InterAcct for Detailed Estimating

Why InterAcct?

☑ Integration

All incoming Sales Enquiries can be recorded with InterAcct, prior to meeting with the Prospect, preparing an Estimate, generating a Quotation and then winning the business.

☑ Modular

There are several options available when preparing an Estimate. Some detailed, other summarised or for small jobs.

☑ Unlimited Estimates Per Job

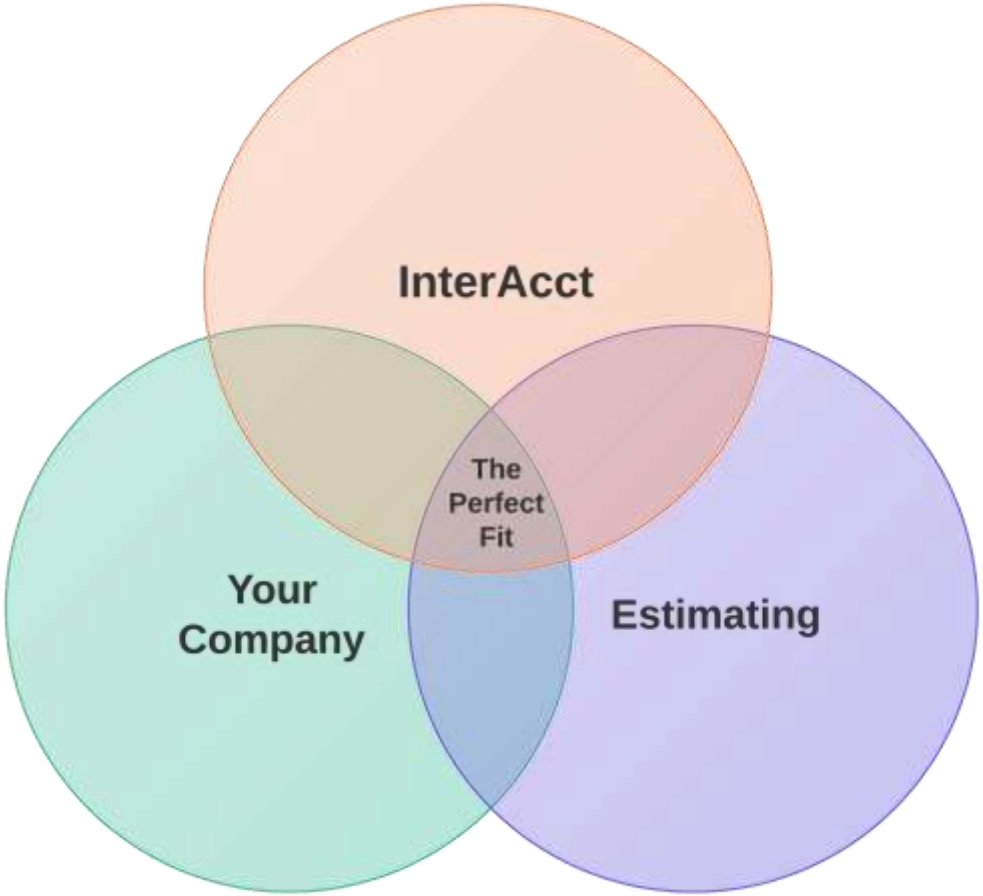
One job can have any number of Estimates, as it is easy to make a copy of one Estimate in order to make changes

☑ Phases

Estimate totals can be summarized into 'Phases' or Sub-Jobs and further broken down into Cost Items

☑ Semi-Automatic (Kitting)

Semi-Automatic Estimating can be achieved through the use of pre-defined Kits which are templates comprised of Materials, Labour, Subbies, Machine Time and Sundries



