



**4Clicks**  
By Estimators For Estimators

4Clicks  
CHATTER



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

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## It's Already a Busy and Exciting 2015

It's another new year, and we are excited about 2015 and the possibilities for 4Clicks and our customers!

We are working out the details with The Gordian Group on new offerings for the Job Order Contracting users. More details to come within the next few months!

4Clicks has had the pleasure of training thousands of our software users. Our first class was at Wright Patterson AFB in 2001. We have come a long way with the choices we offer to our customers. Onsite, Regional and Virtual training classes are available, depending on your needs! In recent years, we have had a lot of requests to offer estimating classes that focus on using e4Clicks and RSMean's for construction estimating. We now offer Introduction to Architectural and Introduction to Electrical Estimating classes, and we are looking to add a few more based on requests and feedback. This year, Bruce had our first Intro to Electrical in Las Vegas. We received great feedback and participation. This month we are in San Antonio, TX hosting an e4Clicks Hybrid class with both Intro to Architectural and Intro to Electrical. The seats are filling up quickly, so register on our website to reserve your seat!

We listened to your need for virtual classes. We introduced our first virtual class: 4Clicks Intro to RSMean's, for those that wanted to learn more about estimating with RSMean's data. We also introduced our e4Clicks Getting Started, for those who are evaluating and just beginning to use Project Estimator. We host these two virtual classes every month: no TDY, no travel costs, no cancelled planes or down time. Learning is done from the convenience of your office or home. Hundreds have attended, and we plan to expand our virtual classes to include Ceasel, e4Clicks Hybrid and e4Clicks Advanced, as well as Intro to Architectural and Intro to Electrical. Stop by our website [Training page](#) for more information.

There have been several requests lately for support, such as in-house estimators, someone to help with building model projects, as well as RFP proposal development. Please be sure to visit our [Partner page](#) for great resources, when these types of requirements are needed for your team.

We wish all of our partners and clients the very best success in 2015!

Michael Brown  
By an Estimator, For an Estimator

### Quote of the month

*"Whatever you do, do it well. Do it so well that when people see you do it they will want to come back and see you do it again and they will want to bring others and show them how well you do what you do."*

—Walt Disney

## Peter Cholakis Elected To the Board of Directors

Peter Cholakis, CMO, 4Clicks Solutions, was recently elected to the Board of Directors for The Center for Job Order Contracting Excellence (CJE). CJE is a professional organization whose mission is "To promote a cost effective, efficient, performance-based, high quality Job Order Contracting project delivery system through the development and education of the industry."

[CJE](#) participants include:

### **Facility Owners and JOC Users**

Alachua County Facilities  
City of Tempe, Arizona  
Harris County Dept. of Education  
Los Angeles World Airports

### **Liaison Relationships:**

Construction Owners Association of America (COAA)  
International Facilities Management Association (IFMA)  
National Association of State Facilities Administrators (NASFA)  
Society of American Military Engineers (SAME)

### **Cooperatives**

Choice Facility Partners  
National Joint Powers Alliance  
The Cooperative Purchasing Network (TCPN)

### **JOC Contractors**

Alpha Building Corporation  
Basic IDIQ, Inc.  
Centennial Contractors Enterprises, Inc.  
FH Paschen  
Jamail and Smith Construction  
Kellogg Brown & Root  
Tremco

### **Product and Service Providers**

4Clicks Solutions, LLC  
Applied Innovative Management  
Mark Powell, Kosten-Technik International, LLC

## 4Clicks Accepts Visa and MasterCard Online

We've taken our payment processing to the next level! Whether you want to order books, pay your software subscription invoice online, or order our world class training, we've got you covered! We've teamed with [gotoBilling](#), and we now accept VISA or MASTERCARD for any of our products and services:

To order RSMeans books at 20% off, visit:

<https://www.4clicks.com/products-services/rsmeans-cost-books/>



To pay your software subscription invoice online, visit:

<https://www.4clicks.com/clients/paymyinvoice/>

To see our upcoming training classes and register online, visit:

<https://www.4clicks.com/training/upcoming-training-dates/>

## 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

### JOB ORDER CONTRACTING National Research Study 2015



Bruce Sarty, Director of Training, and Peter Cholakis, CMO, joined industry leaders in Tempe, AZ in January. The strategy session was held at Arizona State University (ASU), and enabled stakeholders to refine the fundamental elements of the National JOC Study.

