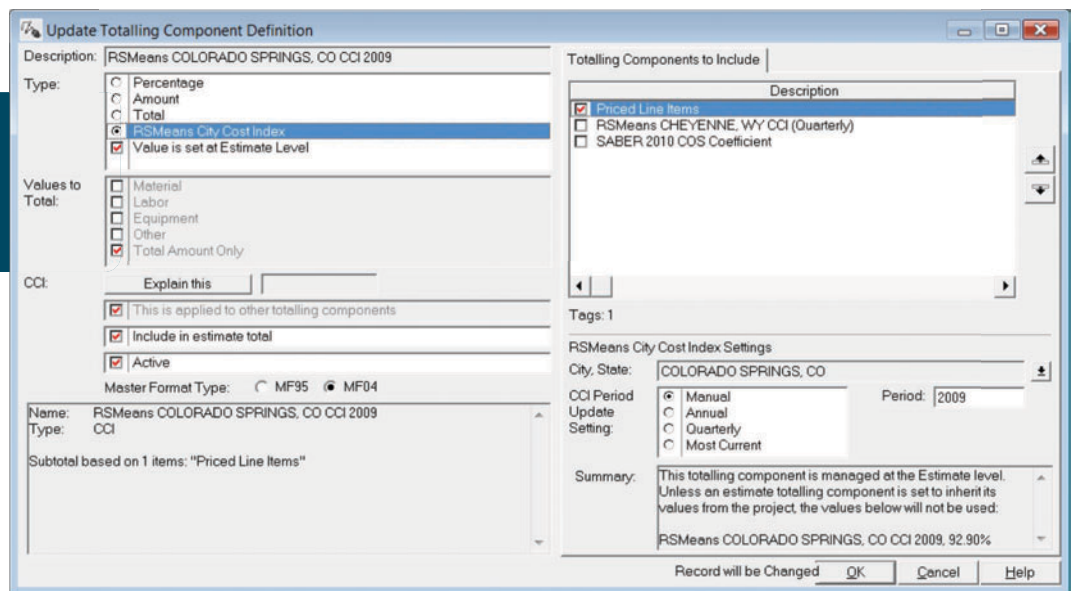
More News

Development Domain

Tips and Tools

So who has implemented the brand new CCI totaling components already?
We think they are really nice!

Please let us know how they are working with you. We are already taking some great
input to improve how they work. The automatic settings (Annual, Quarterly, and Most
Current) worked a little differently than some thought were inherently obvious. So we
are tweaking them up a bit. Right now, existing projects and estimates are being
updated every time the CCI is updated. We are now tweaking this to create the
project and estimate based on whichever CCI is current based on your setting. To
update to a different CCI, you now simply need to update the project CCI or run a
quick Batch Modify Tagged Estimates.

Brand News RSMeans City
Cost Index (CCI)
Totaling Components!

Training Class Schedule

Getting Started, or Learn What's New!

4Clicks training comes in three forms, regional, on-site/captive and virtual.

On-site/Captive Training	Our trainers travel to you, saving you time and money not to mention the convenience and additional benefit of customizing the session to fit your specific needs.
Regional Training	See our current schedule below.
Virtual Training	Experience the benefits of training without ever leaving your office.

Colorado Springs, CO	July 13th to 16th, 2010 (Open)
Las Vegas, NV	August 3rd to 6th, 2010 (Open)
San Antonio, TX	November 16th to 19th, 2010 (Open)
Colorado Springs, CO	December 7th to 10th, 2010 (Open)

Q & A Corner

Q: What will estimating look like in ten years?

A: Estimating and estimators will become key participants in collaborative value-driven construction "best-practices" / business processes such as IPD (Integrated Project Delivery), JOC (Job Order Contracting), and BIM (Building Information Modeling).

Major Trends:

- Shift to life-cycle cost visibility for new construction, renovation, repair, operations, and maintenance
- Emphasis upon estimate and project sharing, collaboration, and reuse (vs. reinventing the wheel or recreating mistakes)
- Availability of international cost/performance data
- Integration of estimating with business and procurement "best practices" / business process will be the norm (LEAN, IPD, JOC, BIM)
- Advanced web centric cost data management, sharing, and data reuse
- Required use of reference cost data across all sectors
- Higher level of standardization

See our *NEW* set of FACT SHEETS outlining the benefits of e4Clicks Estimator to DOD sites, Owners, Contractors, and AEs. Each document focuses on features specific to your needs.

Feedback

The best Clients

Our success is based on great clients. We love to hear from you on what were doing right, doing wrong, or not doing at all.

We encourage and appreciate your comments and feedback. Give us your thoughts on this newsletter, tell us what you'd like to read and share with your team.

Sign up at the bottom of our home page to receive these newsletters directly.