

**Volume 1
Issue 1
Oct 2007**

Headline News

Sage Master Builder was awarded a five-star rating overall in the May 2007 review of Construction Accounting Software by *CPA Technology Advisor*. The reviewer cited the Executive Dashboard, client tracking features, equipment management, and integrated service management as some of the major strengths of the software.



Integrated Sage Timberline Office Estimating Now Available For Sage Master Builder

The accurate estimating of projects is both the most difficult and most essential part of a successful construction or trade business. Fluctuating material and labor costs and the large number of variables involved, make arriving at an accurate estimate a challenge for even the most experienced estimators. To achieve profitability and overall business success precise estimates are essential. Now, in addition to Sage Master Builder Estimating Basic, Sage Master Builder users now have more options. In addition to Sage Master Builder Estimating Basic your Sage Master Builder system now integrates with industry-leading solutions from Sage Timberline Office Estimating—**Sage Master Builder Estimating Standard** and **Sage Master Builder Estimating Extended**.



Build precise estimates quickly with powerful Estimating tools From Sage Timberline Office.

Easy Set Up

You can be up and running with Sage Master Builder Estimating Standard and Extended quickly using the innovative Database Builder Wizard. The Wizard walks you through the steps to establish your database. The software comes with built-in sample databases with standard items and customizable estimating factors. Add your own specific items and costs or choose to incorporate one of the available industry standard databases. A comprehensive online help system makes it easy to get started, taking your estimators step by step through many of the common estimating tasks. You also can perform key word searches and locate answers to your questions by topic.

Fast, Accurate Estimating

Sage Master Builder Estimating Standard and Extended feature a familiar spreadsheet-style grid with intuitive point-and-click and drag-and-drop capabilities that make it easy to build your estimate. Takeoffs are developed quickly by pulling from the powerful database of items and costs. You can perform your takeoff in either imperial or metric units and automatically convert back and forth as necessary.

Work Breakdown Structure (WBS) codes allow you to estimate jobs by phase, drawing detail, or location. For fast labor and equipment

The Estimating Suite

Both new versions include a powerful, easy-to-use interface to help you quickly build your estimates. First, let's look at some of the features available in both versions, then we'll touch on some of the added capabilities of the Sage Master Builder Estimating Extended version, and finally a quick mention of the optional add-on capabilities available that allow you to tailor the solution to meet your needs.

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19030 Lenton Place SE
Suite 607
Monroe, WA 98272
(800) 209-6927 toll free
sales@cbsnw.com
www.cbsnw.com

Integrated Sage Timberline Office Estimating CONTINUED

estimating, you can build automated crew pricing, either when you first create your database or as needed during takeoff.

At every phase of your estimating process, it is easy to review your work and make global adjustments. The **Assembly Takeoff** screen allows you to review, edit, delete, or replace your takeoff passes, even after the information is rolled up into the summary spreadsheet view, and you can adjust your estimate total instantly to match a predefined contract price or cost per unit. Spread the adjustment across all items, or selectively choose the items that will be affected by the change.

Estimating Extended Power

Sage Master Builder Estimating Extended offers additional tools for developing takeoffs more quickly. You can adjust a group of quantities, amounts, and prices in a whole column or within a portion of a column at once by multiplying, dividing, or adding an amount. Then choose to replace with the calculated value or

spread it proportionally over your selection.

The **Subcontractor Bid Grid** provides a convenient location to store and analyze subcontractors' bid quantity, unit price, and total bid amount. You can select a particular bid to include in your estimate with the click of a button and change your selection at any time. An option to sort in bill of materials order allows you to instantly group items for revision. Additional Cost Variance and Cost Comparison reports provide powerful analysis both between different jobs and at various phases of building your estimate.

A **Cut and Adds Log** simplifies the process of making last-minute pricing adjustments. You simply enter your change on the Totals page, including the category (labor, material, etc), the phase or vendor involved, and the software automatically updates all necessary portions of the spreadsheet.