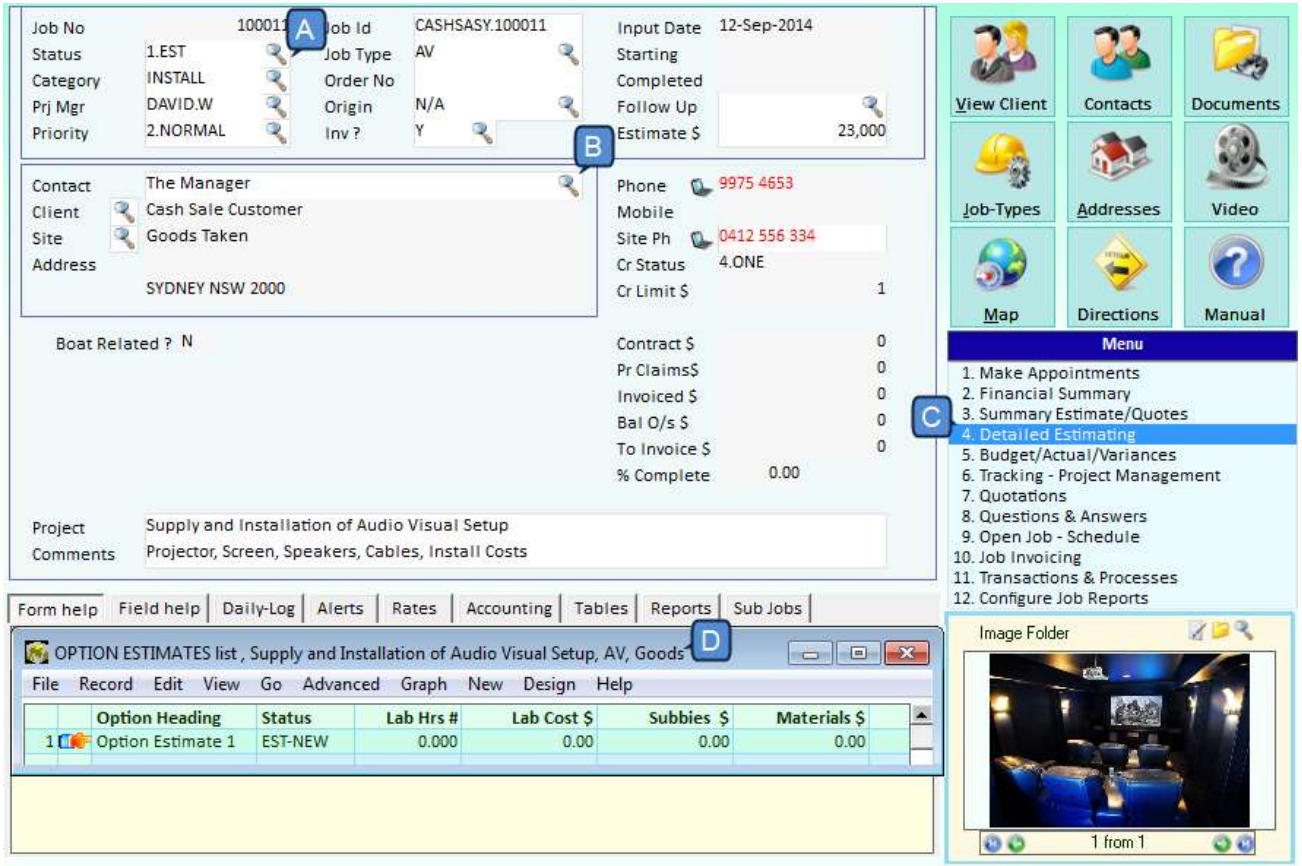
Job & Enquiry File

A — Jobs & Enquiries are **classified** by Status, Category, Project Manager and Priority

B — If application, a **Client** and **Contact Name** can be attributed to each Job

C — When Estimating, the User has a choice of **Detailed**, **Summary Estimating** or small **Repair Work**

D — One Job can have **many Estimates** and each Estimate can have many related Quotations



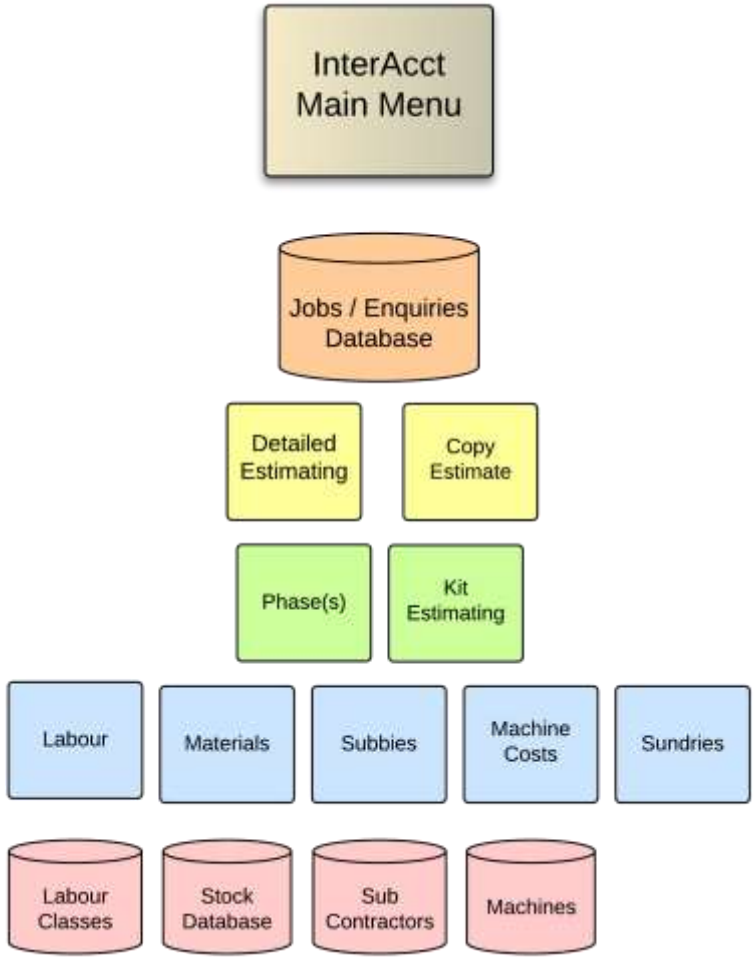
Detailed Estimating Structure

*Estimate and then Quote the right profit margin, winning profitable jobs is the **key to success***

Job Related:
Job Detailed Estimating within InterAcct can be as automated as you wish to reduce the amount of time to then prepare a customer's quotation.

