



ROOFING



DRYWALL



ACOUSTICAL



FIREPROOFING



FLOORING

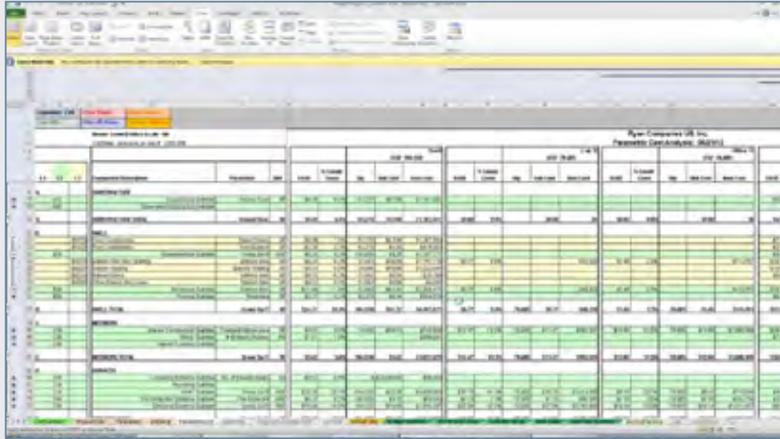


EIFS



PAINTING

## WHY CHOOSE THE EDGE™ SOFTWARE OVER MICROSOFT® EXCEL®?



Are your spreadsheets complex with multiple worksheets and cells referring back to other sheets?

Are your estimates consistent between estimators or bids? Is it easy for you to review your bids? How do you make sure you are not overbidding or underbidding?

### ACCURATE ESTIMATES IN LESS TIME

The EDGE™ software is a construction Takeoff & Cost Estimating application that enables estimators to automate the process for greater **accuracy**, increased **efficiency** and **consistent** estimates with **anytime, anywhere access**.

Use it to perform a takeoff and create an estimate, which enables you to increase job profitability—**all from one software application**.

### THE COMPETITION IS FIERCE

Margins are tight. Schedules are aggressive and you're competing against more companies. To win more work and guarantee the profitability of every project, you have to build more estimates with more speed and more accuracy. In this more, more, more world, one thing is certain: Yesterday's estimating methods will no longer cut it.

### BUILT BY CONSTRUCTION EXPERTS WHO UNDERSTAND YOUR BUSINESS

For over 30 years, The EDGE has been the software of choice for construction subcontractors. Built by tradesman, for tradesmen, The EDGE is designed around your workflow, not how software people think you should estimate.



In a little over 6 months after the implementation of The EDGE software, we tripled the amount of proposals we sent out.

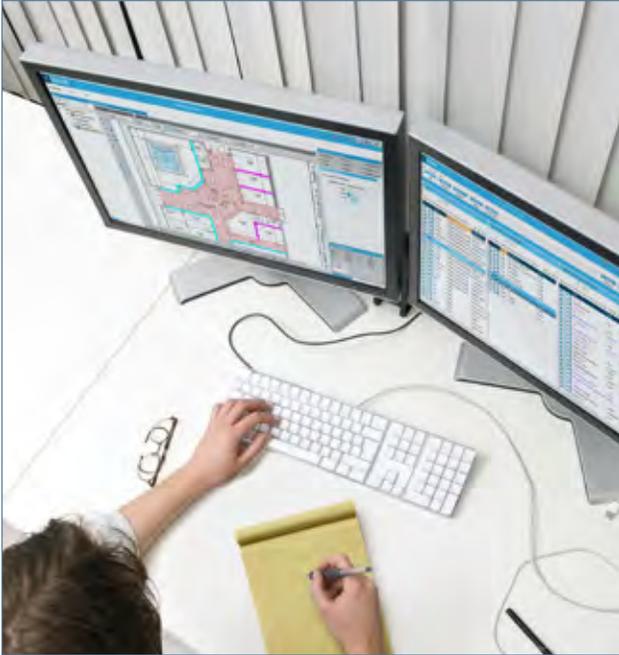
—Samuel M. Imbriaco  
General Manager, Architecture Roof Systems, LLC

## MEASURE, PRICE, REVIEW AND MANAGE WITH THE EDGE

A process of steps with The EDGE that helps you prepare more bids in less time with greater accuracy

### MEASURE

While other electronic takeoff solutions enable you to measure and send takeoff quantities to your estimate through an application “integration,” The EDGE is the only software that has takeoff and cost estimating in one application. With the takeoff built in, you can:



- Eliminate the risk of data transfer corruption or conversion errors
- Avoid manual data entry mistakes
- Easily view the Takeoff and Estimate at the same time on two different monitors, not two windows on one monitor.