Estimating Suite Options

The new solutions from Sage Timberline Office

Estimating have an entire suite of powerful capabilities from which you can pick and choose according to your business requirements. These optional capabilities include industry-specific estimating databases, digital and Web-based takeoff tools, estimate viewing and reporting capabilities, and integration with industry-standard scheduling tools. We'll cover these options in more detail in future newsletters.

Tight Integration

With the detailed and professional presentation of your estimates, you'll find yourself winning a higher percentage of jobs. And your winning bids are easily uploaded and converted to budgets in your Sage Master Builder job cost system, saving you significant data entry time with every job. You can also integrate with Sage Master Builder proposals, purchase orders, change orders and subcontracts.

Give us a call for more information. 

Instant Business Intelligence With Executive Dashboard

Your Sage Master Builder system contains a wealth of information regarding the financial health of your business. The Executive Dashboard encapsulates that information into a collection of meaningful snapshots, providing the business intelligence you need to make effective decisions.


One simple, well-organized view provides seven GAAP-standard key business performance indicators. From one screen, you'll be able to view the following key metrics:

- ▶ **Cash Balance:** provides the current cash balance for up to five of your cash accounts.
- ▶ **Cash Position:** adds total cash and receivables and subtracts current liabilities so you can stay on top of your cash flow.
- ▶ **Outstanding Change Orders:** gives the total amount of unapproved change orders grouped by under and over 30 days.
- ▶ **Under-billed Jobs:** displays values for under-billed jobs, both as an amount and as

a percentage of contract.

- ▶ **Receivables:** subtotals your outstanding receivables by the following aging categories: due in 7 days, due in 30 days, up to 30 days past due, and past due more than 30 days. A daily review of this information can let you know when it's time to start sending reminder notices for those late accounts.
- ▶ **Payables:** provides subtotals by the same aging categories as Receivables (above), allowing you to anticipate upcoming expenses and check your cash position to avoid a cash shortfall.
- ▶ **Income from Operations:** compares the operating income with expenses and breaks it down into three cost categories: Administrative, Direct/Equipment/Shop, and Overhead. View this information for the current month, quarter, and year.

With the Executive Dashboard, you can keep

your finger on the pulse of your business. Simply refresh the Executive Dashboard to see up-to-the-minute information on the items you track. When you see an item that requires attention, you can easily drill down into detailed reports to get to the root of a particular issue and take action. We'd be pleased to answer any questions you may have about Executive Dashboard, please give us a call. 



Cash Accounts			
General Checking	96,508.50		
Receipt Checking	9,408.81		
Payd Checking	382.06		
Cash On Hand	8.00		
Storage	2,118.28		
All Other Cash Accounts	309.00		
Cash Position	107,372.20		
Total Cash	107,372.20		
Receivables	99,111.32		
Total Cash + Receivables	206,483.52		
Less Current Liabilities	478,129.25		
Cash Position	298,149.17		

Receivables			
Due in 7 Days	4,356.09	96,508.50	1,000,000.00
Due in 30 Days			
Overdue 1-30			
Overdue 31-90			

Payables			
Due in 7 Days	48,349.78	8.00	1,000,000.00
Due in 30 Days			
Overdue 1-30			
Overdue 31-90			

Income from Operations			
Operating Income	261,564.47	1,499,462.82	2,282,261.32
Direct/Equip/Shop	329,472.24	1,112,614.96	1,602,287.20
Overhead	24,422.54	82,583.84	102,240.82
Administrative	5,476.97	22,281.76	40,244.82
Business Break Operations	(182,006.96)	173,833.66	25,000.00

Outstanding Change Orders			
Less Than 30 Days	2,728.08	5,130.00	
More Than 30 Days			

Under-Billed Jobs			
100%	76.47	Under-Billed	Contract
75%	25,782.88		
50%	6,028.55		

The Executive Dashboard provides you with seven important business metrics on one well-organized page.