Changes to the estimate can be tracked.

Phases:
Estimates can be broken down by 'Phases' and then by Cost Items. Kits for standard work tasks can speed things up, as well as Sub Contractor 'Tasks'.



Key Features & Advantages

	Feature :	Advantage :	Base?
Multi-Tiered	Multiple Estimates, option to have multiple phases, and then multiple Cost Items per Phase.	Keep track of requests for variations. Copy one job's estimate to another to speed things up	Option
Mark-up Control	Mark-up on costs can be defined for a Job, a Phase, or by using standard mark-ups on Cost Items	Allows for Cost-Plus jobs, or where you want to ensure that a minimum profit margin is generated	Option
Auto Populate	Elect to copy across to a standard list of Job Phases, and for each Stage, a list of Cost Item Components	This not only speeds up the estimating process, but reduces the risk of missing Cost Items out of your Estimate	Option
Calculation Sheets	Break down the material requirements for a Phase of works by physical work areas	Gives a reconciliation of where materials will be required, checked against planned take off.	Option
Trade Tasks	For each Sub Contractor a list of the trade tasks often performed and agreed contract rates can be defined. This is to be copied across to the Estimate	Again, speeds up estimating, checks to see that all the relevant tasks are included within the Estimate	Option
Kitting	For standard work tasks, these can be developed into a 'Kit' or template, for Materials, Labour, Trades, Sundries, and Machine Time	The only requirements are that the kit(s) are selected with the appropriate quantity.	Option
Analysis	For each Job Estimate 'drill down' into the Cost Item detail, see a summary of Cost Items required for the entire Estimate	Labour summary. Capacity plan. Gross materials requirements. Summary of Trades needed. Machinery capacity plan.	Option
Link to Quote	The Estimate can be used as the basis for preparing the customer Quotation, with print format options to control the amount of detail shown	Quotes can be quickly prepared, and then re-printed after any changes are made to the Estimate	Option

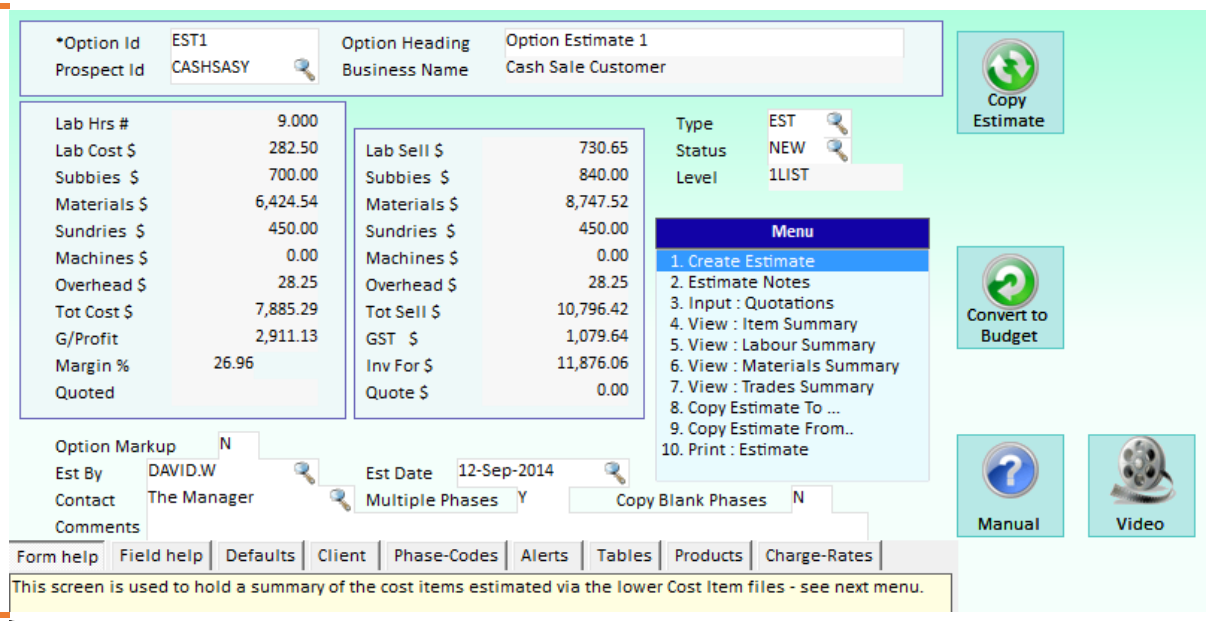
Screen 1, 2: Estimate Summary, Phase List

Estimate Summary:

At the Summary Screen, the User decides on:

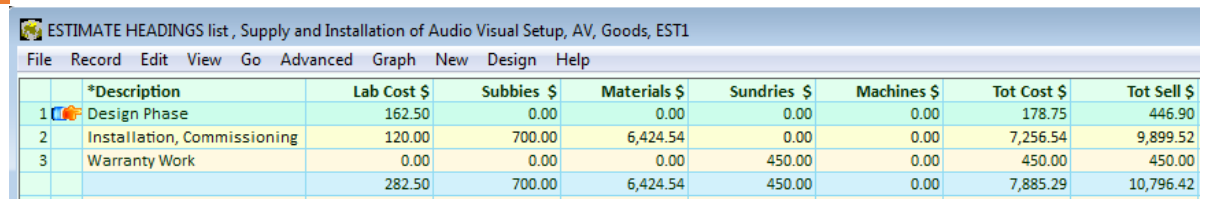
- ✓ Whether they are entering a normal Estimate or a Variation to Contract
- ✓ The Status, New, Approved, Lost, or to be Deleted
- ✓ Whether the Estimate is broken down into 'Phases'
- ✓ Whether 'Phases' are auto created from a library

Free format notes can be added to the Estimate, which also can also be Converted to a Budget or copied to another Estimate from the Summary Screen



Phase List:

Phases can break the job down into work stages, or job by physical areas, and work elements. Phases are sub groups, and provide cost / revenue sub totals



	*Description	Lab Cost $	Subbies $	Materials $	Sundries $	Machines $	Tot Cost $	Tot Sell $
1	Design Phase	162.50	0.00	0.00	0.00	0.00	178.75	446.90
2	Installation, Commissioning	120.00	700.00	6,424.54	0.00	0.00	7,256.54	9,899.52
3	Warranty Work	0.00	0.00	0.00	450.00	0.00	450.00	450.00
		282.50	700.00	6,424.54	450.00	0.00	7,885.29	10,796.42

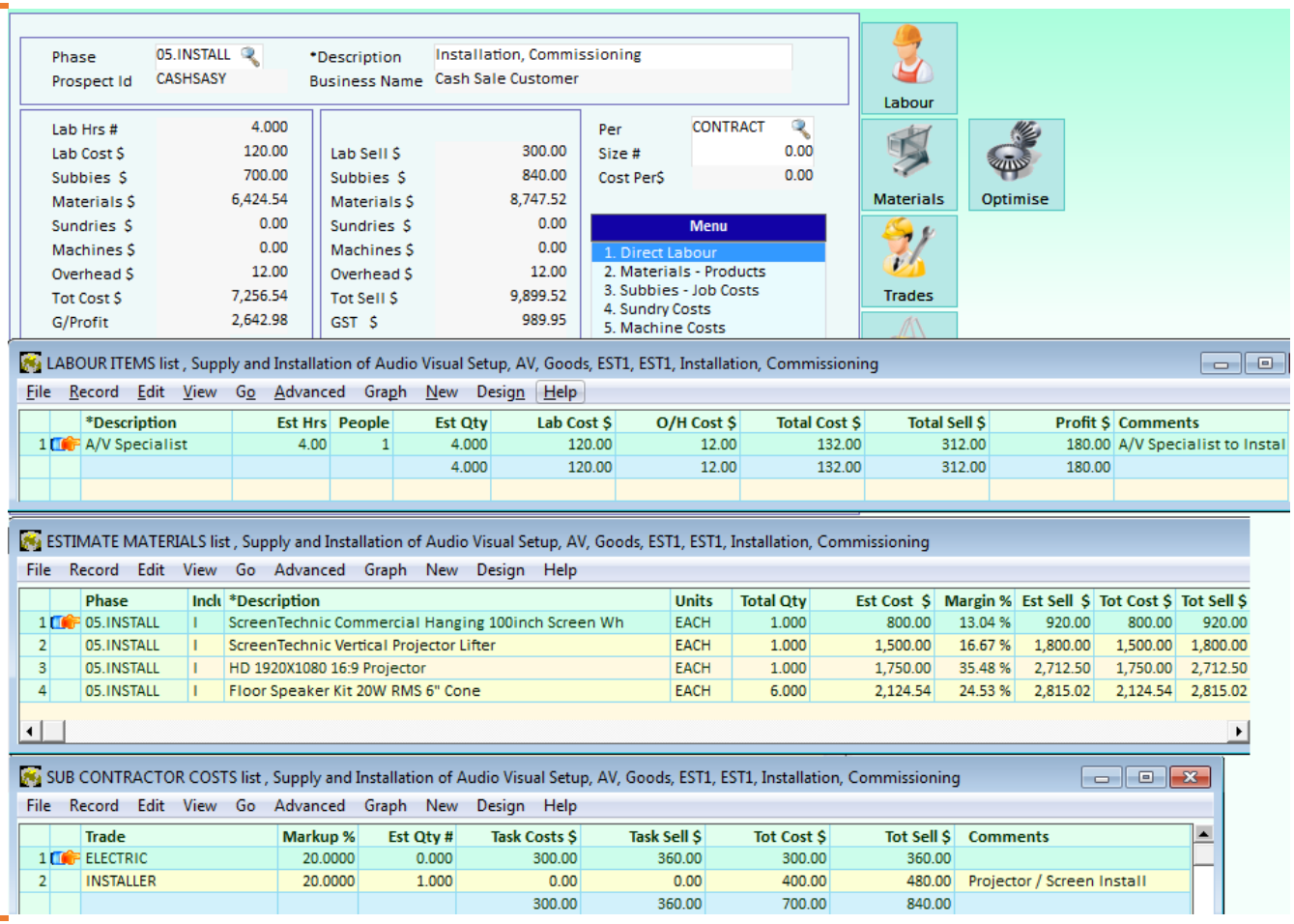
Screen 3: Estimate Cost Items

Estimate Cost Items:

Cost Items Including:

- ✓ Direct Labour by Labour Class
- ✓ Materials – Products
  - ☑ Calculations by Area
- ✓ Subbies - Trades
  - ☑ Work Tasks
- ✓ Sundries
- ✓ Machines

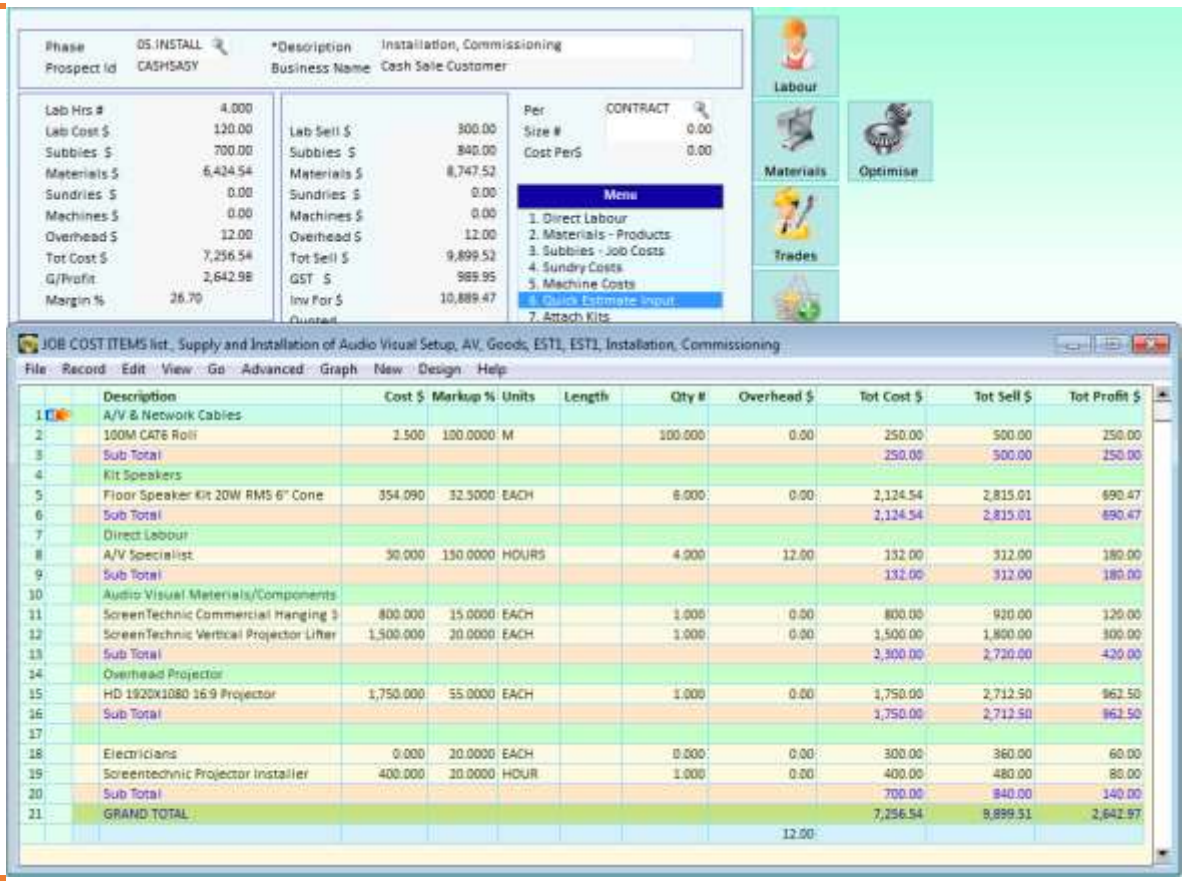
In addition, Cost Items can be semi-automatically added via use of ‘Kits’



Screen 4: Job Cost Item List

Job Cost Item List:
All estimated cost items for a phase are shown in the Job Cost Item List, sorted by Cost Group and showing the sub totals for each Cost Group.