“ On average, a \$300k project used to take up to 8 hours with Excel but with The EDGE it takes 30 to 45 minutes.

—Carl Morse  
Estimator/Project Manager, Yorkshire Federal

### PRICE

Building bids can be tedious and time consuming when using outdated applications like Excel®. One wrong mouse click or keyboard entry can be frustrating or worse, your estimate is wrong. We believe in building software that helps you and has “SMART” features and functionality.

**Instant, real-time updates** of materials and labor as you are performing your takeoff.



SMART  
feature

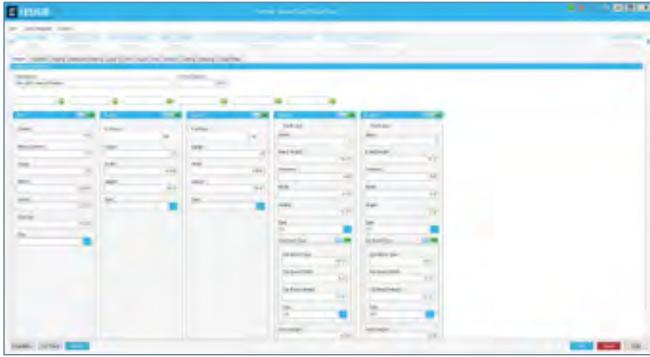
#### Database of Trade-specific conditions.

Unlike other solutions that provide a starting point or give you generic terms that fit all trades, The EDGE has the most comprehensive list of manufacture-specific components in the estimating software industry.





**Trade-specific language.** Built by tradesman, for tradesman The EDGE uses words that you understand, customized to your trade. You won't see SF in pitch or have to manually choose how pitches are ordered.



**What-if Analysis.** Whether you need to do a value bid, change order or prepare variations of a bid, simply copy that scenario and change what you need.



Bidding in a different region? The **Locale list** provides a central repository for you to keep fixed prices based on region. Whether it's labor rates, taxes or permit costs for a region or union vs. non-union jobs the Locale list provides a way for you to adjust and save variable fees needed for your estimate.



**Do you have changes?** Simply find and replace, and all instances are updated everywhere. For example, if it's a piece or part, the material is updated and recalculated wherever it is referenced.



## REVIEW

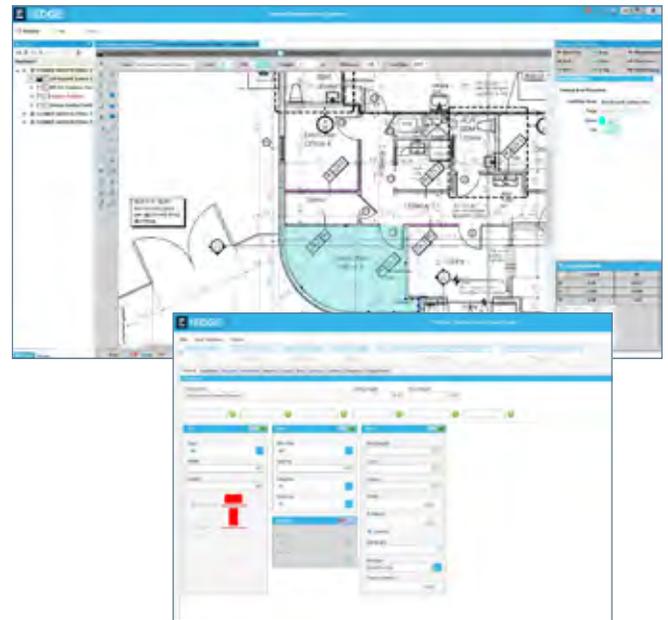
Reviewing multiple estimates from multiple estimators can be challenging, but with The EDGE you can view the total costs broken down by project, view your material, labor and other fixed costs in real time while making changes on the fly from any screen.



**Audit Trails?** In Excel, it's challenging and time consuming to determine changes. The EDGE has many SMART features that show if a change occurred and by how much.



**What was done and where?** Go to the Takeoff and see what was measured and the items listed behind the condition.



*Red text shows that there is not a measured quantity and the solid pattern indicates that it is measured. To see the details, simply go to the Condition Editor tab.*