In addition to 4Clicks, representatives from the following organizations were in attendance:

Banicki Construction  
Centennial  
Jokake Construction  
KBR  
Purdue University  
SDB Contracting Services  
The Cooperative Purchasing Network (TCPN)  
The Gordian Group  
The JOC Group

The aim of the JOB ORDER CONTRACTING COST AND BENEFIT ANALYSIS RESEARCH STUDY, to be performed by the Performance Based Studies Research Group (PBSRG) at Arizona State University, is to:

- Show the value of JOC over traditional construction delivery methods to Facility Owners and Contractors/AEs
- Identify savings associated with JOC in the areas of administrative & project management costs, reduced legal disputes, reduced change orders, project timeline, and increased flexibility to achieve organizational objectives.
- Identify lessons learned from past JOC projects.

**Data Collection:** The PBSRG out of ASU will be collecting and analyzing all JOC performance information. PBSRG will keep all data collected as confidential, unless given permission to share with other parties.

**Study Participation:** The JOC contractor and owner community is highly encouraged to participate in this study. Owner's that participate in this study will be kept abreast of developments and be offered education on the findings of the study. Contractors who participate will be able to use the performance information and the education that comes from this research.

The results of this research will be distributed to all participants. It will also be made available to the public at no fee. For more information, or to participate, please [email us!](#)



## Learn More About Merolla Construction Services: A Valuable 4Clicks Partner!



Merolla Construction Services is a 4Clicks partner that you can depend on. The cost estimating team relies on 25 years of experience to provide the most accurate and detailed cost estimates. They take a systematic approach, providing clients with timely and accurate consulting services, while improving efficiency and productivity. Merolla Construction Services is a certified small business that provides timely and efficient cost estimating services for the federal market. All trades are estimated in house to provide you with the best possible service for a complete cost estimate. Merolla Construction Services works with small and large contractors, and A/E firms supporting all types of project throughout the country ranging in size from \$100k to \$2 billion. Projects include municipal, USACE, Veterans Affairs, DOD administrative buildings, barracks, hospitals, NASA facilities, National Parks, practice ranges, and research facilities. Consulting Services include: Cost Estimating and Scheduling. Specializing in: MATOC, SATOC, IDIQ, and SABER Contracts.

To learn more about Merolla Construction Services, visit their [website](#)! To view more 4Clicks partners, visit our [Partner Directory](#) on our website.

## Training News

### Electrical Estimating Training Course

4Clicks has a Brand New Introduction to Electrical Estimating 1-day Training Course!

This 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.

In previous training classes, we focused on learning e4Clicks. 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.

- 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 for 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

This course was designed and will be presented by Bruce Sarty, our Director of Training, with 30 years' experience as an Electrician, USAF Electrical Technical School Trainer and RSMeans cost estimator.



Remember that 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	10-11 March
e4Clicks Intro to Electrical Estimating	Regional - San Antonio, TX	12 March
e4Clicks Intro to Architectural Estimating	Regional - San Antonio, TX	13 March
4Clicks Introduction to RSMMeans Estimating		18 March
e4Clicks Getting Started		19 March
4Clicks Introduction to RSMMeans Estimating		15 April
e4Clicks Getting Started		16 April
4Clicks Introduction to RSMMeans Estimating		13 May
e4Clicks Getting Started		14 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.

## Q & A Corner

**Q:** How Do I Access Individual Trade Pricing? (AKA How Do I Open the RSMeans Trades Book?)

**A:** Individual **Trades** are listed in their own **RSMeans** book. You can access the book from within your estimate- on the **Line Items** tab.

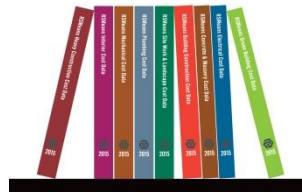
1. Open your project and estimate to the **Line Items** tab.
2. Find the **Quick Select Guide** field near the top of the **Line Items** tab (usually just above the columns "UM", "Quantity" and "Total").
  - A. Click within the **Quick Select Guide** field and scroll to the bottom to find **RSMeans Trades** listed. Then select it.
3. Now click on the **blue** icon on the right side of the **Quick Select Guide** field. The **RSMeans Trades** book will then open.
4. When using that window, please be sure to look at the **Period** field (displayed at the top). It shows you what year's pricing you are looking at. Make sure that's current.
  - A. You can choose a year by clicking within the **Period** field and making a selection from the drop down list that opens.

## Purchase your 2015 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!**



## 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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