The list can also be used as an alternate data entry point to input the estimated Cost Item in any sequence of Labour, Materials, Trades, Sundries, Machines



	Description	Cost $	Markup %	Units	Length	Qty #	Overhead $	Tot Cost $	Tot Sell $	Tot Profit $
1	A/V & Network Cables									
2	100M CAT6 Roll	2.500	100.0000	M		100.000	0.00	250.00	500.00	250.00
3	Sub Total							250.00	500.00	250.00
4	Kit Speakers									
5	Floor Speaker Kit 20W RMS 6" Cone	354.090	32.5000	EACH		6.000	0.00	2,124.54	2,815.01	690.47
6	Sub Total							2,124.54	2,815.01	690.47
7	Direct Labour									
8	A/V Specialist	30.000	150.0000	HOURS		4.000	12.00	132.00	312.00	180.00
9	Sub Total							132.00	312.00	180.00
10	Audio Visual Materials/Components									
11	ScreenTechnic Commercial Hanging S	800.000	15.0000	EACH		1.000	0.00	800.00	920.00	120.00
12	ScreenTechnic Vertical Projector Lifter	1,500.000	20.0000	EACH		1.000	0.00	1,500.00	1,800.00	300.00
13	Sub Total							2,300.00	2,720.00	420.00
14	Overhead Projector									
15	HD 1920X1080 16:9 Projector	1,750.000	55.0000	EACH		1.000	0.00	1,750.00	2,712.50	962.50
16	Sub Total							1,750.00	2,712.50	962.50
17										
18	Electricians	0.000	20.0000	EACH		0.000	0.00	300.00	360.00	60.00
19	Screentechnic Projector Installer	400.000	20.0000	HOUR		1.000	0.00	400.00	480.00	80.00
20	Sub Total							700.00	840.00	140.00
21	GRAND TOTAL							7,256.54	9,899.51	2,642.97
							12.00			

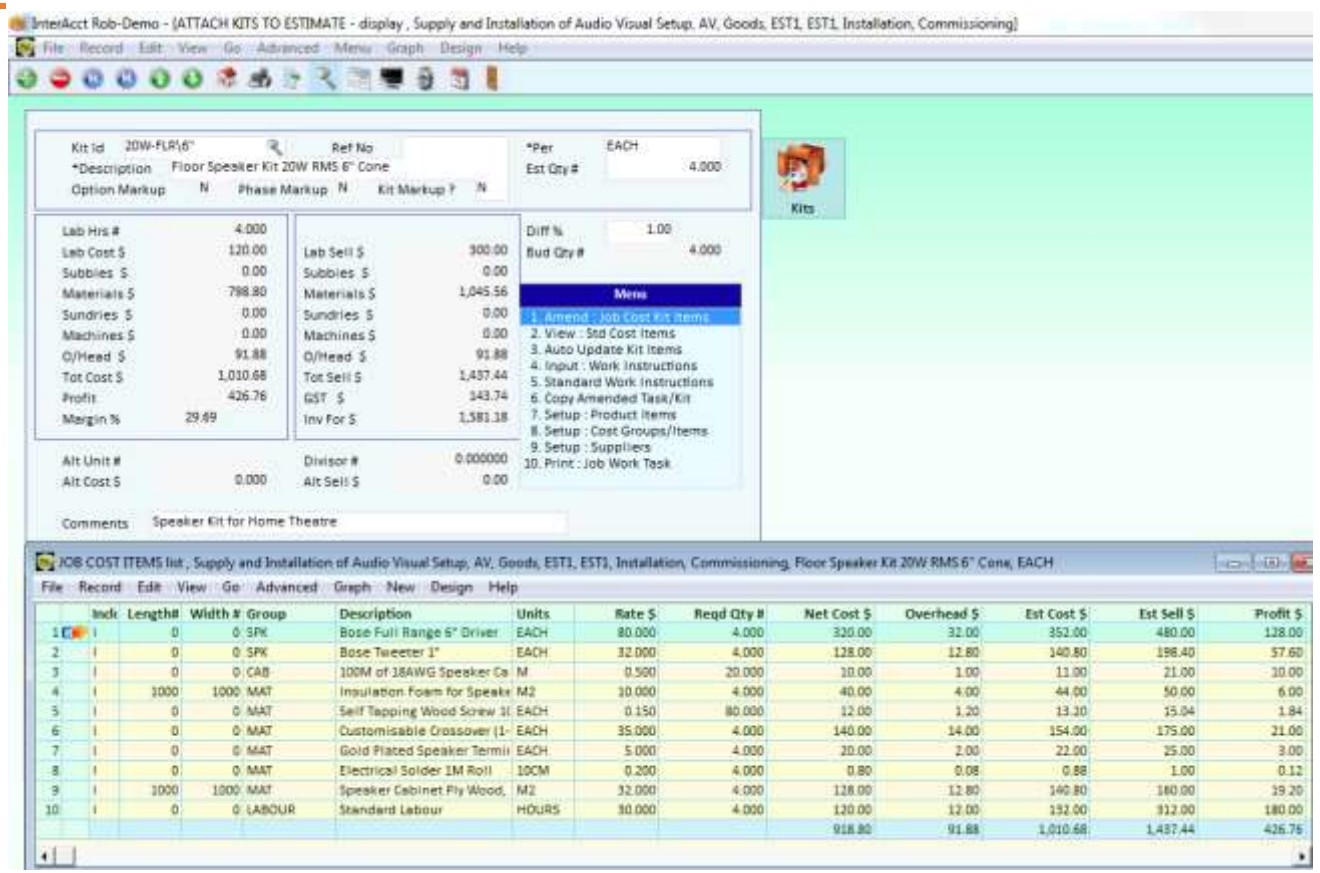
Screen 5: Kit Costing

Job Cost Item List:
A 'Kit' is essentially a small Bill of Materials for a standard work task or sub assembly. It can be made up of any combination of Labour Classes, Material Items, Trades, Sundries and Machine time.

Kits are normally set up in advance and stored in the database. However, they can be created or edited within an Estimate on the fly.

To estimate by Kit, all that needs to be entered is the quantity of each Kit being used in the estimate. InterAcct will automatically calculate what is required, updating all of the Cost Item Estimate files

Once the Kit is attached to an Estimate, amendments to the standard Cost Items can be made as required without effecting the library.



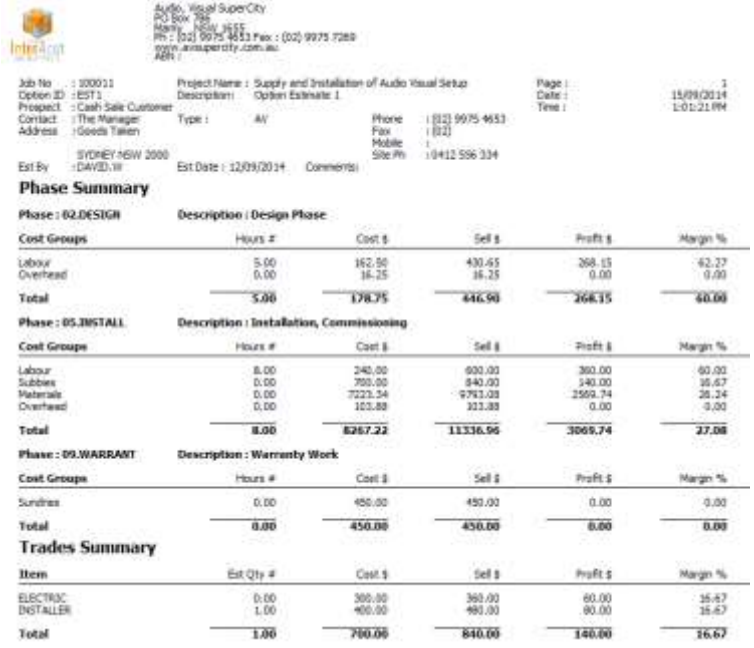
Screen 6, 7: Configure Report, Cost Estimate Report

Configure Report:
InterAcct allows the configuration of a Report to specific requirements by selecting ‘Yes’ or ‘No’ to a series of questions, determining what information needs to be printed



Cost Estimate:
The Cost Estimate Report comes in many levels of detail, depending on the configuration options chosen before printing the report.

The Report has the capability to ‘drill-down’ to individual items, or give summaries by Cost Item or Job Phase



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ABN :

Job No : 100011
Option ID : EST1
Prospect : Cash Sale Customer
Contact : The Manager
Address : Goods Taken
SYDNEY NSW 2000
Est By : DAVID.W
Project Name : Supply and Installation of Audio Visual Setup
Description : Option Estimate 1
Type : AV
Est Date : 12/09/2014 Comments:
Phone : (02) 9975 4653
Fax : (02)
Mobile :
Site Ph : 0412 596 334
Page : 1
Date : 15/09/2014
Time : 1:01:21 PM

Phase Summary

Phase : 02.DESIGN **Description : Design Phase**

Cost Groups	Hours #	Cost $	Sell $	Profit $	Margin %
Labour	5.00	162.50	430.65	268.15	62.27
Overhead	0.00	16.25	16.25	0.00	0.00
Total	**5.00**	**178.75**	**446.90**	**268.15**	**60.00**

Phase : 05.INSTALL **Description : Installation, Commissioning**

Cost Groups	Hours #	Cost $	Sell $	Profit $	Margin %
Labour	8.00	240.00	600.00	360.00	60.00
Subbies	0.00	700.00	840.00	140.00	16.67
Materials	0.00	7223.34	9793.08	2569.74	26.24
Overhead	0.00	103.88	103.88	0.00	0.00
Total	**8.00**	**8267.22**	**11336.96**	**3069.74**	**27.08**

Phase : 09.WARRANT **Description : Warranty Work**

Cost Groups	Hours #	Cost $	Sell $	Profit $	Margin %
Sundries	0.00	450.00	450.00	0.00	0.00
Total	**0.00**	**450.00**	**450.00**	**0.00**	**0.00**

Trades Summary

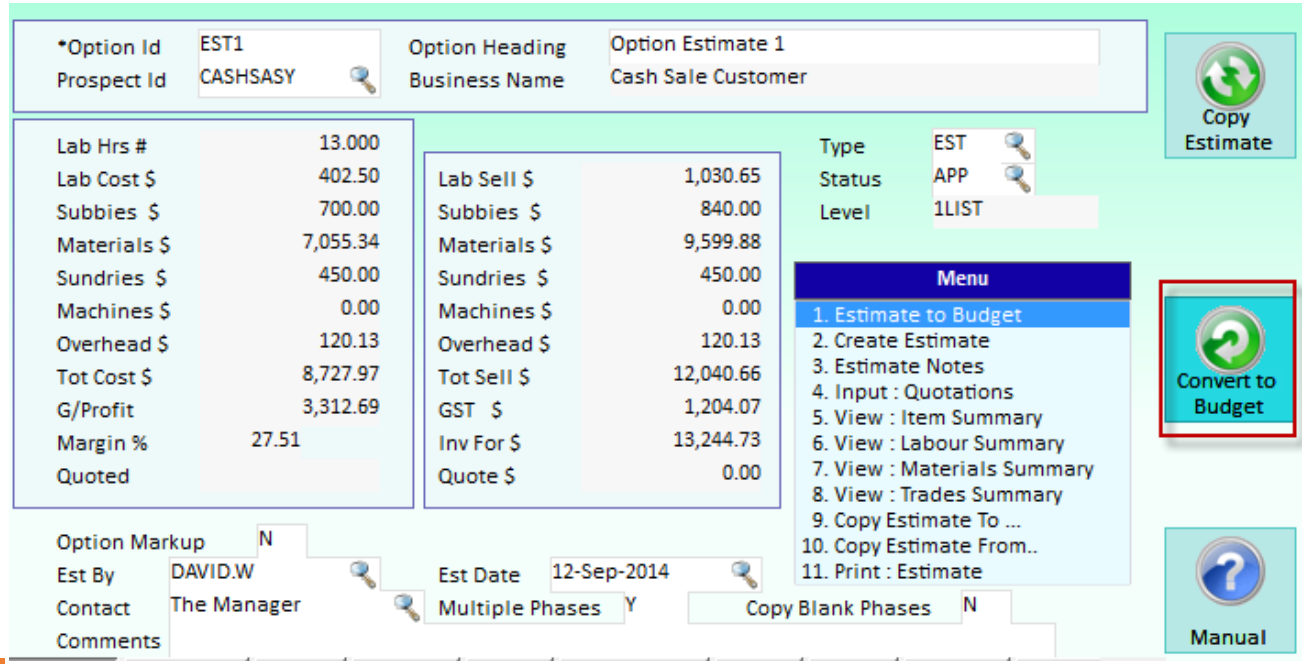
Item	Est Qty #	Cost $	Sell $	Profit $	Margin %
ELECTRIC	0.00	300.00	360.00	60.00	16.67
INSTALLER	1.00	400.00	480.00	80.00	16.67
Total	**1.00**	**700.00**	**840.00**	**140.00**	**16.67**

Screen 8: Convert to Budget

Convert to Budget:
The Convert to Budget button copies all of the data created in the winning Job Estimate to job's Budget.

The job Budget then becomes the basis for comparison to actual job costs.

The job budget can also be adjusted as the job progresses in order to create a revised Job Cost Forecast, in order to forecast expected job gross profit.



InterAcct Pricing (Per User)

Users	Base InterAcct	Job Costing, Estimating, Quoting (A)	Kit Costing (B)	Building Repairs, Insurance Claims (C)
1	$1,500 (15-25)	+ $500 (10)	+ $350 (5)	+ $250 (2-3)
2-3	$1,000 (20-30)	+ $500 (10)	+ $350 (5)	+ $250 (2-3)
4	$750 (20-30)	+ $375 (10)	+ $250 (5-8)	+ $188 (2-3)
5-9	$600 (25-35)	+ $300 (10-15)	+ $200 (5-8)	+ $150 (3-5)
10-19	$500 (30-40)	+ $275 (10-15)	+ $175 (5-8)	+ $125 (3-5)
20-49	$400 (40-60)	+ $250 (10-15)	+ $150 (10-15)	+ $100 (3-5)
50+	$350 (50-75)	+ $230 (15-25)	+ $130 (10-20)	+ $90 (5-10)

Software Pricing

Software Pricing is per Computer Network "User" as defined in the above table. The optional software modules (eg, Job Cost Estimating) require the Base InterAcct as well, and are purchased based on the number of base Network Users. Prices are all ex GST.

+ Annual Support Pricing

Yearly support is calculated at 20% of purchase price, with no CPI annual increases. Support is reduced by 30% after 3 years. For example a single User (with just the base InterAcct) would be ($1,500 x 20%) = $300

+ Implementation & Training Budget

The (Number) denotes the estimated min/max hours of Implementation & Training required in the budget per installation / module (not per User). Implementation / training "Advanced" is currently charged at the average rate of $160 per hour.

Modules

There is a wide variety of software modules available for purchase, talk to InterAcct staff about your specific software needs.

Request a Cost Estimate:

InterAcct Software Pty Ltd

Toll Free: 1300 66 26 26 **After Hours:** 0412 578 622
Email: sales@interacct.com.au **Web:** http://www.interacct.com.au